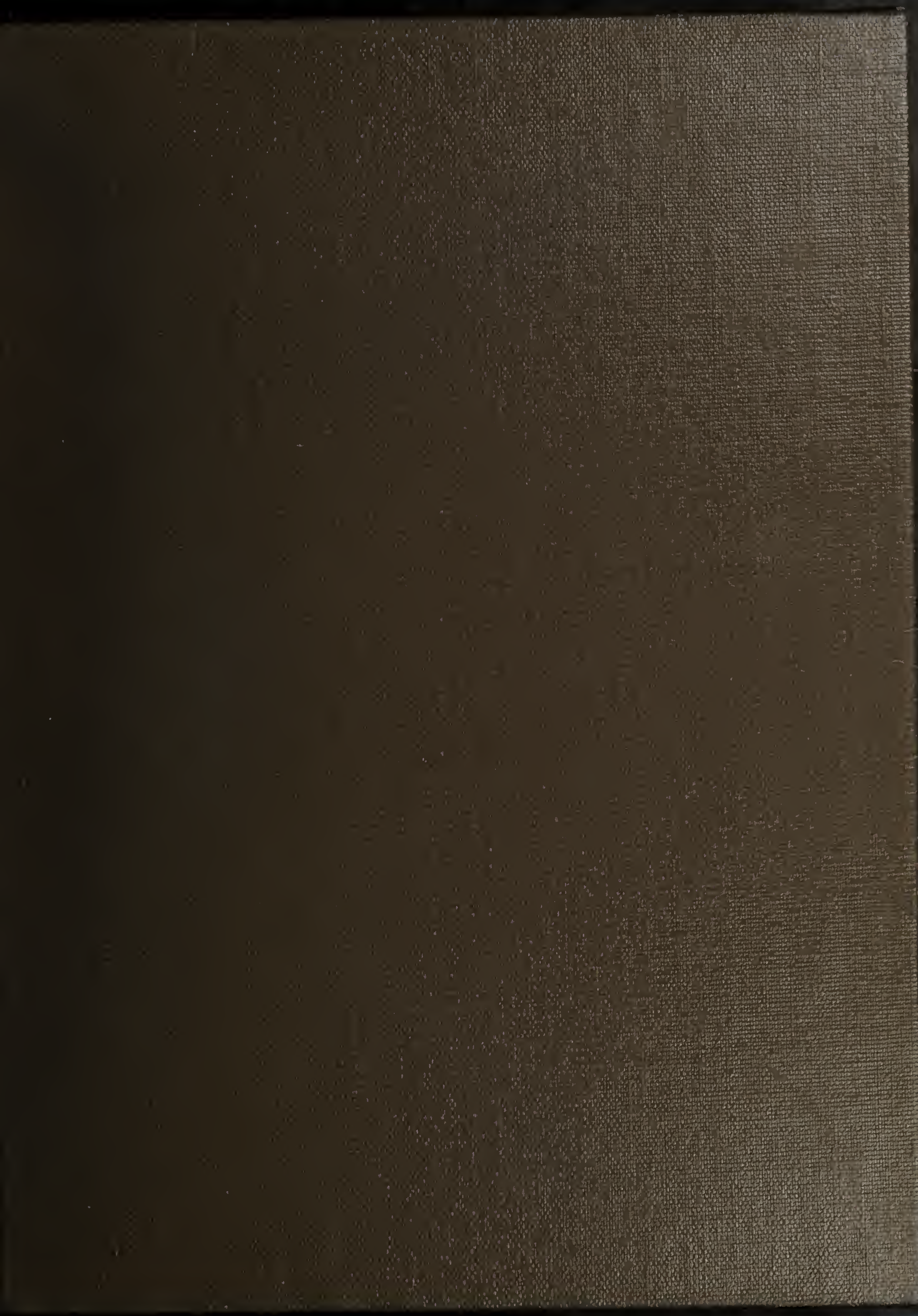
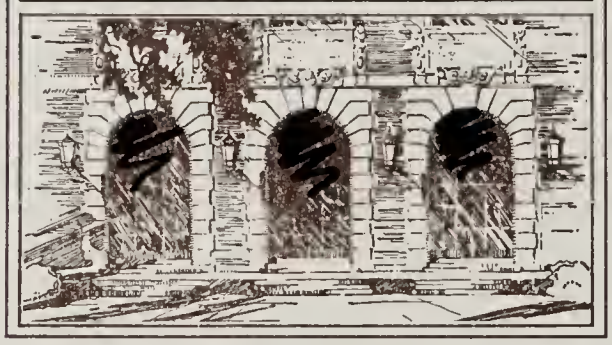


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THIRTY-SECOND YEAR.

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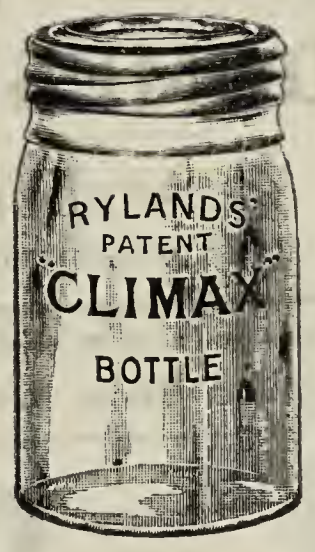


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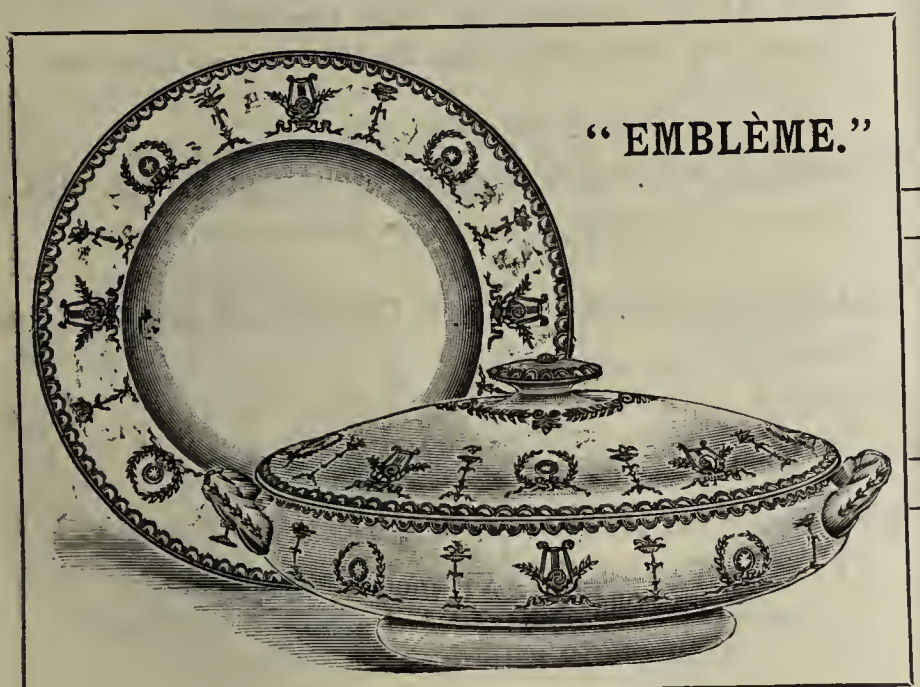
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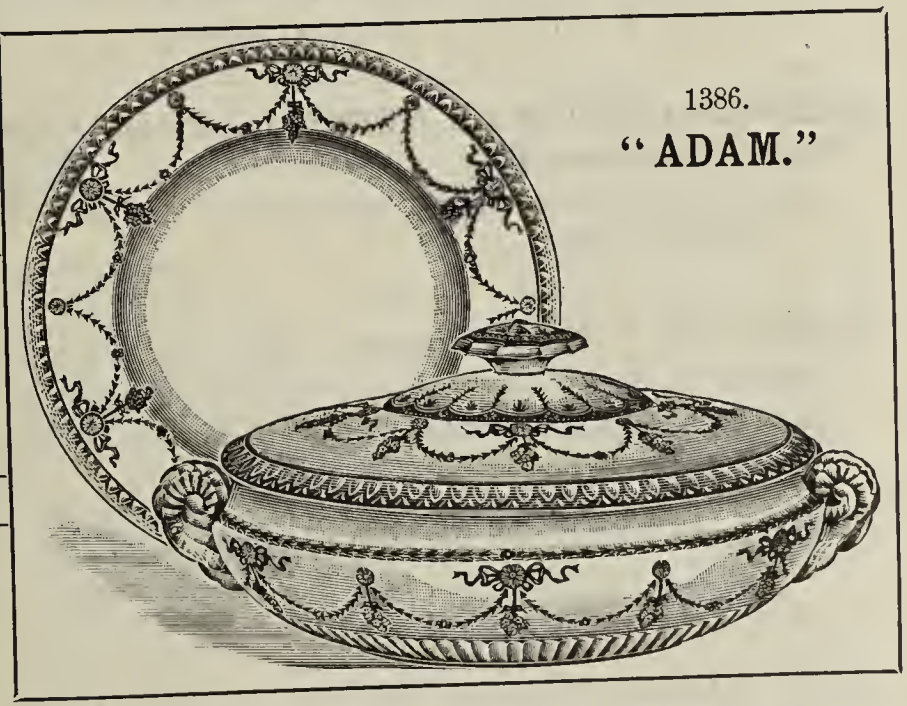
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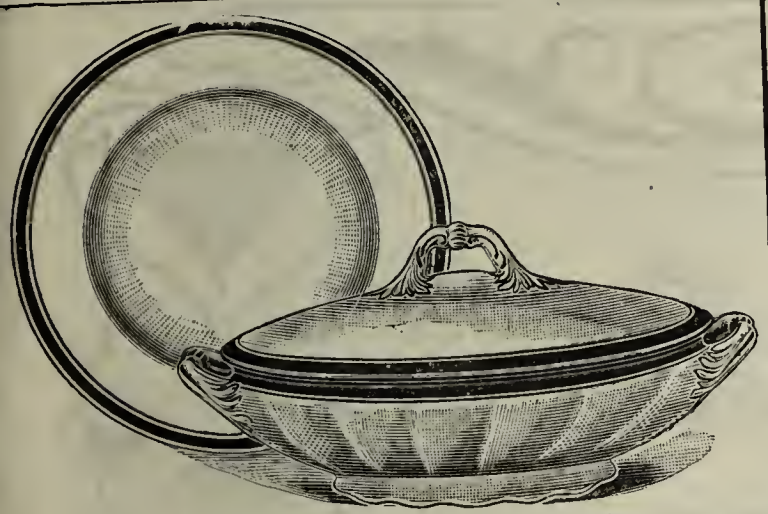
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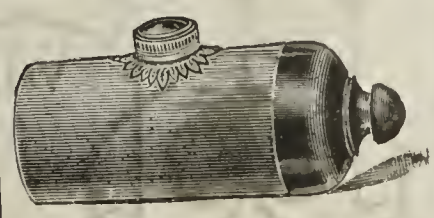
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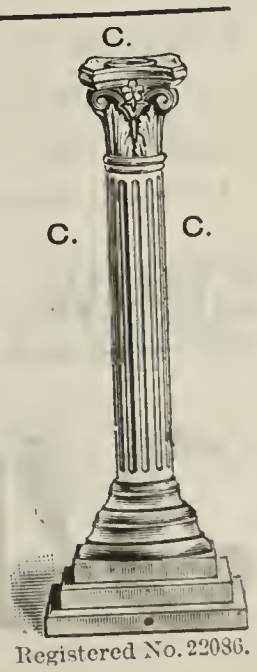
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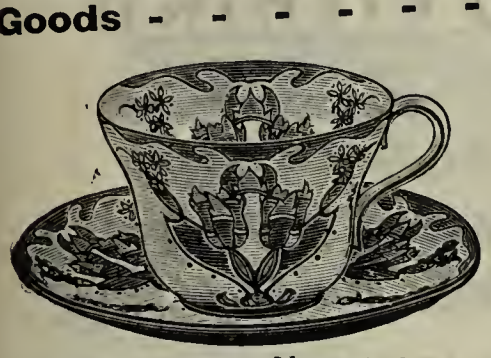
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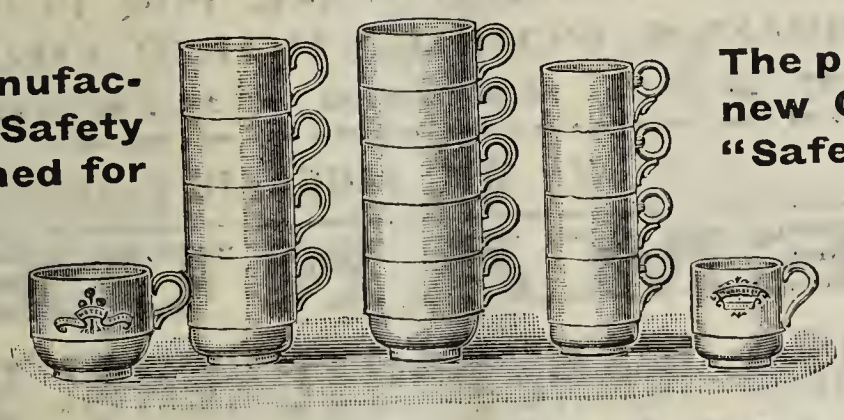
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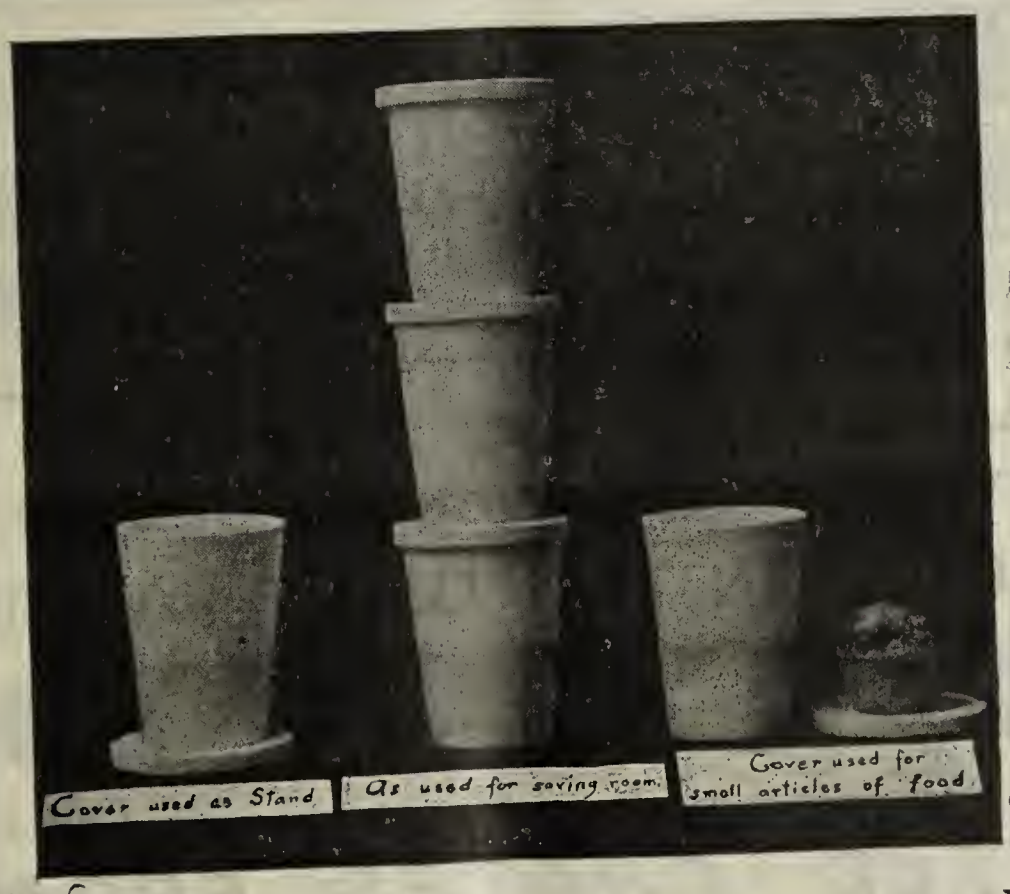
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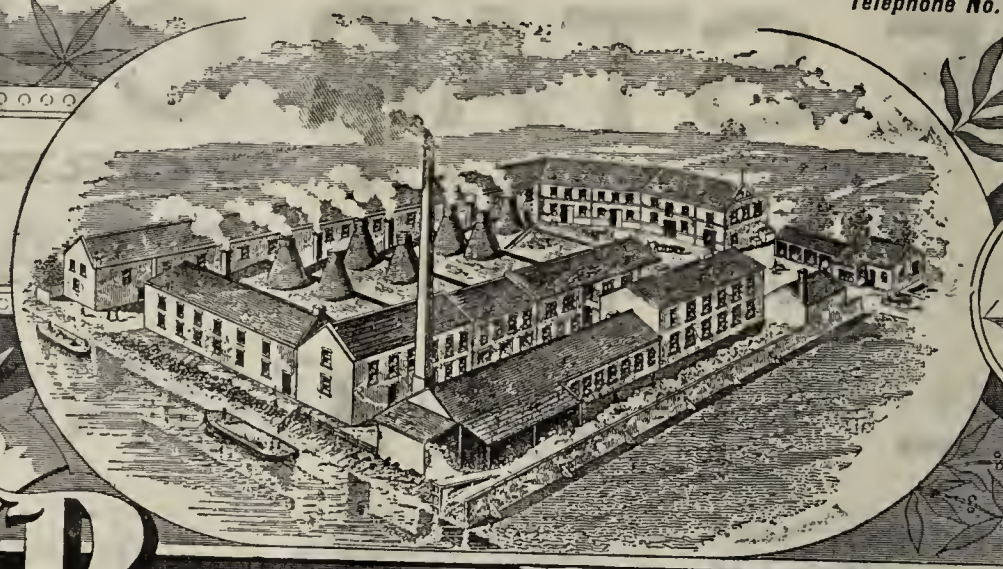
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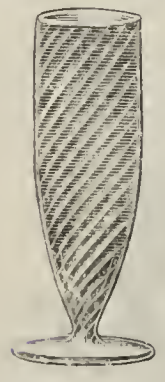
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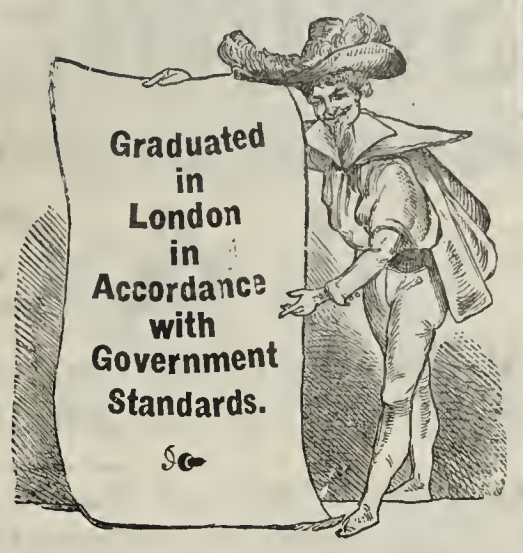
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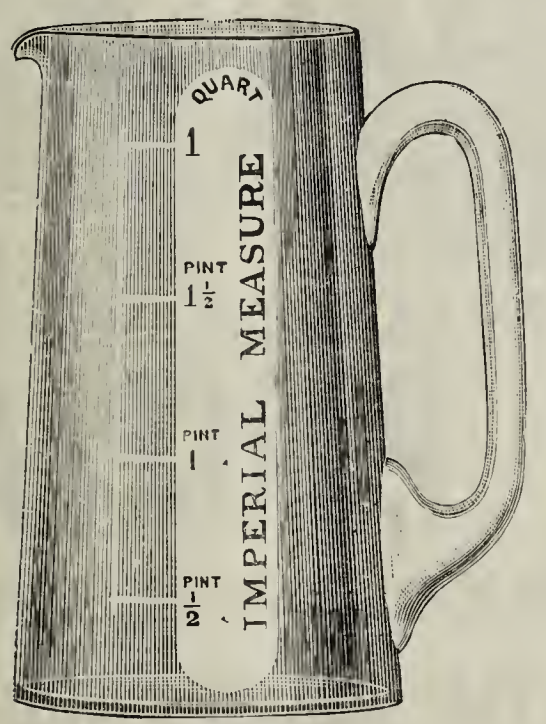
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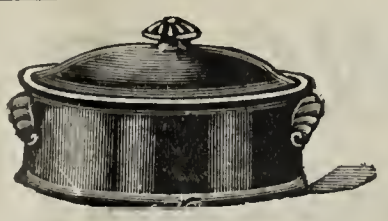
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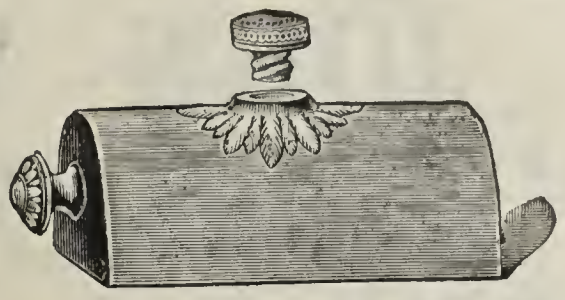
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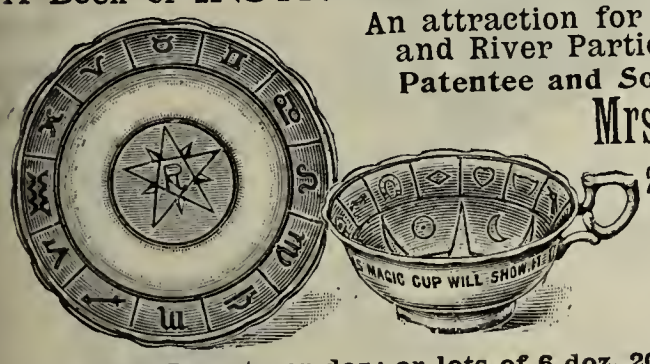
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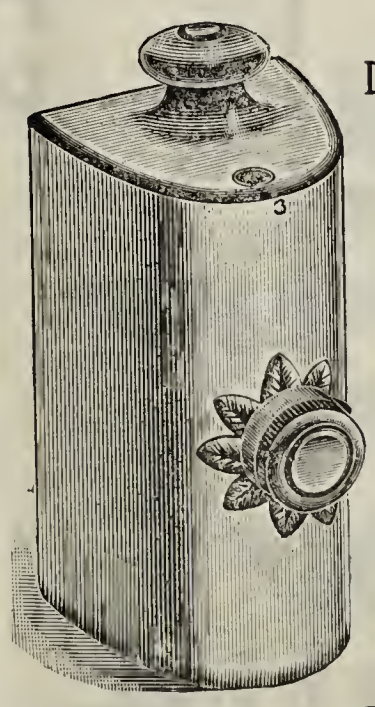
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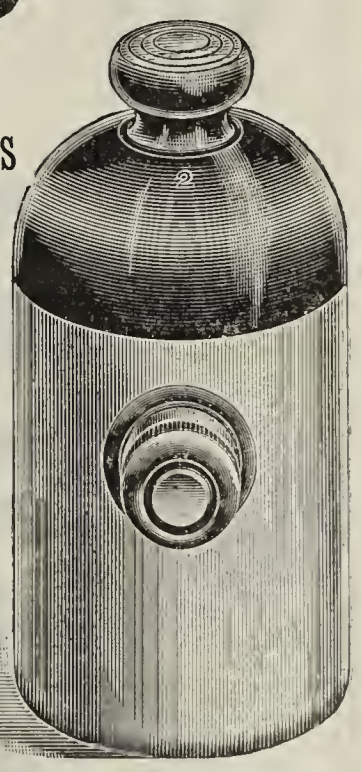
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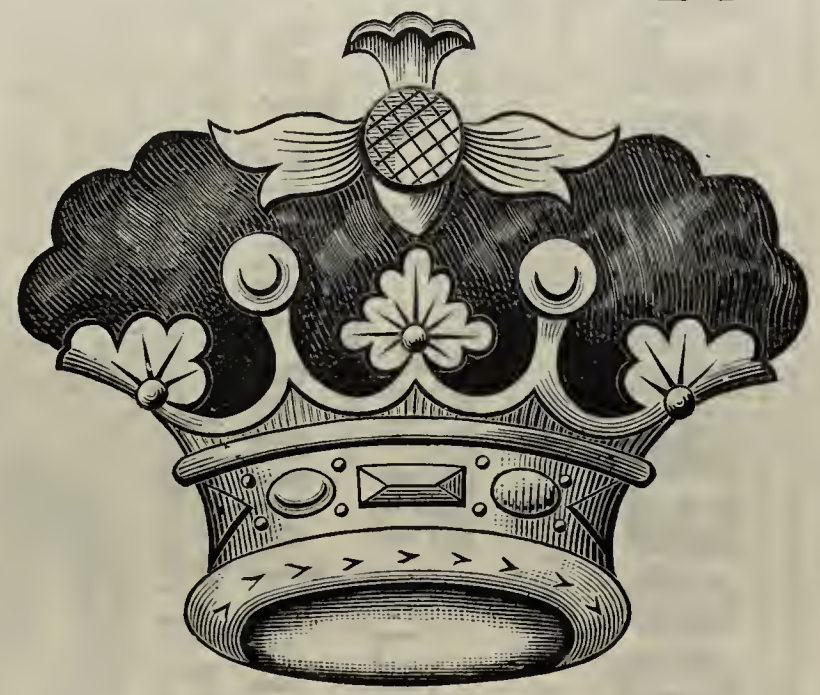
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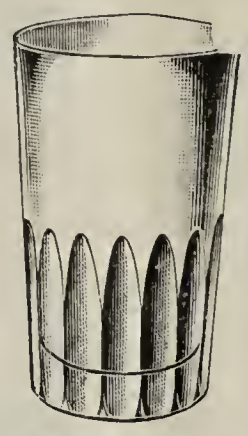


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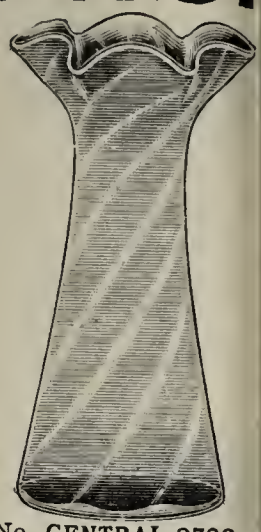
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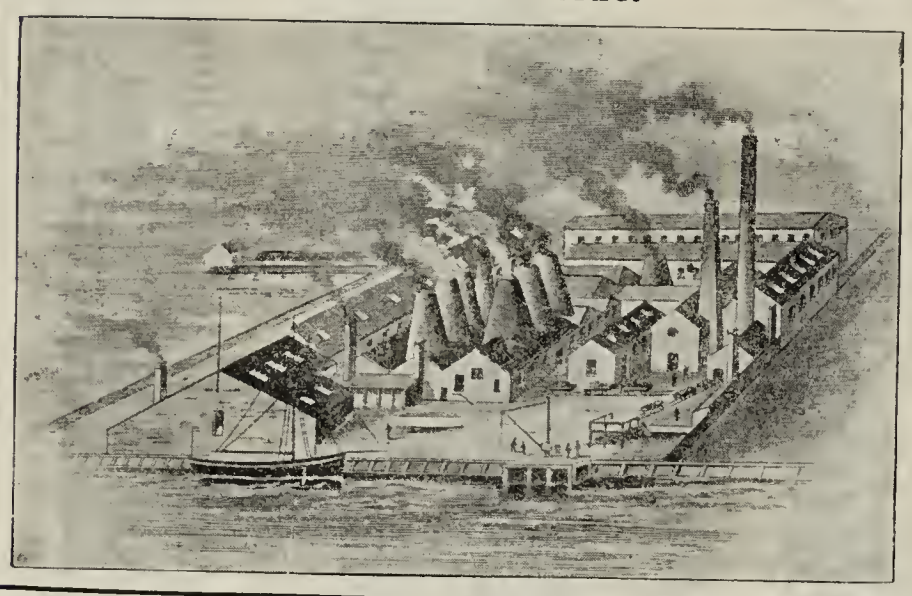
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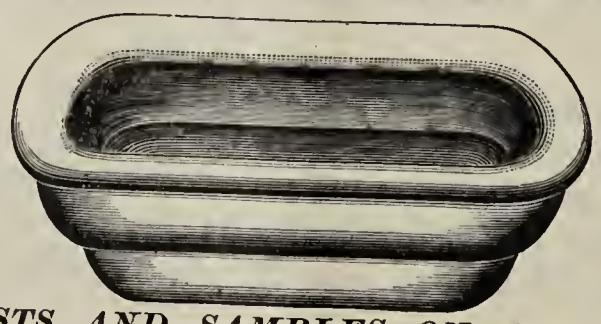
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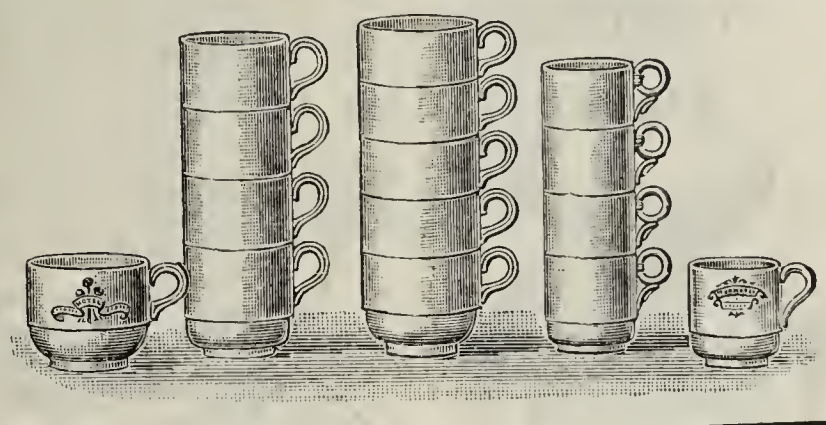
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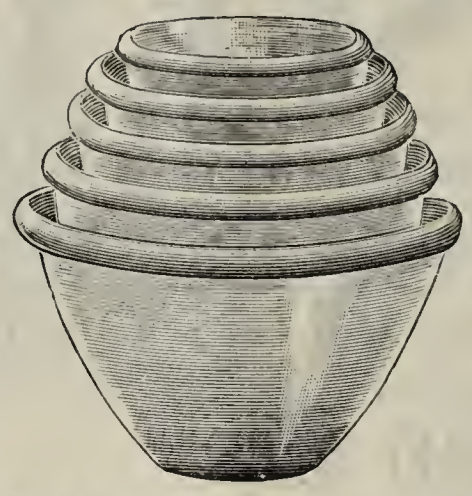
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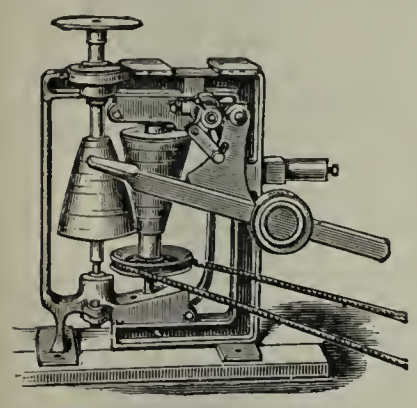




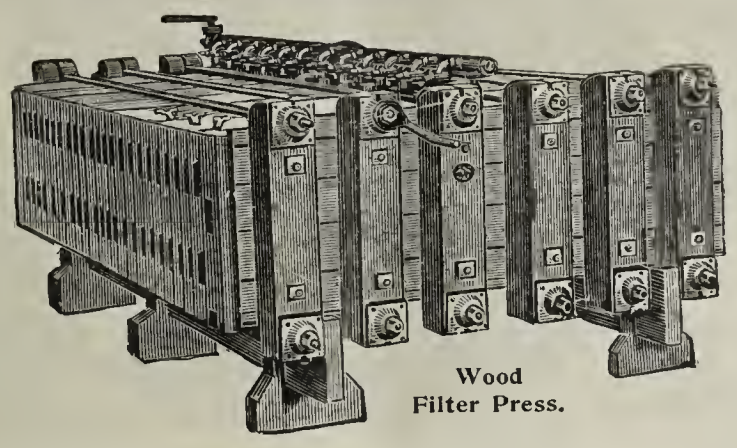
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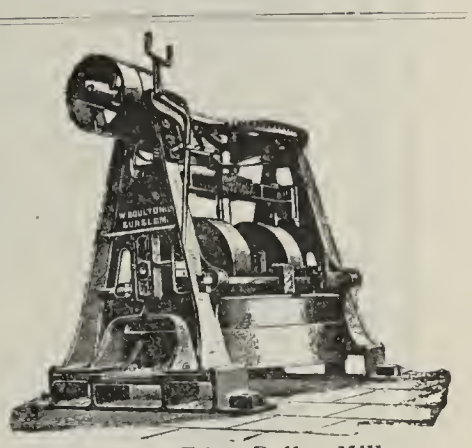
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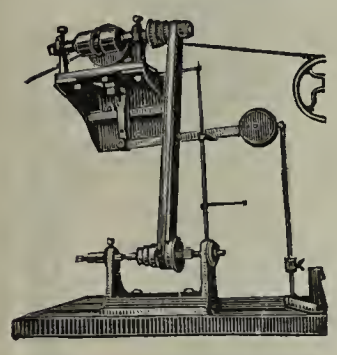
Small Throwing Wheel.



Wood Filter Press.



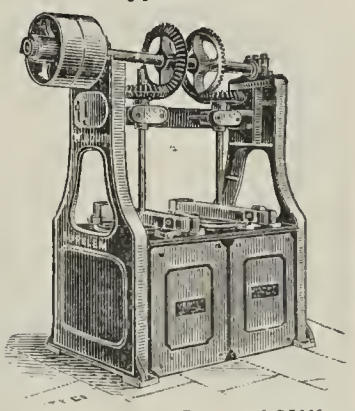
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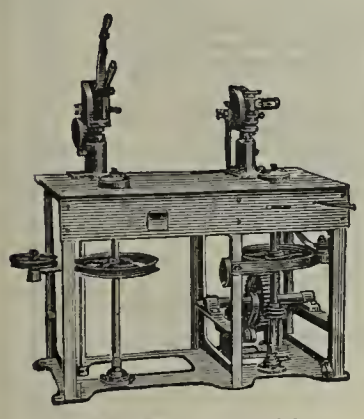
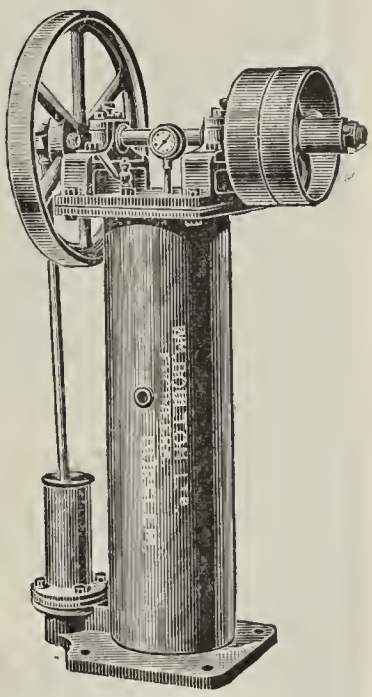
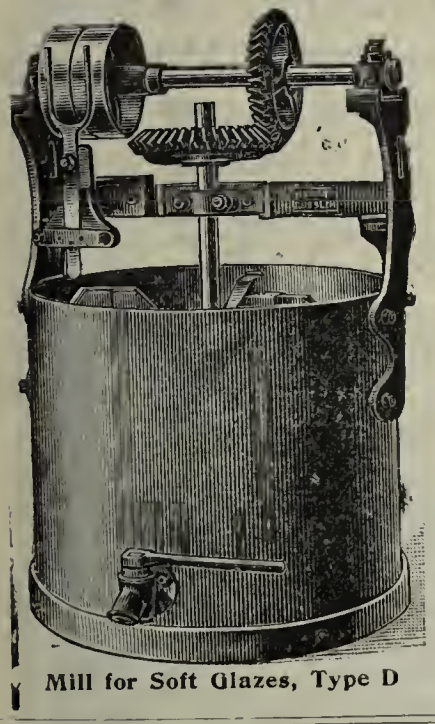


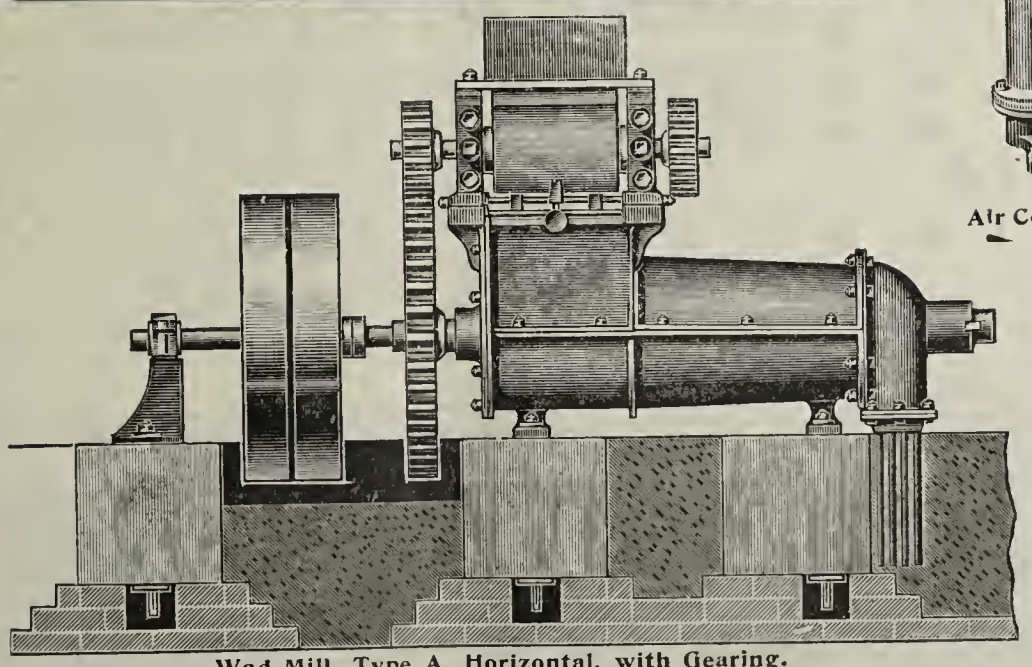
Plate-making Machine



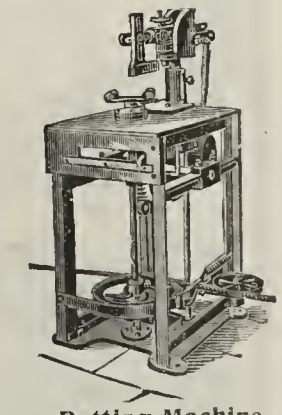
Air Compressor for Aerograph



Mill for Soft Glazes, Type D



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The Diary for 1907.

Copies have been forwarded to subscribers whose subscriptions extend into 1907. Firms who have not yet had a copy should obtain one before it is out of print.

Our Enquiry Department.

All enquiries for names of makers of any particular ware, or the owners of registered designs, must be accompanied by ***three penny stamps*** to cover postage. Ware must not be sent us unless asked for.

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Editorial Notes.

We wish all the Readers of the "Pottery Gazette" A Happy and Prosperous New Year.

AT OWNERS' RISK.

MANUFACTURERS in our industries are very directly interested in the conditions imposed by railway companies on the carriage of goods sent at "owners' risk," and are associated with the proposal to amend the law on the subject. The deputation representing the traders of the country which waited on the President of the Board of Trade on December 13, to complain of those conditions, have reason to think they have advanced the movement, inasmuch as Mr. Lloyd George was evidently in agreement with them that there was a grievance which should be remedied. Indeed, he made a very encouraging statement to the effect that the deputation had made out a case for something being done. He added that as far as he was concerned he would use all his influence with the Government in order to induce them next year to deal with the question effectively. We notice that the Associated Chambers of Commerce and the Midland Chamber of Commerce, together with forty-four other Chambers of Commerce, and associations representing the trade of the country, were either represented in the deputation, or had written approving the object of it. The subject matter really was the Railway Contracts Bill, promoted by Mr. A. G. Hooper, which provides that: "no railway or canal company shall make any condition relieving itself from liability for gross neglect in the carriage of goods." This concerns our trades very closely. There are at present two separate rates at which goods can be sent by rail—the "owners' risk rate" and the "companies' risk rate." Under the former the company will not be responsible unless the owners can prove that the company or their servants have been guilty of wilful misconduct. This is utterly impossible, so that practically the railway companies are immune from responsibility. The suggestion is that the words "gross negligence" shall be substituted for "wilful misconduct." We think, however, that the amended suggestion that the word "negligence" should stand by itself is the better one. Mr. Lloyd George said he recognised the "importance and urgency" of the question, so we may hope it will be dealt with next year.

MANUFACTURERS' RESPONSIBILITIES.

IN the case heard at Burslem on Dec. 4, and reported by our Potteries correspondent, attention is drawn to the fact that pottery manufacturers are themselves responsible for breaches of the Special Rules by their workpeople. Of course, all manufacturers were made acquainted with this fact when the Special Rules were framed. In the course of the case referred to Mr. Walmsley, H.M. Inspector of Factories, felt constrained to say that: "When the rules relating to lead processes were first made they were loyally observed by manufacturers, but now they were not being carried out as they ought to be." Mr. Walmsley did not apply this to the majority of manufacturers. Perhaps it would have been

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more strictly correct if the Inspector had added the words : "by some manufacturers." However, there is no doubt all manufacturers will act upon the suggestions of the Inspector and the reminder of the Magistrate. It is quite possible that in some cases there may have been laxity on the part of works' managers and officials, through a desire not to be too hard on the workpeople themselves. But workpeople—and especially women and girls—must be made to understand that no sentiment can be allowed to prevent the enforcement of obedience to the rules. The responsibilities are too heavy for manufacturers to overlook disobedience in this respect. We happen to know that some manufacturers have overlooked offences rather than prosecute their employees, when they have been assured no ill results have followed the offence. This consideration could, and we are sure would, be shown by all manufacturers under ordinary conditions. But the conditions of labour at a pottery are not ordinary, and consideration for an erring employee may involve the manufacturer in consequences more serious than a fine. It will be advisable that all workers—workers in lead more especially—should be periodically reminded that they will be prosecuted if they fail to observe the rules. At the risk of being considered harsh to their workpeople managers of works must protect their principals. Some time ago we were walking through a china factory with one of the principals, when we saw a woman put her hand inside her apron take out some sweets from her breast pocket, and put them in her mouth. The principal spoke severely to the woman, but we said : "Surely you will discharge or prosecute her for that ?" "What," he exclaimed, "and have our name pilloried in your evening papers for discharging a poor woman for eating a sweet !" As a rule, the difficulty is to get the employees to conform to regulations made for their own safety and comfort.

FOR REFERENCE.

FROM time to time, and with increasing frequency every year, we receive requests for information which show that, besides being a periodical distributor of news concerning the pottery and glass trades, this journal is becoming a valued work of reference and compendium of information which is of more than merely transitory interest. As the answering of the requests referred to often entails a careful and laborious search through a series of back numbers, the management have arranged, at the cost of some trouble and expense, for the preparation of an index for the last year's volume on an extensive and comprehensive scale. If this feature meets with our subscribers' approval it will be continued year by year, and we shall welcome any suggestions for its improvement. Besides its use for reference purposes, the index also serves to show the width of the range of subjects dealt with by the POTTERY GAZETTE and the thoroughness with which they are handled. Geographically, its scope is typified by the fact that the first entry deals with Adelaide and the last with Zanzibar. Owing to the pre-eminence of English potters, their language is understood, and so their paper is read, in every considerable market of the world. Items of news from all quarters reach us and find their place in our articles or Foreign or Empire Notes. Special stress is laid on the important markets in Canada and the United States, which were visited by our special commissioner early in the year. Later on, another representative went to Limoges. And, although the first instalment will not appear until our February issue, a special report, of much value, concerning British trade with Egypt was prepared within the same twelve months. The POTTERY GAZETTE is strictly a trade paper, and confines itself to pottery and glass trade matters. But, within those limits, we think we are justified in claiming that it covers its ground very thoroughly. Manufacturers, merchants, and retailers in all branches find our columns a mine of useful information. Raw materials and new patents and processes are reported on for the benefit of the first class, while our special correspondents provide carefully compiled reports from the principal manufacturing centres. For the merchants these reports are also of value, and besides, there are numerous paragraphs dealing with the requirements of and state of trade in the markets at home and abroad. For retailers we prepare a monthly account of the latest productions of the manufacturers, and give many descriptions and illustrations of shops, with valuable hints as to the best means of handling and disposing of the articles they stock. Moreover, our pages provide a faithful record of different trade organisations—the Benevolent Institution, the Associations, &c. We review new books, and mention the principal pottery auctions. In our correspondence columns many interesting discussions are carried on. Trade diseases are diagnosed and trade abuses exposed. The reminiscences of the older members of the trade are put on record, and our obituary notices serve as sad mementoes of those who pass away. Cases of interest to the whole trade, often deciding important points of law, are found under the heading "Legal," while the pleasure maliciously said to be derived from the contemplation of other people's misfortunes, may be obtained by a perusal of the "Gazette Information." The monthly and annual trade statistics are also reproduced, analysed, compared, and commented upon. Such then is, in some measure, the scope of the POTTERY GAZETTE, as revealed by the Index for the 1906 volume. We hope to maintain it at the same standard, and, if possible, to enlarge it during the year which has now begun.

POTTERS AND THE COMPENSATION BILL.

THE Secretary of the Pottery Workers' Society announces that they have asked for a conference of manufacturers and operatives on the subject of the Compensation Bill, and we learn that the manufacturers have agreed to arrange for one. The Bill provides for the scheduling of diseases of occupation for compensation in the manner that accidents are scheduled for. Under Lord James's award lead poisoning is already a disease of occupation in respect of which compensation can be claimed. The potters now wish potters' asthma to be similarly scheduled, and have asked the Home Secretary to include it. It is very satisfactory that the question is to be discussed by representatives of manufacturers and operatives, as it clearly indicates the good feeling that exists between the two parties. In the interests of that good understanding it is hoped the subject will be discussed temperately. The compensation scheme for cases of lead poisoning was the voluntary arrangement of the manufacturers after they had successfully opposed the interference of the Legislature with their processes of manufacture. It is to be hoped the potters will not be induced by irresponsible philanthropists to seek legislative interference in reference to potters' asthma. The matter can be more speedily and more amicably settled by the parties themselves in conference if it is approached in a reasonable spirit, and is not prejudiced by indiscreet suggestions from outside.



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Mr. T. ADAMS,
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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

OWNERS' RISK RAILWAY RATE.

TO THE EDITOR OF "THE POTTERY GAZETTE."

SIR,—I looked with anxious interest at the report in the daily paper of the interview of a deputation from the Chambers of Commerce with the President of the Board of Trade, on the 13th inst. Are pottery manufacturers represented by the "Associated Chambers of Commerce"? I was puzzled at the absence of any reference to the North Staffordshire Chamber of Commerce, as so many of our manufacturers are members of it. The pottery trade is, perhaps, more concerned than any other about railway rates at "owners' risk," and I expected to see some of our manufacturers taking part in the deputation seeking to have those rates amended.—Yours truly,

A BELIEVER IN "FREE" "FREE."

Dec. 18, 1906.

RETAIL TRADE CONDITIONS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I have read your paper on "Retail Trade Conditions" with much interest as regards the question of increase or decrease of sales of foreign china and glass as against English, and I am afraid the English table glass trade is hopelessly handicapped by the throttling conditions of the men's organisations, which give the manufacturers here no chance of competing with the foreigner. This is not so in the china and earthenware branches of the trade, and that is why we sometimes see the British potter make a determined effort (sometimes successful) to win the ground back again from the foreigner.

There is one point that many see as an advantage in buying foreign goods, viz., that they are free packed and free delivered to the buyer's door here. Are they? It is an old saying that "Where ignorance is bliss it is folly to be wise," but all the same if some of these buyers only knew the exorbitant price they are really paying for packages, which they cannot return or get any allowance for, and the not required extra amount that is added on to the actual cost of freight to sort of cover all kinds of unlikely contingencies, their peace of mind would be considerably ruffled. The English potters' packing charges are very mild in comparison with the foreign maker. To perhaps partly prove this I may be allowed to say that as an importer of Continental glass and china I never buy "Free, Free" if I can possibly help it.

This question of "British versus Foreign" does not wholly lie with the retailer, as the latter would not probably buy so much foreign goods if they were not so persistently pushed under his nose by the factor.

Not to be too egotistical, I am a Britisher, and yet I push foreign goods amongst the retailers for all I am worth. Originally my sole business was to sell earthenware and china on commission for Staffordshire makers, but my experience was that what with the failures of makers, and also for other reasons, I never got anything like the amount of commission I had earned, so after a while I added factoring in crates, but found out after a time that a number of makers were quite willing to sell to a one-crate shopkeeper at the same price and discount as perhaps twenty crates to myself, so I made up my mind to push foreign goods, because, generally speaking, the quantities that have to be bought and the erratic delivery to a large extent stay the present-day buyer (retail) from buying direct—even if he knew where the fountain head was.

Foreign manufacturers to-day are quite willing and capable of making goods to suit this market, and will make goods to customer's sample without even demanding large contracts, and that is why we see new English ideas so quickly competed with by the Continental imitation. It will take very heavy duties to keep out a lot of lines in Continental china and glass, but if the Tariff Reform party ever do succeed in doing this I shall be one of many who will say good-bye to the china and glass trade.—Yours, &c.,

Dec. 10, 1906. FACTOR.

ENGLISH AND FOREIGN GLASS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I have read with great interest the replies of your correspondents to the questions you have circulated regarding the proportion of business they do in English as compared with foreign manufacturers of glass and china. You have placed manufacturers in both branches of the trade under an obligation for the valuable and instructive information you have elicited from retail dealers throughout the kingdom on this vital question, and have earned the gratitude of all who have the welfare of these industries at heart. As a glass manufacturer I should like, with your leave, to point out one or two reasons which, in my opinion, militate against the sale of English glass, and which none of your correspondents have referred to.

First and foremost the dealer himself is not an expert. There are, no doubt, exceptions, but as a rule the dealer has not the practical knowledge of the manufacturer of glass, which would enable him to explain to his customers the inherent difference there is between good English glass and the imported article, which unfortunately has so largely taken its place. Your correspondents have laid great stress on the popular demand for cheapness, and as one very pithily puts it, "The foreigner has learnt to please the ignorant public by giving them the appearance of something good at a low price." That is perfectly true, but we have still left us 7,000 who have not bowed the knee to Baal, and who are open to be convinced that the higher-priced English glass is really better value in the end. But (unfortunately for the English glass trade) the dealer seldom possesses the technical knowledge which would enable him to do this. When we turn to the large emporiums, which include a glass and china department amongst their branches, this want of expert knowledge is still more apparent. It is rare indeed that the buyer has served an apprenticeship to his business, but is usually pitchforked into the department from the "Ironmongery," or the "Fancy Goods," or "Drapery," and his assistants are like unto him. Anyone is thought good enough to buy or to sell china and glass in the majority of "stores" throughout the country. Needless to say, the buyer, thus handicapped, falls an easy prey to the German importer, who in an incredibly short space of time has filled up his shelves and showcases with sham Worcester, bogus Wedgwood, mock Derby, and trashy imitations of English glass in all degrees of tasteless vulgarity. The English manufacturer, having never acquired the gentle art of producing the "appearance of something good" at a price which nothing really good can be made for, soon finds they have "no use" for him at these establishments.

Again, how seldom the dealer distinguishes between English and foreign glass by means of labels, show cards, or even by setting apart a space in his shop for English-made goods. Glass cannot bear a distinguishing mark like china, and for that reason the English maker is entirely dependent on the retailer to describe and explain to purchasers the inherent beauty and superiority of his produc-

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tions. In Whiteley's meat department there is a counter for English meat and another for foreign. The two are quite distinct, and if you want to buy foreign meat you go to the foreign counter, but if you want English you go to the English counter, and you know that you will get it. That is the system that I should like to see adopted in our own trade. The public cannot be coerced into buying what they do not want, but at least they can be given the opportunity of discriminating, and by the exercise of a little patriotism and without loss of profit, the dealer may do more to persuade his clients to give their patronage to English-made glass than he does at present. If this were done how many thousands of pounds might find their way into English pockets which now help to build the German Navy or assist the schemes of that amiable monarch whose exploits in the Congo are just now engaging the attention of Europe.

"But why not adopt the Continental system?" we are often asked. Because to do so would be to lose the distinguishing characteristics which have made English glass pre-eminent the world over, without succeeding in ousting the foreign-made article; first, because we have to import from the Continent the principal ingredient in flint glass, viz., sand, and secondly, because, English workmen would not work under the conditions or for the wages that foreign glassmakers accept. The glass trade, as carried on in the Stourbridge district, is anything but a "sweated industry," and for that reason alone should enlist the sympathies of Mr. Bernard Shaw and his stalwart cohort of Socialists. In all departments the hours are reasonable and wages good. Glassmakers can earn as much as 60s. to 70s. for 44 hours' work. To adopt the foreign system would entail the sending adrift of all the most highly skilled workmen, whose ability in producing the finest hand-made glass would no longer be required under the altered conditions. The result of such a course would be disastrous both at home and abroad. There would be no one left to make the matchings, and foreigners would be compelled to produce their own novelties. And in this connection let me say that even the pages of THE POTTERY GAZETTE bear testimony to the dependence of the foreign manufacturer on his English rival for new ideas. In a recent issue my eyes fell on an illustration of a foreign-made article, which I saw described as "a pleasing novelty," but which I was only too familiar with as an exact reproduction of one of my own patterns, which has been on the market for the last ten years.

In the Stourbridge district not a single new factory has been erected for a generation past, while several works have had to be closed during recent years. Yet the natural advantages of the district are as great as ever, and the craftsmen employed in making and decorating glass are the finest in the world. But all this is useless without the intelligent co-operation of the dealer, the indispensable connecting-link between producer and consumer. I should like to see occasionally some such announcement as: "All the glass in this window is English," or "Only Genuine English-made glass is kept by So-and-So," or "We guarantee that every article on this counter is made in England." There are, I am convinced, towns and districts in England where dealers would find this policy a profitable one to adopt, and I commend it to their consideration, as one that might be inaugurated with the New Year.—Yours, &c.,

December 22, 1906. GLASS MANUFACTURER.

ANSWERS TO CORRESPONDENTS.

P. Stevens.—Regret your letter is crowded out. We will use it next month.

Dealer.—There have been considerable advances in the cost of the raw materials used in pottery manufacture.

N. D.—We send you the names of several makers who will supply exactly what you want. We are glad to help our subscribers in this way.

P. J.—We cannot trace the makers of the broken cup. Any china manufacturer, however, could supply it. The shape is a usual one, and the decoration is common property. The ware is good English china.

J. & Co., Dorking.—The majolica dessert service was made at least twenty-five years ago. No records for registered marks are available for so early a period. The Designs Office fee for a search for name of maker is 5s.

A Creditor.—Apply at the registered office of the company, and you can inspect the balance sheet on payment of one shilling. Or you can inspect all the returns filed at Somerset House on payment of a shilling "search fee." The last balance sheet should be there.

A Lady Subscriber.—We approve your sentiment, but not your argument. Wedgwood & Son's statement, quoted in our report of the leadless glaze exhibition in last issue, clearly explains why they and other "humane manufacturers" are obliged to use lead in pottery manufacture.

THE SHOPS AT CHRISTMAS.

WE are pleased to say that information from various quarters justifies the statement that in all branches, retail traders have had a better season than any experienced for many years past. At any rate, we can congratulate the glass and china dealers of the London suburbs upon a very satisfactory Christmas trade. We have not yet had an opportunity of hearing the results of the Christmas takings from the dealers themselves, but we base our opinion upon what we have seen, and we have good reason to think it is a correct one. In the few days—or rather evenings—before Christmas, we walked through some of the leading thoroughfares of Islington, Holloway, Bayswater, Clapham, Brixton, and Peckham, and we can say that we have never seen the suburban glass and china shops present such an attractive appearance. We are not referring to "Stores," or the "Christmas Bazaars" of drapers and other dealers in which pottery and glass now figure so largely. Speaking only of "exclusive" glass and china shops, there has been a more general inclination to make a special Christmas display than we have ever seen before. The shop window is the retailer's best advertisement, and we are pleased to see that glass and china dealers have this year fallen into line with dealers in other industries in the matter of special window arrangements for the Christmas season. Useful and ornamental china and earthenware, with their beautiful coloured and shaded effects, aided by bright flint glass, lend themselves most favourably to attractive combinations. We have this year seen several quite artistic decorative schemes of window ornamentation, and in each instance we have noticed the interest taken in them by the public, thus proving that the show had answered its purpose. We visited Brixton and Peckham on Christmas Eve, and, in spite of the dampness of the weather, the dealers—especially those who handle medium and lower priced goods—were as busy as they could be. It is not often that customers crowd into china shops, but we saw them doing so, and we hope to hear that London dealers in our trades can report a record Christmas turnover.

IN these most strenuous times few good things come
To those who ask, and fewer to the dumb;
The hawker, who his wares so loudly cries,
Gives you the hint that you should advertise.

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Wardle & Co., Ltd., Washington Works, Victoria-road, Hanley.—We give an illustration of a group of some special lines. One piece (No. 2 on block) is a specimen of the "Oriental" shape, with the slip-painted underglaze subjects in strong red and green colours, protected by a fine lustrous metallic glaze; one of the best efforts yet achieved by the firm. No. 3 is of a different order, but the artist's slips and protecting glaze are equally effective, as in No. 2. No. 1 is a representation of Messrs. Wardle's "Fauna" decoration, which has had such a successful run for the past two years at home, and is now beginning a fresh life in the Colonies. This style and their "Poma" decoration



1 2 3 4

WARDLE & CO., LTD., HANLEY. [*Photo by the "Pottery Gazette."*

are produced on tea ware, toilet ware, vases, jugs, teapots, flower-pots, &c., &c. No. 4 is a view of their Imperial Blue and Gold Iris decoration, which has been applied to scores of different shapes in vases and pots, in toilet ware, teapots, salad bowls and servers, &c., &c. Representative pieces are on view at the rooms of Mr. G. G. MacWilliam, 20, Bartlett's-buildings, London, E.C., and also at the factory showrooms.

Thomas Till & Sons, Sytch Pottery, Burslem, have within the last few days sent up some quite new and very pleasing decorations on dinner ware, and some new shapes in toilet ware. Their representative, Mr. F. J. Bennett, Gamage-buildings, Holborn, E.C., has recently added another showroom to those he had in order to accommodate the ever-increasing number of samples of the firm. He has now three capital rooms, opening into each other, and altogether he makes a good display. The firm's principal lines are toilet sets, dinner services, and tea and breakfast ware, and there is an abundant choice in each. Their new "Chrys" decoration, No. 50, is at once attractive and neat. It is not a showy pattern, but it will appeal strongly to lovers with quiet, refined tastes. There is the firm's popular mazarine blue band, with a pretty border of leaves added to it. The decoration shows well on the "Ena" shape dinner set, especially on the plain surface of the oval cover dish. This latest "Chrys" decoration is applied all round to toilet services, dinner, tea, and breakfast ware. The "Orient" is a new toilet shape, with a nicely embossed panel. It has a large, deep, round basin, and amongst several decorations there is a fine one in blue and stippled gold. The "Orient" is shown in other decorations. Another new toilet shape is the "Oxford." This has a well-formed ewer and useful round basin. It has a plain surface, and is variously ornamented with neatly printed and enamelled patterns. Bunches of roses form one very neat decoration. The best decoration on this Oxford shape is the "Peacock"—in which the bird, well engraved, appears in the midst of foliage. The peacock is an attractive ornament. In one handsome suite the "peacock" is all gilt, and the rest of the decoration is in blue. Last season's pretty patterns are still on show, and, we are told, are going well.

Mintons, Ltd., Stoke-on-Trent.—When a firm holds by Royal Warrant the appointment of potters to His Majesty the King, we may rest assured that they stand very high in the trade. There was a time when Royal Warrant-holders were thought to be unapproachable by the ordinary public. They were edged round with an imaginary halo reflected from the Royal Arms, which were displayed more or less ostentatiously over their doors. There was another matter, however, that had, doubtless, much to do with keeping the crowd of customers away from their sacred

precincts—this was the costliness of their goods. Royal Warrants granted to manufacturers or tradesmen to-day are still vouchers for the reliability of their holders, and the superior quality of the goods they make or sell. But those who supply the King nowadays do not make enough out of His Majesty to enable them to ignore other customers. Makers of the highest grades of porcelain and glass do not now limit themselves to the production of costly goods. Messrs. Mintons, for example, though producing costly pieces of artistic and superbly ornamented porcelain, are also producing less expensive goods; but they are "Mintons" just the same, and the prestige which attaches to a beautifully ornamented vase or plaque goes with the dinner ware, toilet ware, dessert services, and tea-ware which is stamped with their name. The firm give us graceful, artistic forms, combined with beautiful decorations on useful domestic pottery, and at reasonable prices. They have not discontinued, nor even abated, their artistic specialities, but they are just now giving particular attention to domestic ware on art lines, beautifully ornamented, but at reasonable prices. They have their London depot and showrooms at 5, Farringdon-avenue, E.C., and their representative has a large and varied assortment of samples always on show. But he has now something more than samples. The company are meeting the wishes of many of their retail customers by keeping a stock of many useful lines, and in various grades of ornamentation in London, and ready for immediate delivery. Dealers who have not ordered enough for their requirements, or who have had a better season than usual, and so reduced their stocks, can have them made up at once from Farringdon-avenue. Toilet ware, dinner ware, dessert services, and tea and breakfast ware, are all kept in stock and in great variety of shapes and decorations. I was shown some of their choicest hand-painted and richly gilt tea services, and also some samples of neat but inexpensive printed and gilt patterns that are stocked in London. The same may be said of toilet ware, dinner ware, and dessert ware. There is a splendid display of samples of dessert ware, for instance. There is a comport, a fruit dish, and a plate of each pattern, and about a score of patterns are arranged side by side in a very attractive manner. The purely ornamental department is as bright and fresh as ever with new forms and original ornamentations. The samples of artistic vases and miscellaneous fancy goods are very comprehensive. Some choice pieces have beautifully painted female heads and busts in medallions, on rich deep-coloured ground. These dainty paintings on vases are very numerous this season. The firm are manufacturers of art and fancy goods in china, earthenware, majolica, and parian, and now they are showing some very attractive vases in a new and inexpensive body, with bright and original coloured effects These are striking in appearance and at the low prices they should be good selling lines They are not "Mintons' China," but they are "Mintons'" ware all the same, and the firm do not hesitate to stamp their name on them. Amongst other useful goods on show (and also stocked in London) are many very pretty trinket sets, with new shaped trays and cleverly modelled pieces. There is also a good show of afternoon and individual tea sets.

The Royal Crown Derby Porcelain Co., Ltd. (who are also manufacturers by appointment to His Majesty King Edward VII.) have removed their London showrooms to 15, Charterhouse-street, E.C., where their representative, Mr. A. H. Folker, has now on show a full range of samples, which includes many novelties in form and decoration for the season. They have secured more extensive accommodation than they had on Holborn-viaduct, and have now ample room for the stock they keep in London. They have also a better opportunity of displaying their goods in sections. The principal showroom is on the ground floor. There is plenty of head room, as there is no room over this showroom, which has a dome-like lofty roof. There is good daylight (amply available when we are blessed with that rarity in London) and there is a capital installation of electric lights. The wall shelves and stands and centre tables and stands are usefully and conveniently arranged, with plenty of space to move about between them. Many of the handsome fittings and stands have been brought from the old showrooms and adapted to the new conditions. There is a private office at the end of the showroom, in which are placed several of the company's handsome cabinets of rich specialities. The division of the samples into sections is a very convenient arrangement. For instance, one section is devoted to the company's Japanese style of decorations. I was on the point of describing them as "the company's inimitable decorations"—but that would have been altogether wrong, for these decorations have perhaps been imitated more than any other ornamentation applied to pottery. Tea ware, dessert services, trinket sets, vases, afternoon sets, and many other things in this decoration are shown together, but perfectly separated from other samples. There is another showroom downstairs, where dinner and tea and breakfast ware is fully represented in all the newest shapes and decorations, and with many that are too well established in public favour to admit of withdrawing them. This also is a lofty room, and is supplied with graceful fittings, which I understand were made by the company's own employees in Derby, and were fixed in position by them. This room is very well lighted, but with inverted incandescent burners, and the effect seems to be all that could be desired. In time, Mr. Folker should be an authority on these two methods of lighting. He has electricity upstairs in the principal showroom and inverted incandescent gas burners in the lower room. Both systems work to advantage in these rooms. All goods are received at the back of the premises, where there are stock-rooms, packing and sorting rooms. The samples are shown to excellent advantage in both rooms.

Mr. W. H. Lockitt, Wellington Pottery, Hanley, is represented in London by Mr. Wm. Asprey, 5, Hatton-garden, E.C. Mr. Lockitt is a manufacturer of dinner, toilet, tea, breakfast, and general earthenware. Mr. Asprey is showing a full line of his samples, which include specialities in cheap toilet and dinner sets. Mr. Lockitt caters for the million, and considering the value he gives for the prices charged, he should do so very successfully. His toilet sets and tea ware, printed and decorated, are good export lines. His "Christmas Rose" toilet set is not new, but it is a very good line, and is in steady demand for export. The pieces are large size, the decoration is bold and clear, and is printed in peacock, chocolate, and neutral. Several other bold decorations on large size ewers and basins are prepared expressly for export, and are printed in brown, peacock, bronze green, and neutral. For those who are not familiar with the requirements of the market, Mr. Lockitt can make up sets of these—the composition suitable for Canada and South America. In dinner ware he supplies a number of serviceable shapes, and in many attractive printed and decorated patterns. The colours are chocolate, neutral, golden brown, bronze green, and neutral. The printed decorations are also supplied with gold lines and gilt handles to the covered pieces if required. Mr. Lockitt makes a leading feature of spiral fluted goods in fine white earthenware. There are well-shaped toilet sets and dinner sets, as well as miscellaneous pieces, such as teapots and stands, jugs in all sizes, bacon dishes, cheese stands and covers, in plain white. The same spiral flutes are also supplied in shaded tints, and decorated with sprays finished in gold.

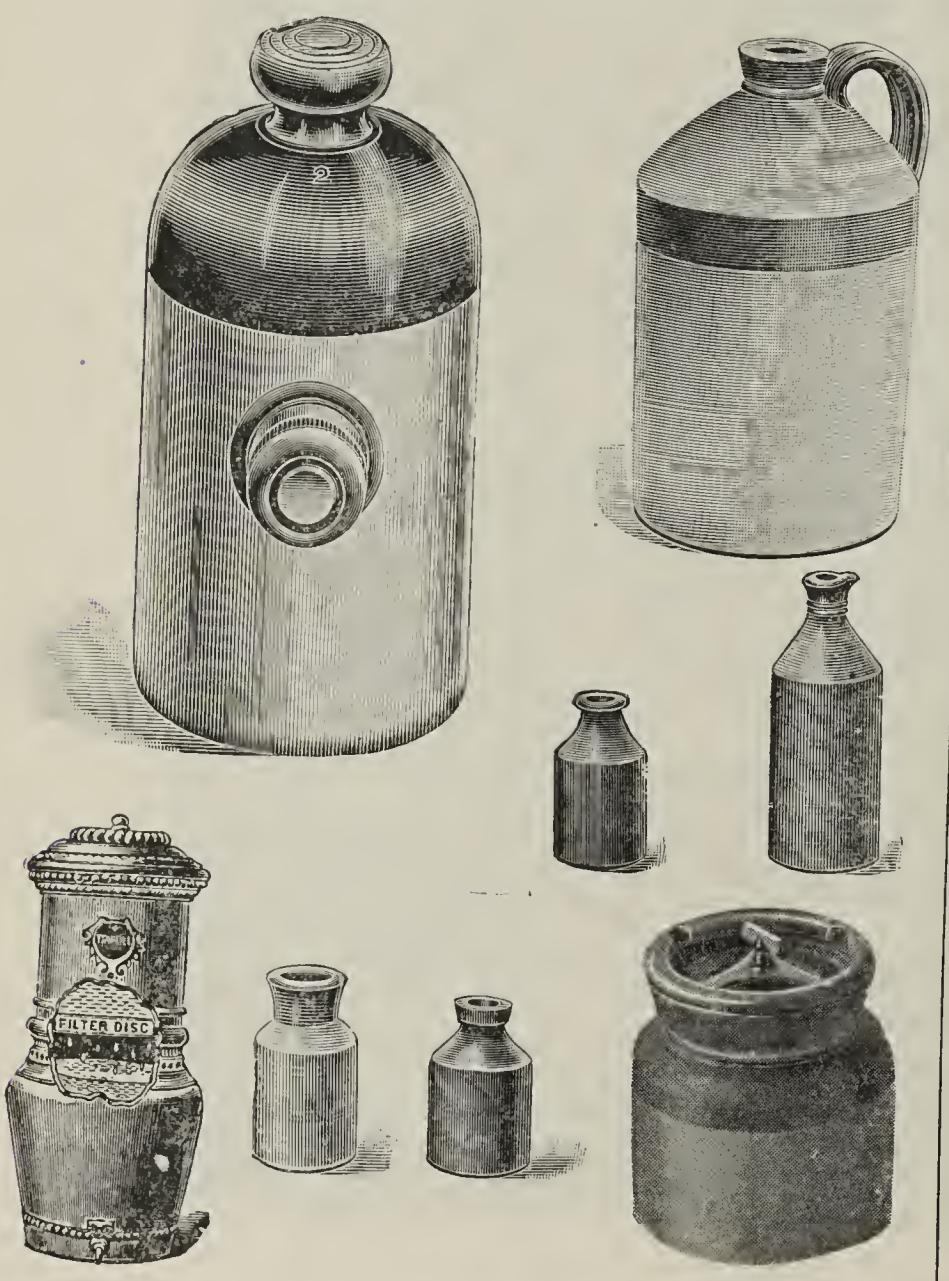
Chance Bros. & Co., Ltd., are placing upon the market, under the name of "Venturene," a new, non-absorbent, permanent, and decorative wall tiling, manufactured by a patented process at their glass works, near Birmingham. In their circular directing the attention of the trade to this novelty, the firm say they have introduced the glass tiling to meet the demand for a decorative and perfectly impervious washable wall covering. The process of manufacture ensures the production of tiles of exceptionally uniform size with clean cut edges, and joints in finished work can therefore be made very narrow, giving the minimum of lodgment for dust or germs. "Venturene" is thus of special interest from the sanitary point of view, and, as rounded internal and external angles can be produced to obviate the necessity for corners, it is particularly adapted for lining walls of hospitals and similar buildings. The substance of the tiles renders them strong and permanent, and they may be relied upon not to craze or discolour, while the surface is of a distinctive character. In ordinary work the walls are rendered in Portland cement on which the tiles are set in a special cement. For outdoor work a mastic cement should be employed for setting. Full instructions for fixing are given in the circular. "Venturene" tiles are recommended for employment in lining walls of lavatories, bathrooms, corridors, kitchens, sculleries, hospitals, infirmaries, cold storage chambers, laundries, dairies, engine rooms, generating stations, areas, and other places where a sanitary wall lining is essential. The circular quoted also supplies instructions for setting "Venturene" wall tiles, stipulating that Portland cement must not on any account be used for the purpose. The walls are to be rendered true with any satisfactory cement, the face of the rendering to be left about 3-16 in. below the back of the tiles to allow for cement used in setting. Internal and external rounded angles should also be finished in this way. When the work is on interior or other walls where there is no liability of damp they recommend the use of their special cement, which sets and hardens quickly and does not give off any efflorescence. The tiles can be set over it a day or two after rendering without any detrimental results. This cement is sent out ready for use and is to be mixed with clean water only, no sand, lime, or other addition being made. It should be ordered as required, and used fresh. When there is any liability of moisture in the walls, or for any other reason, Portland cement is preferred for the rendering only; this should be done as early as possible to allow the cement plenty of time



VENTURENE WALL TILE.

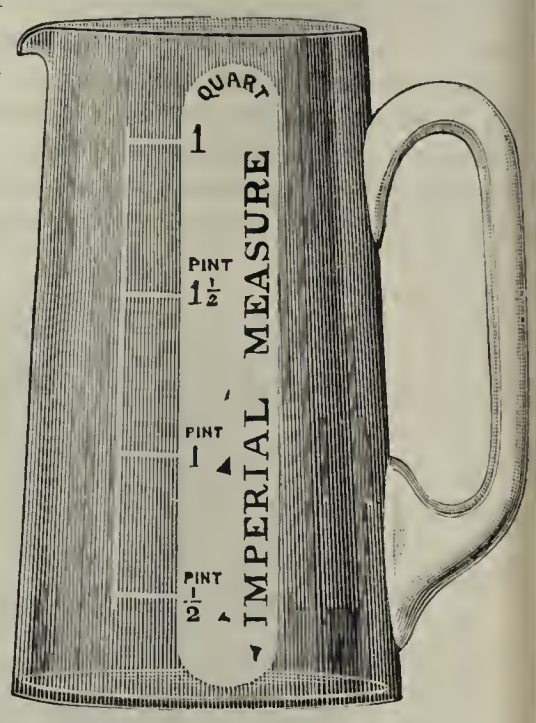
to mature before the tiles are set. This recommendation is based purely on the recognised properties of Portland cement; it is equal y appl.cable to all work, and does not specially relate to these tiles. The tiles are set in the usual way, care being taken to see that each tile is thoroughly bedded all over. There are several makes of cements which are suitable, but as there is sometimes uncertainty as to the suitability of any particular make, the firm supply a specially prepared cement. This is to be mixed with clean water only, no sand, lime, or other addition being used. The circular gives the prices of these tiles with particulars as to shapes and cost of angle bends. Altogether the "Venturene" tiles are an attractive novelty, and should meet with a ready demand among buyers who wish for a combination of artistic merit with practical utility.

Price, Powell & Co., of the Potteries, Bristol, continue to carry on successfully the businesses formerly conducted separately as Price, Sons & Co., and Wm. Powell & Sons. Their speciality is the manufacture of the well-known Bristol glazed stone ware. In this ware a great variety of articles are produced, including stone jars and bottles, with screw



stoppers, and airtight jars with screw-clamped covers as shown in the accompanying illustration. A seasonable line for the winter is the well-known footwarmer made by this firm. These are noted for their strength and heat-retaining qualities. Mention must also be made of the Tripoli filters, which are of the simplest construction, all parts being detachable and easy to clean, the filtering material being a porous stone disc, which does not absorb any impurities. An important point in all these productions is that they are glazed entirely without lead.

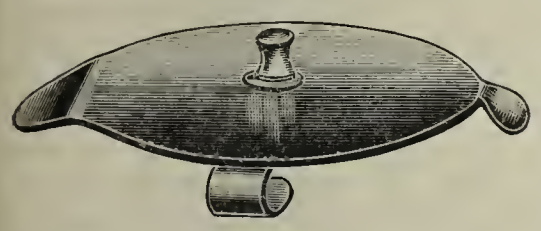
F. H. Taylor & Sons, New Wharf-road, London, N., have brought out a novelty that will commend itself to every careful housewife—and after all these are among the best customers of shopkeepers. A woman is not necessarily mean who is careful to get honest value for her money. Messrs. Taylor & Sons have placed before the trade a very useful milk jug, which dealers need only display prominently on their counters and in their windows to ensure a demand for it. The purveying of milk has been a source of contention between milk sellers and consumers for a long time, and it has also been the subject of special legislation, but it is provocative of trouble still. The poor quality of the article is not the only ground of complaint — the good wife has too frequently reason to be dissatisfied with the quantity. The maid asks the milkman at the door for a pint and a half of milk, and he, in his rapid, business-like way, pours it into her quart china or earthenware jug, and before she can close her door he has jumped on his cart and is driving away. It is only when she gets into the kitchen and proceeds to distribute the milk into three receptacles for half a pint each, that she finds the third one is not full. If she mentions this to the milkman, when he calls again, he can only say: "I always give good measure—I cannot account for it." Of course the maid cannot tell from the appearance of the milk in the opaque china or earthenware jug whether she has the quantity or not. This difficulty is overcome by the "Tell-Tale" milk jug Messrs. Taylor & Sons are now offering to the trade. It is a glass jug with graduated marks indicating the quantity of its contents. You can see at a glance whether there is half a pint, one pint, or one and a half pints of milk in the jug. The quantities indicated are Imperial measure, and the gradations are in accordance with Government standards. These jugs are supplied at a price that seems reasonable, and dealers will be glad to know that the price includes free case, free packing, and free delivery by rail or otherwise.



Mr. Elijah Cotton, Nelson Pottery, Hanley, is a specialist in medium price and cheap jugs. His London agent is Mr. Asprey, at whose showroom, 5, Hatton-gardens, E.C., there is always to be seen a very representative line of samples. It is of necessity only a representative, and not a full line, of Mr. Cotton's samples. The rent of showrooms in Hatton-garden are too high for that However, Mr. Asprey shows an assortment quite large enough for any ordinary buyer to select from. Mr. Cotton claims that he has the largest stock and the greatest variety of jugs in the world, and as the majority of his lines are expressly manufactured for export, shippers should pay a visit to Nelson Pottery. The embossed jugs (of which patterns are shown) are remarkable productions—at the price. There are the well-known "Bamboo," "Corn," and "Fluted" shapes, among many others. The "Adelaide" is an embossed floral design in a neat embossed border. Spiral, fluted and plain shapes are shown, with various printed patterns in several colours These are also supplied printed and gilt. The decorated patterns—printed and enamelled floral designs in great abundance—are shown in a variety of pleasing shapes. One of the best, perhaps, is the "Shell" shape, with purple azalea, hand-painted and gilt, with gold stippling. The

same shape is also shown with painted rose spray stippled in gold. The "Spiral" is a good shape, with a variety of better-class decorations and gilt. The "Sefton" and "Japan" patterns are in what is known as "Derby" style of ornamentation. A useful tankard shape jug is shown, painted and gilt in assorted patterns, in enamel bands and gold pattern, in "Willow" pattern with gold edge and line, and many other decorations. Some excellent shapes have pink or celeste enamel bands and gold lines. A useful shape cream jug is supplied, decorated and in plain white. It holds half a pint, and for shipping purposes will pack inside the large jug. Samples are shown of cheese stands and covers, toilet pails with wicker handles, swan flower holders, and other miscellaneous pieces.

Hall & Fox, 24, New Briggate, Leeds, are specialists in mounts for jugs, tea-pots, &c. They are patentees and manufacturers of the "Foxhall" patent mount, which has become so popular with manufacturers of covered jugs. They have recently improved upon this, and have patented a new mount that is equally simple in construction.



and serviceable in use, with the "Foxhall," but which possesses some new advantages. For instance, in the new device, when once the mount is fixed for use, it is not necessary to lift it at all, so that the heat is retained in the vessel much longer than with the old form of mount. There are no complicated attachments connected with the fitting; the lid adjusts itself and is at once ready for use. There is nothing to impede the free discharge of the contents of the jug or teapot. The fitting of this mount can be effectively adjusted, even if there happens to be a little irregularity in the form of the jug. No two jugs are fired exactly alike, nd this new mount meets any variation caused by expansion or contraction. Even if a jug is out of shape this mount can be perfectly fitted to it. Another feature of it is its remarkable lightness, being made of aluminium (pure metal) which is not affected by any liquid or by exposure. By using these easily-adjusted fittings the trouble and cost of sending jugs from the pottery to the mounters is dispensed with, so that, apart from their great utility, these are very desirable fittings from an economical point of view.



James Sadler & Sons, Ltd., Wellington Works, Newport-street, Burslem, are manufacturers of teapots. They have a wide reputation for the variety and quality of their productions. The question of convenient utility has practically settled the form of the domestic teapot. The relative positions, and even the shapes of the handles and spouts, are almost uniform in all grades, from the most artistically decorated china ware down to the cheapest stoneware. Still, manufacturers who make teapots their speciality, as Messrs. Sadler & Sons do, are able to impart variety in the form of the body of the pot. That the company do this successfully may be seen from an inspection of their samples, which are on show at the rooms of their London representative, Mr. W. Asprey, 5, Hatton-garden, E.C. They make a varied assortment of shapes in teapots in jet, Rockingham, Samian, walnut, mottled, and ivory bodies. One of their new shapes—the "Wellington"—is supplied in all these bodies, and in several sizes. The "Regent" shape in Samian decorated and gilt, is a handsome pot. The Rockingham pots, in a number of shapes specially suitable to that ware, are good selling lines, as also are the black Rockingham pots. The company claim a specially hard body for these goods Teapots in ivory bodies, floral decorations and gilt, are good lines of a better class. The samples now on show fully maintain the reputation of the company for medium and cheap teapots of good quality.

Foreign Notes.

The Imports of Porcelain in Spain for the first half of last year were valued at £28,960 and weighed 278,510 kilos. The figures show a substantial increase.

Belgian Glass Combine.—A Reuter's telegram states that the glass manufacturers of Charleroi and the surrounding district have formed a combination for the sale of their wares.

Earthenware and Pottery of common varieties to the value of £485,960, and weighing 46,324,800 kilos were imported into France during the first nine months of 1906. The figures show a steady growth.

The Imports of Azerbaijan during the year 1905-6 included £3,409 of crockery and pottery and £11,106 worth of glassware. The former has fallen off by nearly £3,000, and the latter shows a slight increase.

The Death is announced of Mr. John A. Bevan, glass merchant, Belle Vernon, La Fayette, Pa., U.S.A., in his 71st year. Deceased was a native of Cwmbwrla, Swansea, and had spent 57 years in the States.

No Overtime in Russian Glassworks.—It is announced in the "Novoe Vremya" that it has been decided to abolish overtime in all the Russian mirror and glass works, and that from October 30 such had entirely stopped.

Glassworks Fire in Russia.—A telegram from Briansk reports the Diatkoff glass and crystal factory of the Maltzoff Joint Stock Company to be afire. Three girls and a man who could not escape were burned, and have been discovered in the ruins. The material loss is serious.

The Tonindustrie Kalendar for 1907, issued by the publishers of the "Tonindustrie Zeitung," of Berlin, consists of three neat little volumes, the first containing a diary and calendar, the second a quantity of useful technical information, and the third a directory of the German potting and allied industries.

Russian Glass Producers' Congress.—A congress of Russian glass producers has been called for November 30, says the "Torg. Prom. Gazeta," and the programme of points to be considered includes the establishment of a permanent glassworks bureau to be added to the general council of the congresses of representatives of trade and industry.

U.S. Potters and Gas Firing.—A report from East Liverpool, Ohio, U.S.A., states that the Manufacturers' Light and Heat Company, of Pittsburg, which controls the local natural gas supply, notified the manufacturing potters of this city that no more gas could be supplied for kiln-firing purposes. The supply has been so short, many factories have already been equipped for the use of coal.

A New American Pottery.—The first piece of ware, a seven-inch plate, has been turned out at the new pottery at Newell, U.S.A., recently described in our columns. Only a very few men are employed at present, and what work is being done is preparatory and experimental. The plant will not appear as an active factor in the business until next May or June. A 10-in. gas main is being laid in the glost and bisque departments, and a connection will be made to each kiln.

Death of Mr. John Marsching.—Mr. John Marsching, founder of the well-known firm of colour manufacturers,

J. Marsch'ng & Co., of 27, Park-place, New York, died at the end of last month at his residence in Riverdale, N.Y. County. Mr. Marsching made a speciality of colours for decorating potte y and glass and enamelled ware. In 1893 he sold his bu-ines to R. F. Drakenfeld & Co., by whom it is carried on. On his retirement Mr. Marsching went abroad to live, but two years ago returned to New York. He was treasurer of the German Hospital in New York, and a director of several companies.

Glassworkers' School in Bavaria.—The newly founded school for the glass industries at Zwiesel, the first of its kind, was frequented by 171 pupils during the first year of its existence. The staff consists of eight teachers. The Bavarian Government subsidises this school with £50 per annum. The export of Bavarian glass is still decreasing and there is now the additional complaint of social democratic agitation being brought into the ranks of the glass blowers, giving rise to unrest and dissatisfaction; the Bavarian glass manufacturers also complain of the underselling tactics on the part of competing glassworks in North Germany.

The Pottery Trade of Switzerland.—According to a somewhat belated Consular Report the total imports of pottery and china into Switzerland in 1905 amounted to £316,800, an increase of £43,000 on the imports of 1904. The United Kingdom supplied goods, mostly sanitary fittings, to the value of £18,500, a small increase on 1904. The following were the principal articles imported from all countries, with the share of the United Kingdom added in brackets:—Porcelain and china, £75,900 (£290); common and superior pottery, £124,800 (£3,500); lavatory fittings of porcelain, £20,300 (£11,200). The imports from the United Kingdom of superior porcelain and china goods is quite out of proportion to the demand for these articles. German china was imported to the value of £48,000, or 63 per cent. of the total imports.

The U.S. Pottery Market.—Latest advices state that business is good. People all over the country seemingly have money to spend, and are acquiring a taste for finer goods all the time. The demand for cheap grades exists, and will continue to exist, but there is a noticeable discrimination in favour of the better class of patterns, even in the lower grades of goods. The demand for German goods is very large. The failure of many factories to ship the cheaper lines has forced the sale of better grades, and it is very evident that next year the foreign potteries will have all they can do. The demand for French goods for spring delivery is rather remarkable. Many of the factories have orders which will tax their facilities to the utmost. Manufacturers of English china have had a remarkably good season, many of them being over-sold. The demand for earthenware for spring delivery is better than for a long time, and manufacturers of the higher grades are well filled up. The lower grades are not in such active demand.

The Kaiser as Potter.—The Kaiser is breaking out in a new place, says the well-informed Continental correspondent of the "Glasgow Herald." He is going into the china business He has founded out of his private treasury a manufactory of majolica ware on his estate at Cadinen. He himself laid down all the plans of the new manufactory, and follows its development with the greatest interest. I imagine the "Kaiser ware" will at least have a *succès de curiosite* among china collectors. For several hundred years the village of Tolkemit was celebrated for its earthenware, made from a peculiar clay found on the Cadinen estate in practically unlimited quantities. This was formerly most artistic in its form, and some of the old ware is much sought after by connoisseurs. Of late years, however, the workmanship began to degenerate, and the latter-day Tolkemit ware is about as ugly as one could desire. This, too, the Kaiser has taken in hand, and there will probably before long be a boom in the industry.

U.S. Clay Production.—The following figures show the production and value of clay, by varieties, in the United States in 1905:—Kaolin, 44,675 short tons, value $326,835; paper, 76,339 short tons, value $307,238, slip, 24,565 short tons, value $33,384; ball, 61,345 short tons, value $167,212; fire, 1,229,647 short tons, value $1,529,468; stoneware, 181,485 short tons, value $219,767; miscellaneous, 188,077 short tons, value $184,102; total, 1,806,133 short tons, value $2,768,006. Every separate variety of clay showed an increase in 1905 over 1904. Kaolin increased its value $22,253, or 7·31 per cent.; paper clay increased $30,857, or 11·16 per cent.; slip clay made the largest proportional gain, rising from $11,942 in 1904 to $33,384 in 1905, a gain of $21,442, or 179·55 per cent; ball clay increased in value $25,184, or 17·73 per cent.; fire clay, always an important item in the clay-mining industry, composing 55·26 per cent. of the value of all clay in 1905, showed a gain of $223,415, or 17·11 per cent. over 1904; stoneware clay made a great gain in 1905, increasing in value $135,863, or 161·93 per cent., and in quantity 95,181 tons, or 110·29 per cent.; the average price for all clay sold in 1905 was $1·53 and $1·54 in 1904. The following were the imports of kaolin or china clay from 1901 to 1905, inclusive:—1901, 117,756 tons, $663,379; 1902, 133,062 tons, $883,092; 1903, 140,257 tons, $898,573; 1904, 142,898 tons, $891,708; 1905, 167,681 tons, $1,019,650.

An Evening Paper on Leadless Glaze.—Probably few people who visited the exhibition of leadless glaze products are aware of the precedents which may be adduced from antiquity for the glazing of pottery without resort to compounds of lead, says the "Westminster Gazette." The oldest as well as the simplest of glazes is a pure silicate of soda. The Egyptian potters used pure alkaline silicates wholly free from lead. Whether this was from ignorance of the lead process is uncertain; but as the soil of Egypt is particularly rich in alkali the omission was probably due to the abundance of a natural substitute more ready to hand. The Assyrians, on the other hand, and he Persians after them, used ead. Of the Phœnician and Hellenic earthenwares, the earliest instances are unglazed. Gradually the Greek potters discovered the advantage of adding silica and an alkali to the pigment employed, till they succeeded in producing the fine, thin, and completely leadless glaze which has rarely been excelled. It was not, indeed, till the Middle Ages that lead became a customary ingredient in the glazing process. Both for artistic purposes and for durability and hardness the leadless ware has the advantage: the sole recommendations of leaded glaze being the diminution of porousness and the decrease in the cost of production Greater fusibility is secured when oxide of lead is added, and the glaze can thus be applied to a clay body which wou'd not stand the high tempe ature necessary to combine and fuse a pure silico-alkaline glaze. The main problem, therefore, to be solved is to discover a process which dispenses with the use of lead without increasing the cost of production. Until this is accomplished, the success of the leadless products will depend main'y on the philanthropic motives of customers; otherwise, nothing short of an international agreement could eliminate the danger to industry involved by any measure for the abolition of lead in the Potteries



TYPICAL POTTERY AND GLASS DEALERS.

(BY OUR OWN REPRESENTATIVE.)

NATIONS are proud of their military and naval heroes; communities of their learned divines and their erudite lawyers; certain classes are proud of their sweet singers and their great actors and actresses; and others again of their athletes. As we are before all things else an industrial and commercial nation, it is quite in accordance with the fitness of things that we are proud of our successful inventors and producers, and that they have been honoured by the Sovereign with titles. But somehow or other it happens that we have not given much thought to the distributors of our productions. Yet they are the men who have done much to assist in the development of our great national industries. If manufacturers have anything to bring before the public, they naturally seek the co-operation of capable distributors. It is quite as essential to sell things quickly as to make them economically. The more goods are manufactured and sold, the better it is for the town or district in which they are produced. It follows, therefore, that smart retail business men are a valuable asset in the commercial account of any place. They give a town the character of a good place for business, and manufacturers and producers who have goods to distribute are attracted to it, and thus the town prospers. Like every other business in these days, that of a distributing shopkeeper calls for strenuous exertions, and in no branch of business is this more true than in the china and glass trades. In the days of Fitzwarren and Dick Whittington trading was rather a humdrum occupation, and they were glad to liven it up with a little romance. Shopkeeping to-day is a very lively and very serious business. Competition, in our trades at any rate, is keen, and it requires a man to be something more than commonplace to make a really successful tradesman. We think dealers are entitled to more recognition than they have yet received, and we therefore propose to give from time to time short accounts of typical tradesmen (in our industries only), in the hope that younger members of the pottery and glass trades may be encouraged to emulate the particular qualities that have contributed to their success.

MR. W. H. SCHOFIELD.

We consider ourselves fortunate in being able to present Mr. W. H. Schofield, proprietor of the elegant porcelain and glass showrooms, 59A, 60 and 61, East-street, Brighton, as the first in our series of "Typical Pottery and Glass Dealers." Though an established retail dealer himself, Mr. Schofield is in the almost unique position of being very well known to nearly all the manufacturers and to very many of the distributors of pottery and glass. How it has happened that he has become so well acquainted with both sections of our trade will appear as this short sketch proceeds. I have been personally acquainted with Mr. Schofield for many years, and have noticed many traits in his character and methods, that I have for long been desirous of commending to the attention of younger china and glass dealers. A short interview I had with him a few weeks ago, has afforded me just the opportunity I have wished for. That interview not only confirmed the high opinions I had of him, but gave me, in addition, some interesting particulars of his business career, of which I was ignorant.

Mr. Schofield is a native of the Potteries, having been born in Burslem, and received his early education in the neighbourhood. Knowing his intimate acquaintance with the trade, I asked him if he had been apprenticed to any branch of it.

"Well," he replied, "I was apprenticed in the Potteries, but you will perhaps be surprised to hear that it was to the drapery business. I served my time to a draper in Tunstall, and the training I received has been very useful to me, although I did not follow the trade I had learnt." In answer to a number of questions I asked him, Mr. Schofield frankly gave me some details of his business career. These I propose to present in narrative form, as being more convenient (to the printer, at any rate) than that of question and answer. His earliest recollections are of the Pottery Riots, 1842, when he saw hundreds of men fighting in the Waterloo-road, Burslem; of the opening of the new road from Burslem to Leek, and the laying of the foundation stone of the Town Hall of Burslem by Mr. William Davenport.



Photo by E. Wheeler, Brighton.

MR. W. H. SCHOFIELD.

Mr. James McIntyre, the well-known potter of Burslem, was an intimate friend of the Schofields, and, in conversation with the father of young W. H., he suggested that the pottery trade would offer a much better chance of advancement for his son than the drapery. Mr. McIntyre spoke to Mr. Wm. Brownfield, of Cobridge, on the subject, and, as the young man's inclination was to the pottery trade, an arrangement was made by which he went to Cobridge. He does not appear to have been attached to any one department, but was a sort of general utility man in Mr. Brownfield's works, warehouse and office. This was the result of the young man's remarkable energy, and as I have heard from an outside source "his willingness to do anything he could in the interests of his principals." Men of this type are met with in all industries, though they are not numerous in any trade. The positions they hold in a firm are of their own creating. They are not offered them by employers, but are always readily recognised, because they are useful. In fulfilling these indescribable, and, as to many of them, self-imposed duties, Mr. Schofield obtained a general insight into the multitudinous details of pottery manufacture and distribution. He was then anxious to get acquainted with the retail side of the industry, and through Mr. Brownfield's introduction he obtained an appointment as salesman with Messrs. Phillips & Co., Oxford-street, London. This was a good experience for him, supplementing his earlier training in a new and important direction.

He appears to have maintained friendly relations with his former principals, for in 1862 Mr. Brownfield offered him the position of traveller for his firm in the South of

England and in Ireland. This again was exactly in accordance with Mr. Schofield's desire to learn as much as possible about all the branches of a trade in which he now took an almost enthusiastic interest. In this capacity he became personally acquainted with all the principal retailers of pottery and glass in the ground he covered, and made many lasting friendships. There were several pleasing incidents in connection with these country journeys of Mr. Schofield, but at his wish I must refrain from further allusion to them. During this period Brownfield & Sons had not a resident agent in London. Mr. Wm. Brownfield himself used to look after the London trade, coming up to town periodically with samples of the newest goods. The business was developing, and as Mr. Brownfield wished to devote more time to the factory, Mr. Schofield took over the London representation from him, and in 1872 he was appointed resident London representative, and the firm opened permanent London showrooms at No. 2, Charterhouse-street, Holborn-circus, the fine suite of rooms now occupied by Bishop & Stonier. It may interest those who are visiting these really fine rooms to-day, to know that the handsome, substantial and convenient fittings seen there, were designed by Mr. W. H. Schofield, and were put up under his personal directions. The stands, table boards and shelves are remarkable for their width and the ample space devoted to separate pieces. Of course the height and width of the rooms and the excellent light, were most important factors in the perfection of Mr. Schofield's arrangements. Then, again, the varied productions of his firm lent themselves to effective displays. Messrs. Brownfield & Sons manufactured china and earthenware, dessert, tea and breakfast, dinner and toilet services, and also parian, majolica, china and earthenware ornaments. There will be many in the trade who will remember the fine show Mr. Schofield made with the firm's ivory and celadon goods.

Mr. Schofield continued as London representative of the firm till 1887, when he received a gratifying indication of the appreciation and confidence of his principals by a request that he would undertake the charge of the commercial branch of the business at the works. He left London for that purpose and controlled the commercial department at the pottery until 1892, when the business was converted into a company on the co-operative principle, many changes were made, and his thirty years' connection with the firm was ended. Having at this time no immediate engagement, Mr. Schofield wisely decided to take a substantial holiday. Hitherto the longest holiday he had ever taken had not exceeded a fortnight, and there had not been many even of that length. He therefore took matters easily for four months, at the end of which, feeling greatly benefited by the rest and change, he decided to commence business as

A Retail Dealer.

He had not to look about for a suitable opening because it was within his knowledge that there was an opportunity of acquiring the premises, 60, East-street, Brighton, where Mr. A. H. Wheeler had carried on a glass and china business for upwards of twenty years. Into the circumstances which led to the transfer of the business it is not necessary to enter. It is sufficient to say that Mr. Schofield negotiated for acquiring it, with the result that he took possession of stock and premises on December 31, 1892. There was but little trade to take to, but Mr. Schofield considered that a good trade could be done in East-street, and his fourteen years' experience freely justifies the opinion he formed. In recent years many resorts have sought to rival the "Queen of Watering Places." They have acquired, and deservedly so, a popularity of their own, but they have not deprived Brighton of hers. Brighton is immensely popular with two very different classes of visitors—the aristocratic and the plebeian. The retail tradesmen of Brighton depend upon these visitors or a large portion of their trade. Of course, the 124,000 or so inhabitants have to be catered for, but shopkeepers provide for them in a general sort of way. Their special efforts are made to induce the visitors for health and recreation to spend their money, as far as our trades are concerned. The two classes of visitors named have such very different requirements that it is almost a necessity that they should be catered for separately. Mr. Schofield apparently recognised that, and he elected to cultivate the best class of trade. The position of his shop almost demands that; East-street is in the most fashionable shopping quarter of the town. Brighton tradesmen do more than cater for the temporary wants of casual visitors. Their beautiful health resort attracts people of leisure, as well as invalids, and the local tradesmen aim at providing anything, useful or ornamental, they can possibly want. The stocks held by many of them are equal in variety and quality to any in the West End of London. When I say that Mr. Schofield displays tea, breakfast, dinner, dessert and toilet ware, and ornamental goods equal in quality to any to be obtained in the Metropolis, I know what I am saying. His handsome shop occupies a prominent position at the corner of East-street and the "Avenue," within sight of that remarkable piece of Oriental architecture—the "Pavilion," the Royal founder of which first made Brighton famous. Within a stone's throw of the Pavilion fashionable ladies can indulge in "shopping" to their heart's content. At Brighton you can get all the conveniences of first-class London shops within a few yards of the ocean breeze and of one of the finest marine fronts in the kingdom. It is now many years since Thackeray described Brighton as "London-Super-Mare." The description is more true to-day than it was then, and it is the presence of high-class shops like Mr. Schofield's that has made it so.

The premises 59, 60 and 61, East-street, are model high-class pottery and glass showrooms. The window displays are marked by good taste in the selection and artistic skill in the arrangement of the goods. The same may be said of the shop on the ground floor, which is fitted up superbly. The stock here consists largely of artistic porcelain and figure ware, and ornamental goods generally. In addition to examples of all the high-class British porcelain there are specimens of Dresden, Vienna, Hungarian, and in fact, of every classical art pottery of the present day. The figures, mirrors, candelabra, clock sets, plaques, brackets, &c., form quite an imposing array of art ware. There is a handsome showroom on the first floor, where high-class domestic ware is shown in rich profusion. Another room on the same floor contains an extensive assortment of richly cut, engraved and otherwise decorated glass ware. All through these rooms (there are four or five showrooms containing samples only) the fittings are as neat and convenient as any I have ever seen; but in the glass room the arrangement of the specimens is especially striking. For instance, a long table or stand with silvered glass top is divided into small compartments by barriers, about a couple of inches high, covered with crimson plush. In each compartment one each of the pieces contained in a suite of table glass is shown. Each suite has a plush enclosure to itself, and the effect of the series of suites in line is very pleasing. But there is something more than mere appearance to commend this arrangement, for the work of selection is easier, since the special feature of each ornamentation is emphasised. In the lower part of the premises there is a fine show of toilet ware. One gets tired of using superlative and even comparative terms in speaking of displays

of pottery, but truly I do not think anything I could say in praise of this room as a show room would be excessive. It is a wide room, and in the centre, with ample space between them, there are two double toilet stands. There is a slab on each side of the stands, and each slab has a double toilet set in position. These two stands thus show four complete double toilet sets, as in private use. As I have said, the room is a wide one, and there is a broad promenade between the stands and the shelves, running round the sides of the room. A decorated toilet service on one of these proper toilet stands, is thus shown isolated almost as much so as in a private room. It is not possible to realise the full effect of a decoration when it is seen in close proximity to some dozen or more other decorations. The shelves round the room are wide and deep, so that even in line the samples are not too close to each other. Then, if a customer fancies a particular shape, or ornamentation, it is an easy matter to transfer it to the toilet stand in the centre of the room, and so get a better view of it. I counted the sets (jug and basin only) on one line of shelving, and then by an easy multiplication I found there were 170 specimens on show. Mr. Schofield assured me there were no two exactly alike. Mr. Schofield has a son in the business with him, and he accompanied us round some of the rooms. I was expressing my admiration of the substantial yet graceful fittings in the toilet show room, and particularly of the unique "back-to-back" toilet stands, at once so ornamental and useful, when Mr. Schofield, looking towards his son, said: "Well—he made them all!" I found that Mr. Leonard Schofield has always made a hobby of carpentry, and that in addition to making the fittings and the toilet stands for the toilet room, he made all the shelves and stands I had admired so much in the large show room upstairs. To my inquiry whether he had done all the heavy shaping and planing himself, his father said: "I bought the wood and he did the rest." Mr. Schofield, jun., evidently inherits much of his father's energy and adaptability. It may interest some of our readers to know that he invented the "Brighton Toilet Stand," an ingenious arrangement for steadying a toilet basin so as to show the interior. It is a great assistance in the display of toilet ware, as it economises space, shows the ware to advantage, and improves the general appearance of a dealer's stock. When in use the stand cannot be seen, only by looking round at the back of the basin. Mr. Schofield has considerably added to his premises since he took them. He has the upper floors of two houses adjoining his original shop. His premises extend a considerable distance in the rear. He has extensive storage accommodation and convenient packing rooms and forwarding rooms. The one feature that strikes a stranger is the strictly methodical conduct of every detail of the business. Neatness and order prevail everywhere. In the packing room and stock rooms there is no litter. The bins are all numbered consecutively, so that there is no more difficulty in finding a particular bin than in finding a house of which you have the number. Every sample in the show rooms bears a label on the bottom, and on this label is written (amongst other things) the number of the bin in which the stock is kept. Thus, although an article may be but rarely asked for, it can be produced without the least delay. The advantage of this system, however, is greatest when the warehouseman is given instructions to pack a mixed order, since, with the name of each article he has given him the number of the bin in which it will be found. Other useful particulars are recorded on each sample piece in the show-rooms. Of course there is the selling price in plain figures. But there is also the cost price in hieroglyphics known only to the principals, and in the case of unfamiliar lines the manufacturers are also indicated. But the most useful reference which Mr. Schofield places on his samples is one that can be adopted easily by all dealers. It is the quantity of that particular line in stock. This reference is only put on the samples when the stock is getting low, and is a constant reminder of that fact. When this reference does not appear it is understood the stock is ample. I can well believe Mr. Schofield when he says it took years to get this system into full working order. But now it is in order it is simple and easy to operate, and is a great economiser of time and labour. I was impressed with the wonderful utility of this system when Mr. Schofield first explained it to me two or three years ago. He illustrated the practical value of it by picking up a piece at random. Turning it over, and looking at the small label, he said: "This is one of —— make, it cost so much, and we sell it for so much. We have ten sets in stock." Of course, no such references are needed with W. and G., banded, gold lines, and ordinary printed patterns, of which the stock is always ample. I have never seen stock so systematically kept. Mr. Schofield's is principally a high-class trade. It would not be possible, nor would it be necessary, for all dealers to carry out his system to the extent he does, but I imagine every dealer could adopt a modification of it with considerable advantage.

Mr. Schofield is as methodical in all the departments of his business as in his stock-keeping. When he speaks of the "cost price" of an article he really means what the thing has cost him altogether. When an invoice arrives the carriage on the package is added to the total, and any allowance he claims for returned empties, is deducted from it. Any other charge incidental to the delivery of that package is also added, and thus he is able to ascertain very nearly what his goods actually cost him delivered. Dealers who do not pay careful attention to these details are liable to sell goods at cost price, when they think they are selling at a profit. I could say much more about this model retail business, but space will not permit. Mr. Schofield is a remarkable example of the benefits of systematic training, and is an argument in favour of apprenticeship. He was so impressed with the value of his own early training that he apprenticed his son to a large London firm. I have often expressed the opinion that the reluctance on the part of prosperous tradesmen to apprentice their sons has been one of the principal reasons of the decadence of the individual glass and china dealer. Mr. Schofield's qualifications for a dealer are exceptional. His training to systematic hard work as an apprentice his experiences in a manufactory, as a salesman in a West End London house, as a manufacturers' representative in London, and as manager of the commercial department of an important manufactory, have given him a unique acquaintance with every department of the pottery trade. No wonder he is a successful retailer. He has only been established in Brighton about fourteen years, yet he has built up a great business which, in addition to his shop, monopolises about ten rooms which are lighted by no fewer than eighty-nine electric lights. (I mention this minor detail merely to indicate the extent of the business.)

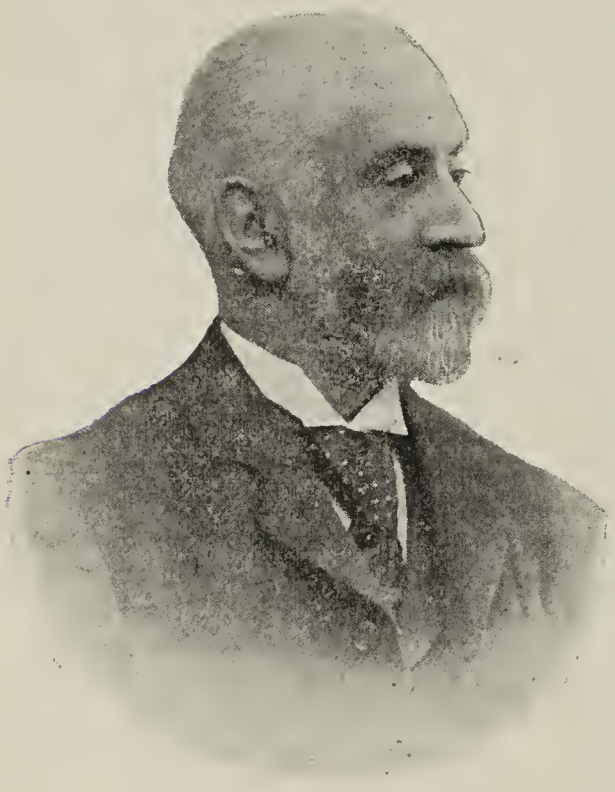
We are indebted to Mr. Schofield for placing his practical experiences at the service of the trade by giving me these particulars of them. Some dealers might say: "Why should I give the results of my brain work to the public?" Mr. Schofield is not so selfish as that. I have some interesting details of his personal work, which it would appear fulsome to recount here. He is greatly respected in the trade and in his adopted town. Among the representatives of the pottery firms when he first went "on the road" were:—"Captain" Turner (Minton's), Mr. Aidney (Copeland's), Mr. Samuel Taylor (Furnival's), Mr. Bodley, sen. (Ashworth & Bros.),

Mr. Peake (Pinder, Bourne, & Hope), Mr. Brandon (Brown-Westhead, Moore & Co.), Mr. Samuel Alcock (T. Webb & Sons, and the Coalport China Co.), Mr. Fred Painter, Mr. Hawkins (Davenport & Co.), Mr. Harry Giller (Geo. Jones & Sons), Mr. Fynn (Worcester Royal Porcelain Co.), Mr. Large (Old Hall Earthenware Co.), and Mr. Harvey Adams (Adams & Scrivener). These names will recall genial men and able travellers to the older dealers in the trade. He was, when in London, an active member of the Board of Management of the Pottery and Glass Trades Benevolent Institution. He is now an active worker in connection with Union Church, Brighton, of which he has been treasurer for eleven years. Mr. Schofield reflects credit on the Potteries from which he sprang, on the trades in which he is engaged, and on the town of which he is now a respected citizen.

RETIREMENT OF MR. J. B. ROWLEY.

(BY OUR OWN REPRESENTATIVE.)

ANOTHER familiar face and courteous personality will now be missed from the coterie of representatives of pottery and glass manufacturers which cluster round Holborn-circus. Mr. John Broadfield Rowley, the long-time London representative of Messrs. Ridgways, semi-porcelain manufacturers, Bedford Works, Stoke-on-Trent, retired on the 21st of last month from the position he has so long and so honourably filled—and from the trade. Mr. Rowley is fortunate in leaving the activities of commercial life while still in the enjoyment of healthy vigour, and, as he intends to reside at Bournemouth, it is the sincere hope of his many friends that that vigour may be long continued.



Mr. J. B. Rowley.

Although he has been for a long time connected with the Potteries, Mr. Rowley is really a Lancastrian. He was born in Manchester, and spent the greater part of his youth in the neighbourhood of the famous Lancashire town—it was not a city then. It was there he received his early education, and there he commenced his business career. He says he always had a partiality for pottery, but others decided that he should devote himself to something different. He eventually moved to Hanley, and established a Homœopathic business there, and after some years disposed of it to Mr. Tyrrell, the present proprietor.

Living in the heart of the Potteries his old pa tiality revived, and he readily yielded to the pottery influences by which he was surrounded, and decided that he would try his fortune in connection with the industry. Although he had not been trained in any branch of the pottery trade, he had acquired some insight into it during his residence at Hanley. He secured an appointment as salesman with the late Mr. A. B. Pearce, of Ludgate-hill, London, contemporaneously with Mr. Edwards and Mr. Westley who recently retired from the proprietorship of the business. Mr. Rowley had been well disciplined in business habits. An education of this kind has always far more valuable possibilities for a young man than those contingent on the insight he gains into the details of any particular profession or trade. A youth who honestly and industriously performs all his duties as an apprentice is laying a foundation upon which an industrial or commercial career in any line can be successfully built.

After some years' experience in the retail pottery and glass trade on Ludgate-hill, Mr. Rowley joined Messrs. Thomas and James Bevington, china manufacturers, Hanley, as country traveller. It would appear that he had found his proper sphere at last. All who know Mr. Rowley agree that he has just that quite gentlemenly tact which is the most useful factor in soliciting orders. He made friends wherever he made customers among the dealers upon whom he called. They soon learnt to place confidence in him, and that, once accomplished, confidence in the wares he recommended followed, as a matter of course. There are firms who discourage, and in some instances authoritatively prohibit, the cultivation of the personal influence of their representatives. Everything must be done in the name of "the house." Every suggestion offered and every concession made must be (presumably at any rate) from the firm. This detracts from the personal prestige of the representative, and is often very detrimental to the firm's business. A capable representative (no matter what form his representation takes) is always hampered in his duties when his personal influence is ignored by his principals. The "we" is, of course, supreme in the office, and in all communications from it but the personality of the accredited intermediary counts for more among those with whom he does business for his firm than his principals are sometimes willing to admit. Mr. Rowley acquired the reputation of being an affable and courteous traveller, and was always welcomed by the dealers on the ground he covered.

In 1873 he was engaged by Messrs. Ridgways, of Stoke-on-Trent, to represent them in the eastern counties, and on the South Coast. After serving in this capacity for some years he was appointed London representative of the firm in succession to Mr. Sparkes. That position he has held ever since, and, we have reason to believe, to the perfect satisfaction of the firm. We know it has been to the satisfaction of the customers of the firm, because we have heard it from some of them, and especially within the last few weeks. Mr. Rowley is spoken of in terms of appreciation by all in the trade with whom he has done business, and he will long be remembered with respect. He is a "Free Trader" from strong conviction, but even those who differ from him severely on this question frankly admit the honesty of his opinions, and the courtesy with which he always expresses them.

Mr. Rowley has never sought public office, and his retiring disposition has always led him to decline invitations to underake public work. He was one of the founders of the Pottery and Glass Trades Benevolent Institution, and has been an active supporter of it ever since its inception. He was a member of the first Board of Management of the Institution, elected in 1881, and has been a regular attendant at board meetings during the whole of the quarter of a century that has since passed. Mr Rowley's retirement draws attention to the fact that only four members of the first Board of Management are on the present Board, so that on retiring Mr. Rowley leaves three members only on the present Board of Management who sat with him on the first Board. Mr. Rowley is one of the original members of the "Fragile Club"—a social club limited to members of the pottery and glass trades, but with no other

connection with the benevolent institution than that many members of the trade are members of both club and institution. To express their great respect for Mr. Rowley and to bid him God-speed on his retirement the members of the Board of Management of the Benevolent Institution and the members of the Fragile Club entertained him at supper on December 11, and presented him with a handsome piece of plate as a memento of his long and friendly association with them. We beg to add our good wishes to those which were expressed for him on that occasion.

Presentation to Mr. Rowley.

It being well known that Mr. J. B. Rowley, the London representative of Messrs. Ridgways, of Stoke-on-Trent, was retiring from business life on December 21 last, the members of the Board of Management of the "Pottery and Glass Trades Benevolent Institution," and the members of the "Fragile Club" decided to present him with a small token of their respect and esteem on his leaving London. Nearly all the members of the Board of the Benevolent Institution are members of the Fragile Club. It was therefore decided that the presentation should be a joint one from members of the two bodies, and it was arranged that it should be made at a supper of the Fragile Club.

On Tuesday evening, December 11, Mr Rowley was therefore the guest of his fellow members at the Fragile Club's supper at the Old Bell Restaurant, Holborn, E.C.

Mr. C. J. Dale (president of the Fragile Club) presided, with Mr. J. B. Rowley, the guest of the evening, on his right. Amongst those present were Mr. Ronald D. Doulton (chairman of the Board of Management of the Benevolent Institution), Messrs. J. Appleton, J. T. Bourne, J. Brock, T. H. Brock, F. Currie, Orrok Doulton, G. D. Francis, J. H. Hart, J. H. Haworth, C. C. Holgate, David Jones, J. Lockett, G. G. MacWilliam, D. Marsh, A. Mayer, F. Mayer, A. P. Millington, F. E. Spiers, A. Tinsley, W. Thomson, J. Westley, A. J. Prickett (hon. secretary of Fragile Club), and many guests of members.

After an excellent supper the Chairman proposed the toast of His Majesty the King, which, of course, was loyally and musically honoured. The Chairman then explained that the occasion of their assembly that evening was a special one to do honour to their friend Mr. Rowley, who, as they all knew, was retiring from business. Mr. Rowley was highly respected throughout the trade, but they were there that evening to recognise more especially his services on behalf of the Pottery and Glass Trades Benevolent Institution and his friendship as a member of the Fragile Club. Mr. Rowley was a member of the first Board of Management of the Benevolent Institution, and they were desirous now of expressing their appreciation of his friendship and counsel during the five-and-twenty years that had elapsed since its formation. By Mr. Rowley's retirement the Institution would lose an able worker, and the Fragile Club a genial member. He was pleased that they were not losing their friend through sickness or the infirmities of age, and that he was going into private life under conditions that would enable him to enjoy his leisure in health and comfort, he hoped, for many years to come. To look at their friend there did not seem to be any reason why he should retire. He was the picture of health and happiness, and they all hoped he would for many years continue to be so. "We have met this evening, Mr. Rowley," said Mr. Dale, "to extend to you our hearty good wishes; but your friends have asked me to present to you a token of their respect and regard that may be to you in the future a pleasant reminder of the feelings we all entertain for you. You deserve it. But before I formally hand it over to you I will ask one or two of our mutual friends to supplement my expression of our regret at losing you, and of our wishes for your happy future. I will now ask Mr. Prickett to bring in the token of our regard and place it on the table that the speakers may be inspired by it."

A solid silver salver was then placed before Mr. Dale. It was inscribed: "Presented to J. B Rowley, Esq., on his leaving London, by the members of the 'Board of Management of the Pottery and Glass Trades Benevolent Institution' and the members of the 'Fragile Club,' as a mark of their esteem. December 11, 1906."

The Chairman called upon Mr J. Lockett, who said he was pleased to agree with every word of the excellent speech of the chairman and to add his personal testimony to the all-round good qualities of their friend. It had been his happiness to be associated with Mr. Rowley through all the five-and-twenty years' work of the Benevolent Institution, and he had been a witness of the personal interest he had always taken in its welfare. Mr. Rowley is a good friend, and I am sure he has no enemy, at least I have never heard of one. When Mr. Rowley goes he (Mr. Lockett) felt he should lose a dear friend, but he was glad he had not waited to "retire on two sticks." Many of them hoped to see him for some time to come on Bournemouth Pier, looking younger than ever.

Mr. Decimus Marsh had known Mr. Rowley for very many years. He endorsed what had been said of his kindly disposition and uniform courtesy. He was deserving of the rest he was about to enjoy, and his (Mr. Marsh's) parting words would be: "God bless him."

Mr. Westley was pleased to have been invited to be present at the leave-taking of his old friend. He had known Mr Rowley for many years, but knew nothing that was unfavourable of him. He considered him an ideal representative—careful of the reputation and interests of his principals and at the same time considerate of the wishes of their customers. He trusted that he would for many years enjoy the rest he had earned, and he sincerely wished him all the happiness he could wish for himself.

Mr. McWil iam also bore testimony to the high opinion they all entertained of their friend.

Mr. F. E. Spiers, spoke of Mr. Rowley's great interest in the Benevolent Institution, and said his interest even preceded the formation of the organisation. Referring to Mr. Rowley's long connection with the organisation, and again to his retirement from it he thought those present would be interested in a letter he found in the Pottery Gazette for November, 1880. It is headed: "Pottery and Glass Trades Provident and Benevolent Institution." It is addressed to the Editor, and reads as follows:—"Sir,—Permit me to take the liberty of directing attention to the formation of a 'Pottery and Glass Trades Provident and Benevolent Institution,' the necessity of which is, I think, often manifested. We are almost an exception amongst the various large trades in not possessing such a society, and I feel sure it needs only ventilation in your valuable journal to receive every influence for its establishment.—Yours, &c., J. B. Rowley, 8, Thavies-inn, London, October 27, 1880." Mr. Spiers said this letter showed Mr. Rowley was one of the earliest advocates of the Benevolent Institution, as well as one of the most ardent workers on its behalf. He bore testimony to the esteem in which Mr. Rowley was held, as a friend, as a business man, and for his sympathy with the less fortunate members of our trades. He desired to add his good wishes to those expressed for Mr. Rowley. Mr. A. J. Prickett, the hon. secretary, asked to be allowed to join in the general expressions of regret at the loss they would sustain by Mr. Rowley's removal from amongst them. They all regarded him with the most friendly feelings, and these feelings would follow him in his new home. He said letters expressing regret at being unable to be present had been

received from Messrs. C. Berry, E. St. Clair, Fred Cox, C. J. Adams, C. Green, J. E. Heath, A. O. Jones, J. T. Pitcairn, Herbert Price, S. Stanley, and W. W. Wood.

The Chairman, turning to the guest of the evening, said: It is now my pleasing duty, Mr. Rowley, formally to hand to you this souvenir of the affectionate regard we all entertain for you. I feel honoured in being deputed to voice the feelings of regret at losing you, and of good wishes for your future, which now fill the minds of your many friends. I wish the task had devolved upon someone who has known you longer than I have, but I have known you quite long enough to realise the valuable services you have rendered to our Benevolent Institution through all its useful career. I can also associate myself personally with the sincere regard in which you are held by the members of the Benevolent Institution and the Fragile Club, and I have now the pleasure to hand you this silver salver, which we ask you to accept and to keep as a permanent token of that regard. In one respect it resembles yourself—it is of sterling metal. You are retiring while in the full possession of all your faculties; you are allowing the sun to set while yet it is broad daylight. May this early retirement prolong your days and increase your happiness and may you enjoy a golden eventide

> "May your days
> Glide on as glides that stream which never stays.
> Bright as whose shingled bed till life's decline
> May all your worth and all your virtues shine."

The company rose and cheered most heartily as Mr. Dale placed the salver in Mr. Rowley's hands.

After a short musical interval Mr. Rowley rose, and speaking with emotion, said: Mr. Dale and gentlemen, you have given me a most pleasing surprise, and I scarcely know how to thank you sufficiently. This is, indeed, one of the most gratifying periods of my life, and it is difficult for me to express in words the pleasure and pride I experience in hearing such feelings of esteem and regard as have been so generously expressed by you, Mr. Dale, and by my old and valued friends, Mr. Lockett, Mr. Westley, and so many others, and which were received with such marks of approval by all my dear friends present. It is not an easy matter to acknowledge such kind and too flattering references. My withdrawal from a position I have occupied for so many years is only in the natural order of things that at my age I should think about resting a little. In my later years it will be a happy reflection that I have thus been honoured with the goodwill of so many dear comrades and friends. I assure you that all my dear family will be proud to know that I have been considered worthy of such an affectionate farewell from my business life. I thank you with all my heart.

The salver was handed round for inspection, and after the presentation proceedings had ended, a very pleasant Bohemian concert took place. Music, songs, recitations, anecdotes (one by the Chairman himself), and some very clever conjuring tricks were contributed by the members and their guests.

Faults of American Potters.—According to the judgment of the trade, says the "New York Commercial," the fault of the American potters, if it may be regarded as a fault, is that they are more ambitious to establish a reputation for quantity of output than for quality. They like to do business on a big scale, and are fascinated by big orders, and find it more profitable to cater to the general public with its immense demand for tableware and other forms of china, than to satisfy the passion of the four hundred for something extra nice.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN NOVEMBER.

The Pottery Trades.—From information obtained by the Board of Trade from various sources, and published in the "Labour Gazette," it appears that in the pottery trades employment continued good, and was better than a year ago. In Staffordshire it continued good, overtime being worked in the earthenware branch at Longton and Fenton. It was good also in Devonshire and at Glasgow. It continued fair in South Yorkshire and was better than a month ago and a year ago. At Swadlincote it was slack. With clay tobacco pipe makers it was good at Manchester, moderate at Waterford, and dull at Gateshead and Glasgow. The imports of chinaware or porcelain and earthenware in November, 1906, are valued at £103,199, as compared with £88,939 in October, 1906, and £89,276 in November, 1905. The exports of chinaware or porcelain and earthenware in November, 1906, are valued at £230,620 as compared with £224,745 in October, 1906, and £195,852 in November, 1905.

The Glass Trades.—Employment continued moderate, and was better than a month ago and a year ago. Returns received from firms employing 9,792 work people, and paying £11,714 in wages on the last pay-day in November, show that although there was a slight decrease of 0·3 per cent. in numbers employed, there was an increase in wages paid of 3.2 per cent. as compared with a month ago. The decrease in numbers employed was confined to the North of England, Yorkshire, and Lancashire, but all districts showed an increase in wages. Compared with a year ago there was an increase of 4·4 per cent. in numbers employed, and of 7.9 per cent. in wages paid. The increase is shown in all departments except flint glass, and in all important districts except Lancashire. With glass bottle makers employment was moderate, and better than a month and a year ago, although there are still large numbers of Trade Union members out of work or on short time. At Portobello and Glasgow employment continued good. With flint glass makers at Birmingham and Glasgow it was good and better than a month ago. An improvement is also shown with flint glass makers and cutters at Wordsley, with whom employment was fairly good. At St. Helens it continued good with sheet glass makers and flatteners, and an improvement was shown with glass cutters. With pressed glass makers on the Tyne and Wear it continued moderate. It is fair with bevellers at Birmingham, and improved with glass blowers in London.

The number of persons employed, and the amount of wages paid to them on the last day of November, are given as follows:—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	5,695	£7,056
Plate Glass	873	966
Flint Glass Ware (not Bottles)	1,962	2,233
Other Branches	1,262	1,459
Total	9,792	£11,714

The following tables give the number of persons employed in each district, and the amount of wages paid to them on the last pay-day in November.

Districts.	Number Employed.	Wages Paid.
North of England	1,615	£2,012
Yorkshire	3,947	4,883
Lancashire	881	956
Worcester and Warwick ..	2,163	2,527
Scotland	824	1,010
Other parts of United Kingdom	326	326
Total	9,792	£11,714

EXPORTS OF CHINA, EARTHENWARE GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR NOVEMBER, 1906.

	Quantities.				Value.			
	Month ended 30th Nov.		Eleven Months ended 30th Nov.		Month ended 30th Nov.		Eleven Months ended 30th Nov.	
China or Porcelain, and Earthenware.	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany ..... cwts.	5,288	9,138	51,348	65,100	£5,836	£6,990	£63,605	£70,656
„ France ..... „	2,661	3,437	44,901	54,964	5,656	6,138	56,994	55,479
„ United States of America ..... „	24,625	39,002	374,390	438,645	38,482	51,760	470,485	530,243
„ Brazil ..... „	39,449	26,047	140,765	156,439	13,168	11,134	87,457	108,683
„ Argentine Republic ..... „	27,483	48,847	324,693	404,451	12,719	19,855	122,921	166,067
„ British South Africa ..... „	22,315	11,749	233,211	190,221	18,704	8,020	137,663	104,305
„ British East Indies..... „	17,140	21,528	224,735	266,230	13,856	13,052	127,525	146,201
„ Australia ..... „	13,175	26,767	134,753	175,534	13,703	22,633	148,356	167,261
„ New Zealand ..... „	7,057	6,143	55,464	67,723	8,691	8,346	71,891	91,627
„ Canada ..... „	17,747	44,187	234,145	299,287	16,213	29,515	178,303	230,054
„ Other Countries ..... „	70,362	97,301	663,576	876,353	48,824	53,177	457,366	513,407
Made up as follows:								
Porcelain, Chinaware, and Parian .. „	2,954	2,324	22,228	22,950	26,700	20,537	159,964	160,003
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	91,396	124,688	1,044,440	1,217,468	118,712	157,125	1,301,503	1,524,371
Jet, Rock'm, and Glazed Terra-cotta „	318	146	3,354	1,078	279	232	4,176	2,039
Red, Stone, Brown and Yellow Ware „	139,086	192,819	1,277,668	1,602,350	31,926	34,532	278,269	302,098
Other Sorts (including Electrical and Chemical Ware) ..... „	13,548	14,169	134,291	151,101	18,235	18,194	178,654	195,472
Glass.								
To British South Africa.....value £	—	—	—	—	109,776	8,704	1,021,562	83,000
„ Other Countries ..... „	—	—	—	—		108,694		1,095,914
Made up as follows:								
Plate Glass .....cwts.	10,586	13,551	110,439	129,684	17,558	20,236	154,351	190,137
Flint Glass ..... „	5,804	5,790	56,382	57,735	20,132	18,706	178,941	190,160
Glass Bottles .....gross	58,434	76,522	604,137	701,056	37,993	46,108	393,524	447,581
Glass Manufactures, other sorts....cwts.	39,215	41,832	330,562	411,737	34,093	32,348	294,746	351,036

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR NOVEMBER.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian..cwts.	4,201	4,301	45,385	46,893	£20,984	£21,651	£206,256	£224,833
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	32,878	44,318	310,658	309,764	63,428	74,578	580,675	592,234
Jet, Rock'm, and Glazed Terra-cotta „	3	45	441	6,936	21	93	1,188	2,467
Red, Stone, Brown and Yellow Ware „	13,368	29,442	25,648	57,317	1,781	3,347	7,230	11,061
Other sorts (including Electrical and Chemical Ware) ..... „	1,680	1,789	19,127	20,766	3,062	3,530	23,805	31,977
Window and German Sheet Glass „	143,782	123,212	1,091,637	1,267,294	82,895	69,119	643,541	711,938
Plate Glass ..... „	31,163	30,160	393,105	364,478	41,661	36,875	481,221	475,870
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass „	88,594	74,375	741,010	767,061	146,802	110,985	1,228,341	1,199,924
Glass Bottles.....gross	141,037	116,712	1,409,563	1,336,521	57,963	51,716	575,934	562,058
Glass Manufactures, other sorts....cwts.	7,275	2,116	76,504	38,554	10,160	3,408	135,652	60,412

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR NOVEMBER.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian ...cwts.	1,965	2,950	20,422	17,877	£8,227	£12,332	£78,146	£76,608
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) „	1,245	1,086	18,998	7,564	2,493	2,567	38,936	16,135
Jet, Rock'm, and Glazed Terra-cotta „	174	1	183	40	100	10	155	174
Red, Stone, Brown and Yellow Ware „	—	—	77	427	—	—	107	910
Other sorts (including Electrical and Chemical Ware) ..... „	50	6	120	81	162	9	441	400
Window and German Sheet Glass „	1,059	2,566	10,449	14,562	535	1,135	5,796	7,431
Plate Glass ..... „	73	44	4,153	3,975	111	63	5,908	5,729
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass „	3,518	601	53,149	14,494	7,008	1,428	107,459	29,662
Glass Bottles .....gross	1,507	4,620	22,657	29,774	836	1,917	11,256	16,762
Glass Manufactures of other sorts ..cwts	676	520	9,561	6,053	2,216	1,682	24,370	15,586

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Oct. 28 to Nov. 24, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to Nov. 24, 1906. Packages.	Corresponding period, 1905. Packages.
To Boston	527	270	6,571	5,021
,, New York	843	593	6,370	6,538
,, Baltimore	1,327	685	13,443	10,682
,, Philadelphia	52	71	1,032	840
,, New Orleans	612	136	4,346	3,175
,, Newport News	32	249	1,156	1,044
,, San Francisco	65	112	1,483	1,132
,, Portland, Me.	537	42	1,388	470
,, Galveston	35	14	1,377	826
,, Portland, Or.	142	52	968	500
,, Inland Points	202	539	9,879	11,911
Total	4,374	2,763	48,013	42,139

THE GLASS BOTTLE TRADE.

(An Inquiry by our Own Commissioner.)

(*Continued from page* 1399, *Vol. XXXI.*)

The Glass Bottle Trade in Ireland.

AMONGST its many other sad memories Ireland has to lament the loss of what was at one time a considerable trade—the manufacture of glass. At the commencement of the last century there were thirty glass factories in Ireland, at twenty-two of which flint glass was manufactured. Principally owing to foreign competition, but no doubt accelerated by the disturbing influences of home affairs, one after another of the flint glass factories was closed. At one time wines, tumblers, decanters, and other useful table glass, as well as purely ornamental pieces, were made in Ireland. Waterford cut glass is a beautiful production, and is now much prized by connoisseurs. It is not plentiful, and specimens are but rarely found catalogued in auction sales. Another time I hope to say something about the Waterford and Cork flint glass industries, which, I am sorry to say, are extinct. The glass trade in Ireland is now limited to the manufacture of bottles, and I have recently visited some of the few bottle factories that yet remain. That there are any glass bottles made at all in Ireland is due, I think, to that patriotic feeling which English consumers of glass bottles do not appear to display. From what I could gather, such measure of success as the manufacturers of glass bottles enjoy is due principally to the preference of Irish consumers for Irish-made goods. Continental manufacturers are just as persistent on that side of St. George's Channel as upon this, and hold out great inducements to buyers to take their goods. This foreign competition has had the usual effect of bringing down prices, though it has not succeeded in killing the bottle trade, as it did the flint glass trade.

The Ringsend Bottle Co., Ltd., Fitzwilliam-quay, Ringsend, is one of the oldest, if it is not the oldest factory in Ireland. The works were established upwards of fifty years ago for the manufacture of porter and claret bottles. They have done an extensive business in these, but have felt the effects of foreign competition. They are also makers of all kinds of green bottles used by the trade. The principal was out when I called first, but on a second visit I met him just outside the gates as he was leaving the works again. He could not give me more than a few minutes, but in that short time he gave me in unmistakable language his opinion of the free importation of glass bottles. There is much justification for his condemnation of a system which allows bottles made abroad by cheaper labour than he employs to be delivered in Dublin at prices lower than his. This is not all. The same foreign-made goods can be delivered to other places in Ireland where he has customers, at the same prices as charged in Dublin, while on his goods inland carriage to the same places from Dublin has to be added to the prices he charges. I was sorry the principal could not spare me more time. The company have extensive premises, and from what little I saw on my first visit, they appear to be well equipped.

The Hibernian Glass Bottle Works, 83, Thorncastle-street, Ringsend, have had a varied career. The business was originally owned by a company formed for the purpose of making bottles, but, as they were not successful, they decided to dispose of it. Edward & John Burke, Ltd., of Dublin, the famous bottlers and exporters of stout porter, beer, and liquors, are, of course, very extensive users of glass bottles. They had been obtaining their supplies from England and Germany—principally from the latter. Hearing that the Hibernian Glass Bottle Works were in the market, they resolved to carry out a scheme they had often contemplated, and to make their own bottles. They negotiated for the works, and had no difficulty in obtaining the premises. They have two objects in view in commencing bottle manufacture—to provide themselves with a better class bottle than they had been getting from Germany, and, if possible, to maintain the glass bottle industry in Ireland. They were very successful, and recently found it necessary to construct new premises. I saw their works manager, Mr. Cassidy, who took me round the new and old premises; both are working full time. Mr. Cassidy is an experienced bottle manufacturer, and, I understand, the new factory was erected under his superintendence. The furnaces are fired on the Siemens gas principle, and are kept going night and day, with, of course, two shifts of workers. In the new factory the most up-to-date appliances are introduced. The advantages of gas firing are apparent even to an inexperienced observer, while the favourable conditions under which the men work are self-evident. There is an abundance of light and plenty of ventilation without draught. The bottle works make only for the firm's own use, and, notwithstanding the recent additions, I am told they cannot make all that are required, and some bottles have still to be bought. Mr. Cassidy says they can produce bottles as cheap as the Germans can supply them, with the advantage that they get a better class bottle. Mr. Cassidy has both Yorkshire and Scotch bottlemakers working for him, but the majority of his employees are Irish, and he is well satisfied with them as workers. As the productions of E. & J. Burke, Ltd., do not find their way on to the open market

it is not possible to form an adequate comparison of them with German bottles. But there seems no reason to doubt that the bottles made at the Hibernian Works would command the preference with buyers over German bottles in the matter of price, and they are certainly better bottles. Most of the bottles they make are filled in Dublin; but, as the firm have large bottling warehouses in England and Scotland, the question of carriage on them will have to be considered in comparing prices with German goods.

Belfast has been the scene of many changes in the glass industry. There were several factories in the early part of the last century, and a few bottle houses subsequently. The latter, however, were closed, and for many years there was no glass made there until DAVID WRIGHT & Co., LTD., commenced making bottles at a factory in the Stranmillis-road. There never had been a very large output of bottles from the district, and what there was suffered from foreign competition even in those days. Messrs. Wright & Co. have made a spirited effort to restore the industry, and have met with considerable success. I had a brief interview with their principal, and found that he, too, had to complain about the effects of foreign competition. The factory is apparently a modern one, and is conducted with energy, though the output will be chiefly devoted to local demands. They make a number of specialities, and in these foreigners are not likely to compete. W. N. MCNEIL & Co., Bridge End Bottle Works, Graham-place, Belfast, have not been established very long, and have comparatively small works. The partner I saw is a thoroughly practical man, who has been all his life in the bottle trade. They make black bottles in various sizes, but not in very large quantities. They make a special feature of white flasks, square-shaped noggins, and half-pints, and a much greater variety of tinted flasks, noggins, oval and square, oval shapes in half-pints, pints, and quarts, and round flasks in various sizes. Messrs. McNeil's productions are useful locally, but do not help much in statistical information. I did not visit the glass works in the South; but from my inquiry of large users in Belfast it was quite clear that bottle-making on a large scale could only be carried on there under great disadvantages. The port of Belfast is so closely in touch with Continental ports and also with the English bottle-making centres that the competition of both would be difficult to contend with. The one advantage a black bottle manufactory in any part of Ireland would have over either English or Continental competitors would be the preference that Irish consumers would certainly accord to Irish productions. Whether this trait in the Irish character would be sufficient to pit against the product of cheap Continental labour is another question; but it is more than probable that it would be sufficient to give Irish productions the preference over English-made bottles. It would be a good thing for the bottle trade if some of the large British users of bottles would give a like preference to British-made goods.

The most favourable indication I have met with in the bottle-making industry is the general admission that the workmen are adapting themselves more readily to new conditions. The men are taking a broader view of the requirements of the times than they did a few years ago. I do not say it offensively, but the truth is bottle-makers are not so selfish as they were. They are recognising that if they are to obtain their share of modern bottle-making, they must comply with modern necessities. The demand now is plainly for machine-made bottles, and the men are wise in relaxing their long-sustained opposition to machines. There is yet reason to expect that, with a continuance (and an increase) of that better understanding which is manifesting itself between employers and employed, we may regain much of the trade we have lost. Now is the time to take advantage of every opportunity of securing trade. Continental makers are not cutting prices as they did, and there is a very just demand for higher wages by their workmen. That should not be a pretext for immediately demanding higher wages here. They will come automatically when improved trade comes. Let us get the trade first. Everyone would like to see our workers getting better pay, but we must be sure of the fund from which to draw it, and that we look for in an increased and steady output.

Empire Notes.

The Earthenware Imports of Sierra Leone during 1903, 1904, and 1905 were valued at £5,693, £5,888, and £4,569 respectively.

Glassware and Crockery to the value of £2,714 were imported into the Fiji Islands during 1905, a decrease of £250 as compared with 1904.

Glazed Earthenware Tiles, for linings, are dutiable under the New Zealand Customs Tariff at the rate of 20 per cent. ad val., being classed as earthenware.

The Imports of Southern Nigeria during 1905 included £9,057 worth of earthenware, and £2,626 worth of glassware. Both these items have increased in value.

Glassware Imports of Australasia.—The countries from which the major portion of this class of goods come are:—United Kingdom, £57,073; Belgium, £9,362; Germany, £61,809; United States, £28,050. The proportion of the trade between these countries has not fluctuated much during the last four years.

The Earthen and China Ware Imports of Mauritius show an increase of Rs. 13,603 compared with 1904; the increase is from France (Rs. 28,998). Decreases are noted from the United Kingdom (Rs. 7,488), Germany (Rs. 4,498), Continental India, Austria, and China.

Proposed New Canadian Tariff.—The Budget presented to the Canadian Parliament last month suggests a complete revision of the tariff, pottery being among the articles affected. The new tariff has three separate Custom schedules—the general schedule; the British schedule, to take place of the old style British preferential of a third off the ordinary Customs duty; and the intermediate schedule, to be an instrument in the hands of the Government for negotiating favourable trade arrangements with other countries, to be extended to countries with which such arrangements are made, in the meantime lying dormant. These schedules are represented by (g), (B), and (i) respectively in the following list, (f) denoting the former tariff:—Earthenware and stoneware, viz., demijohns, churns, or crocks, per cent., 20 (B), 27½ (i), 30 (g), 30 (f); tableware of china, porcelain, white granite or iron granite, 15 (B), 27½ (i), 30 (g), 30 (f); earthenware and stonewares, brown or coloured, and Rockingham ware, "C. C.," or cream-coloured ware, decorated, printed or sponged, and all earthenware, n.o.p., 20 (B), 27½ (i), 30 (g), 30 (f); glass demijohns or carboys, bottles, decanters, flasks, phials, glass jars and glass balls, lamp chimneys, glass shades or globes, cut, pressed, or moulded crystal or glass tableware, decorated or not, blown glass tableware, and manufactures of glass not otherwise specified, 20 (B), 30 (i), 32½ (g), 30 (f).

HEAPS of rubbish have been sold
Through the tales that quacks have told
In their advertising.
If you couldn't do as well,
When you've real good stuff to sell
It would be surprising.

Reviews.

*Porcelain : A Sketch of its Nature, Art, and Manufacture.** By William Burton, F.C.S. 7s. 6d. net.

Mr. Burton's intimate knowledge of the technic and practice of pottery manufacture is known far and wide. He established his reputation as a pottery expert before Lord James's Commission on Lead Poisoning. He is a chemical scientist, a practical potter, an experienced manager of pottery works, an able instructor, and a fluent lecturer and speaker. Within the last decade he has been much in evidence in each of these rôles. During that period he seems to have occupied part of his leisure in writing and editing books on pottery and porcelain. We can account for another portion of that leisure because we find him present at every important exhibition of pottery, ancient or modern, in any part of the United Kingdom, and almost in any part of Europe. What he has been doing in his spare moments will probably be made known in the future.

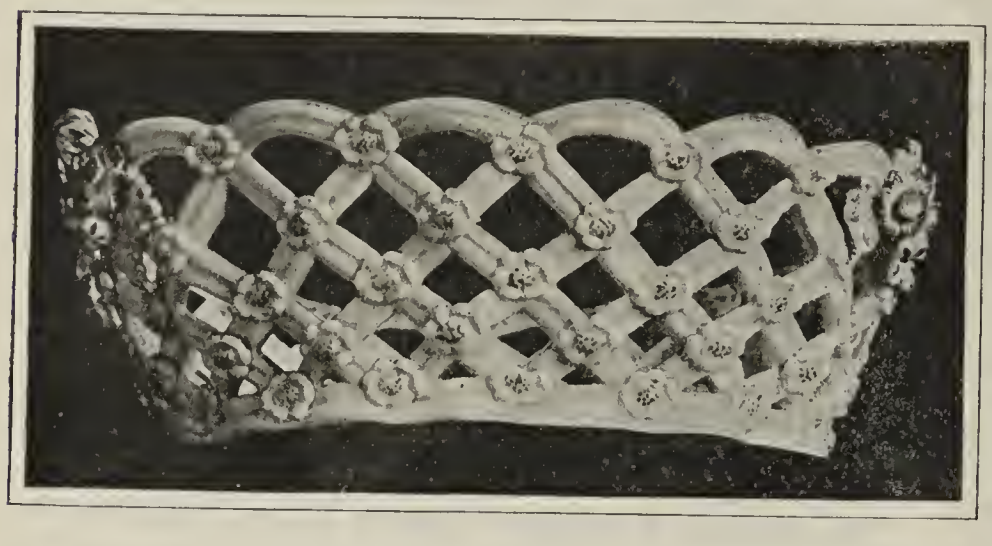


Fig. 1. Worcester Period. Basket-Work Dish.

The present work is another masterly contribution to the history of porcelain, a subject which, as he says, "though book succeeds book, remains unexhausted." The object of the work is to supply the collector and student of porcelain, as well as the general reader, with a clear and connected account of the various kinds of porcelain made in Asia and Europe. The public will certainly appreciate a book which presents in a concise form the results of labour such as his in "sifting, weighing, selecting, and arranging" the knowledge gained by him "from so many diverse sources." Mr. Burton expresses the hope that by the publication of those results "others may be saved a great deal of unnecessary trouble." The work will be the more useful to the general reader because there are not so many technicalities as are usually found in works on porcelain (in other works by the author, for instance). Drawing more "on his practical experience in many branches of the Potters' Art" he places certain aspects of his subject in a way that will be new to the bulk of his readers.

With natural modesty he speaks of "this little book," but the average student who succeeds in familiarising himself with the clear knowledge imparted of the interesting subject it deals with, will not need a larger one. A brief summary of the contents of these 264 well printed pages will show this. Commencing with a lucid explanation of the philology of the word "Porcelain," the author describes the materials of which various types of porcelain are made; he then deals with the shaping, glazing, and firing of porcelain, and devotes a chapter to colour decoration. In discussing in the next chapter the various types of porcelain, he says what every lover of ceramics feels: "To speak of porcelain is to think of China," and he very properly gives the place of honour to Chinese porcelain. Japanese porcelain is dealt with, and important centres of production and some of the earliest manufacturers are named, with the special characteristics of their wares. He well illustrates the difference between the porcelain of China and that of Japan: "To pass from the consideration of Chinese porcelain to that of the Japanese is like passing from a garden all ablaze with gorgeous flowers into a cool and simple room, where the choice of a few refined things creates an atmosphere of repose." Then follows a history of porcelain in Europe. The author reviews in succession German porcelain and the productions of Holland, Denmark, Sweden, Russia, the hard and soft paste porcelains of France, the porcelains of Italy, Spain, Portugal and Belgium, and then the English porcelains of the eighteenth and nineteenth centuries.

The book is well illustrated with fifty carefully executed plates. In the chapter on English porcelain of the eighteenth century Mr. Burton retells in an interesting and intelligible manner the story of the introduction of the manufacture of porcelain into Worcester, as far as it is known. He, like other historians, only speaks with certainty of the foundation of a company in 1751 for carrying on the "Worcester Tonquin manufacture," and of Dr. John Wall and Mr. William Davies as possessing the secret of manufacture. "The early Worcester wares have a quality of material and colour, joined with a certain English thoroughness and finish, and neatness of workmanship which entitle them to a very high place among all our porcelains. Probably, nowhere in Europe, and certainly no where in England, were the qualities of the old Chinese blue and white more patiently studied, and a collection of blue and white Worcester, of the Dr. Wall period, is a perpetual feast to the eye." Having described the effect of Chinese and Japanese influences on the productions at Worcester, the author says: "Other influences besides the Oriental were at work, for many of the larger cups bore an embossed imbricated pattern, which might have been based on the



Fig. 2. Worcester Period. Oval Dish with Pierced Border, and Pattern in Underglaze Blue.

* This book is published by Cassell & Co., Ltd., London.

artichoke or pine-cone. Open-work baskets, dishes, plates, and other pieces with perforated rims (Figs. 1 and 2), were also made, possibly in imitation of the well-known Meissen ware."

The rise of other famous English factories is described. We will refer to that of Derby only. Mr. Burton has not much that is new to tell us with certainty. He begins where Mr. Haslem begins his famous "History of the Derby China Factory," that is, with William Duesbury. That some attempt at potting was made before Duesbury's time seems more than probable, but of what nature, and by whom, has always been a mystery. Mr. Burton says



FIG. 3. DERBY "BISCUIT." LORD HOWE.

nothing to clear it up. Neither is he able to fill up certain blanks that still occur in the early history of Derby. He has, however, much that is very interesting to say, particularly in comparing the productions of Derby and Worcester: "Their differences are quite strongly marked, and in nothing is this better shown than by the fact that while figures and groups were but sparingly made at Worcester they were produced in great profusion at Derby." He mentions the famous modellers employed at Derby. The first-named, Spengler, a Swiss, produced many groups from famous paintings. Great spirit and artistic skill are shown in the portrait statuettes of generals and admirals modelled by Stephan. "The figure of Lord Howe (Fig. 3) is quite worthy of comparison with the biscuit pieces of Sèvres. This figure was probably sent out in 1794 to commemorate the 'glorious First of June' when Howe gained his famous victory over the French fleet of Ushant."

The collector of little experience may express some surprise at not finding any reference to "marks." Mr. Burton's explanation of the omission is all-sufficient. "Most collectors have paid more attention to marks than they deserve." "Many of the choicest specimens of porcelain are unmarked." "Marks of one period or factory have been copied or imitated at other times and places." "The first thing a forger imitates, and generally the easiest thing for him to imitate, is the mark of the much-prized ware." If the student wishes to know what he must depend upon, if not upon "marks," Mr. Burton tells him. The price charged for what the author calls "this little book" is infinitesimal compared with the wealth of useful information it contains.

We are indebted to Messrs. Cassell & Co., Ltd., for the use of the blocks which illustrate this notice.

INCOME-TAX REFORM.

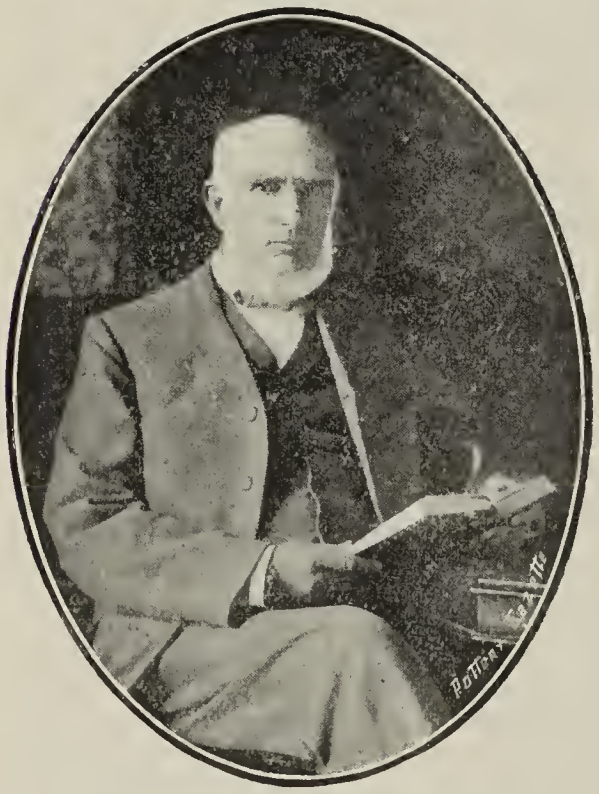
THE recommendations of the Income-Tax Committee, recently put before the public, require very careful consideration by all business men. The main new point in the suggestions is concerned with the idea of differentiation between those incomes which are earned directly by the person who is to pay the tax upon them and those which are earned for the taxpayer by the labour of others. This idea has been in the minds of reformers for a very long time; indeed, almost from the beginning of the tax, but there are many difficulties in the way of carrying it out. One of these is undoubtedly that of definition as to the meaning of the word "earn." For example, a company director spends a couple of hours every two months at the directors' meeting of his company, say, twelve hours in the course of the year, thus helping to govern the affairs of the company. Can he be said to earn the dividend on the shares he holds? And, if so, does not the shareholder also earn his dividend by attending the annual meeting and criticising the conduct of affairs? Neither of these persons is an earner in the sense of Hodge, the day labourer, or Bill, the navvy; but they have each done something towards helping to earn the dividends. The only certain definition of earned income would be that income which is the result of work which occupies the whole of the ordinary day. It may be supposed that under the suggestion of the Committee all the dividends of limited companies would come under the definition of unearned income, and be taxed at a higher rate. This arrangement might be fair in respect of large public companies, such as railways, gas companies, &c.; but it would hit extremely hard a very large number of private limited companies where the owners of the shares are all actively engaged in the conduct of the business; and this kind of limited company has increased very much of late in Great Britain. Whether it was intended that the Companies' Acts should allow of the formation of these private companies may perhaps be a matter for debate, but most unquestionably it would be utterly unfair to make them pay double income-tax. And, moreover, the effort would defeat itself, because members of these companies would soon arrange to distribute amongst themselves all or the greater part of the profits in the form of salaries. The question of extension of the abatement principle to incomes up to £1,000 a year appears reasonable; but this ought to be associated with a drastic scheme for dealing with abnormally large incomes. There can be little doubt that beyond a certain point of extension the accumulation of incomes by private persons threatens to

become a public danger. We are not careful to fix this point exactly; it might be fixed at ten or twenty or forty thousand a year, but some point should be fixed beyond which, in view of the general welfare of the State, private monetary power should not go. We see throughout the commercial world many private persons with the revenue of States, and, judging from the examples given of the manner in which the resulting power is used, few would be hardy enough to deny that, had this enormous extension of wealth been checked by the operation of law thirty or forty years ago, the whole community would now be in a healthier condition. It cannot be doubted that there is a large surplus of income which, directed to national uses, would do good, while allowed to accumulate in private hands, it effects nothing but injury. A lack of national resources for generally acceptable schemes of national reform is one of the characteristics of our time; while senseless waste of resources in private luxury is an obvious vice of society. If these two evils could be killed by one blow the Income-Tax Committee would have fully justified its existence.

Obituary.

PHILIP PARGETER.—AGED 80.

WE regret to record the death of Mr. Philip Pargeter, J.P., of Stourbridge, which took place at his residence, Heathfield House, on the evening of the 19th ult. In our September issue we gave a sketch of Mr. Pargeter's interesting career as a glass manufacturer, and as one of the busy public men of Stourbridge. In the latter capacity he did much for the improvement of the town, particularly in the development of its residential suburbs. Readers of our GAZETTE need not to be reminded of the part he played in the glass trade. It was nothing less than an industrial misfortune for Stourbridge and for the trade when he was forced into retirement. He was a man of such resources, and such remarkable energy, that—with the co-operation of his workpeople—he would assuredly have done great things for the trade. His popularity at Stourbridge has been manifested during his comparatively short illness by the eagerness with which the daily reports of his condition, posted at his residence, were looked for by all classes. It was found necessary to make these announcements in consequence of the number of inquiries made. Mr. Pargeter was formerly a County Councillor for both Worcestershire and Staffordshire. He was a county magistrate. He was for many years a member of the Board of Guardians, and for a long time was chairman. He was chairman of the Assessment Committee of the Stourbridge Union, and President of the Liberal Association.



MR. P. PARGETER, J.P.
Photo by Elliott & Fry.

Mr. Pargeter's association with the late Mr. John Northwood in the production of what is known as the Portland Vase is now historic. It may be briefly mentioned, as illustrating the artistic skill of the early ages, that the original vase which was discovered in a sarcophagus near Rome, in the seventeenth century, dates back nearly 200 B.C. With no clue as to the methods employed in its production, Mr. Pargeter and Mr. Northwood, after years of patient labour and skill, succeeded in producing what is admitted to be an exact copy of the original in glass. It was a marvellous achievement, the details of which have frequently been made public. It always reflects the highest credit on Mr. Pargeter for the production of the vase in the parti-coloured glass, and upon Mr. Northwood for his patient skill in carving the relief design from it.

The funeral took place on Saturday, December 22, amidst every token of respect and regret on the part of the public. The members of the Town Council, the Guardians, the Fire Brigade, and other public bodies assembled at the Town Hall, and then followed the hearse and family mourners to the cemetery.

WILLIAM COUPE.—AGED 70.

WE regret to record the death of Mr. William Coupe, one of the old school of "exclusive" glass and china dealers, which is unfortunately gradually disappearing. Mr. Coupe died at St. Annes-on-Sea, on November 27, and was buried at the Parish Church there on December 1. He was a Staffordshire man—born, we believe at Hanley, in 1836—and remained in active association with the Potteries until forty years of age, when he migrated to Eastbourne and commenced business at 114, Terminus-road, as a glass and china dealer. By his remarkable energy and courtesy he quickly secured a large connection in the fashionable watering place. Manufacturers and their representatives of a quarter of a century ago will remember the tastefully arranged interior of the shop, and the splendid display of glass, china, and fancy goods Mr. Coupe made there. Mr. Coupe did a high-class trade, for which his tact and courteous bearing eminently fitted him. In 1898 Mr. Coupe retired from business, and went to reside at Southport, another fashionable seaside resort on the north-west coast. But there the life of quiet passive case was not congenial to one who had been so active for so many years, and as he was really fond of his business (of which he had expert, as well as practical knowledge) he decided to return to it. and in 1900 he opened the shop at 10, St. Annes-road West, where he stocked principally the productions of the best manufacturers. He was as successful there as he had been at Eastbourne, and though a stranger to the locality he soon surrounded himself with a large number of friends, and became one of the popular men of the town. His charity was proverbial, and he supported every good object that came under his notice. He was an active worker at the Congregational Church, a member of the committee of the Liberal Club, and a member of the local Tradesmen's Association. His illness was comparatively short—commencing only in September. The local paper says of him: "He possessed the excellent quality of being thoughtful for others, and the remark of a tradesman will meet with general acquiescence, that 'he was a good sort because he knew how to mind his own business.' Nothing uncharitable was ever heard to pass his lips." Mr. Coupe died at his residence, 3, Richmond-road, St. Annes-on-Sea, and leaves a widow and one daughter.

Trade Notes.

he Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

The Northern Pottery Co. have recently opened premises t 830, High-road, Tottenham, N.

Mr. J. G. Dickins, china and glass dealer, has occupied ıe premises 373, High-road, Leyton, E.

Herwood & Son, china and glass merchants are opening remises at 163, King's-road, Chelsea, S.W.

The Venice & Murano Glass Co. have removed from 203,)xford-street, to 13-14, New Bond-street, W.

Mr. F. Ambridge, china and glass dealer, has relinquished he business at 87-8, Lower Marsh, Lambeth, S.E.

Mr. L. Joyner, china and glass merchant, has transferred is business from 9 to 50, Roman-road, Old Ford, E.

A Spode dinner-service was among the handsome presents o Madame Melba's son on the occasion of his wedding a ortnight ago.

Mr. C. E. Snowdon, of the firm of C. E. Snowdon & Co., Bridge Potteries, Sunderland, died on December 17, at he age of 59 years.

Hoskin's China and Glass Stores are about to be removed rom 312, Green-street, Upton Park, to No. 297 in the ame thoroughfare.

The Crown Pottery Co., in consequence of the expiration of lease announce their intention of shortly vacating the)remises, 13, Lavender-Hill, Battersea, S.W.

Mr. H. J Cyples, agent in Great Britain for Dr. Möckel,)otters' colour manufacturer, of Zwickau, Silesia, Germany, has removed to Longton Colour Works, Normacot oad, Longton.

The late Mr. D. H. Lockhart, earthenware manufacturer, Victoria Pottery, Pollokshaws, Glasgow, left estate valued at £1,539 2s. 2d.

Ridgways, Bedford Works, Stoke-on-Trent, have appointed Mr. B. H. A. Ridgway their London agent in succession to Mr. J. B. Rowley, who has just retired. The firm's showrooms remain at 17, Thavies-inn, E.C.

Mr. Thomas Overs, aged 59, formerly a china dealer, lately living in Earlham-road, Wood-green, died on November 17, at the Royal Free Hospital, Gray's Inn-road, from injuries received as the result of being knocked down by a van.

Mr. F. J. Bennett, Gamage's Buildings, Holborn, E.C., has been appointed London agent for Richard Wassell & Son, Coalbournbrook Glass Works, Stourbridge. Mr. Bennett is showing samples of the firm's goods at his show-rooms.

Fenwick, Maltby & Co., Ltd.—Registered capital, £7,500, in £1 shares. Objects, to carry on the business of manufacturers of and dealers in furniture, china, stoneware, earthenware, glass, &c. Registered office, Old Priory, The Minories, Birmingham.

British Mosaic Art Co., Ltd.—Registered capital, £1,000 in £1 shares. Objects, to acquire, for 500 fully paid shares, the business carried on by H. H. Goulding, at 34, Emerald-street, Holbo n, W.C., as the British Mosaic Art Co. Registered office, 34, Emerald-st., Theobald's-road, W.C.

British Machine Bottle Co., Ltd.—Registered capital, £40,000, in £1 shares. Objects, to carry on the business of bottle makers, manufacturers of bottle-making machinery, sand and iron merchants, &c., and to adopt an agreement with the Commercial Investment Corporation, Ltd. Registered office, 33, Old Broad-street E.C.

Mr. John Ringrose, of the china rooms, Market-place, Richmond, Yorks, was re-elected to the Council at the last election, after three years' service. Mr. Ringrose was at the top of the poll, a position of unusual distinction, as there were eight candidates for the four seats. It is many years since there were so many competitors.

Davison & Son.—Registered capital, £15,000 in £1 shares. Objects, to acquire the business carried on by John Davison and J. A. B. Davison, at Bleak Hill Works, Burslem, as "Davison & Son," and to carry on the business of manufacturers and decorators of and dealers in china, porcelain, earthenware, stoneware, terra-cotta, Parian marble, &c.

Bottle Works Fire at Barnsley.—A fire took place at the Oaks Glass Bott e Works, Hoyle Mill, Barnsley, belonging to Dobson & Nall, Ltd., on December 4. The outbreak was caused by the bursting of a metal tank in a furnace. The heat from the molten metal set fire to some portion of the woodwork, and the roof became ignited. The damage was extensive.

Sale of Della Robbia Pot'ery.—During December there was sold by auction the whole collection of vases and pottery belonging to the Del'a Robbia Pottery and Marble Co. produced at the factory in Birkenhead, which has been closed. Bidding was generally keen, and good prices were realised. London buyers were well represented, and made several purchases.

Art Students' Progress.—On December 22 there was opened at the Wedgwood Institute an exhibition of the work of students of the art classes. The application of designs to pottery was a prominent feature of the exhibits, and it is satisfactory to find that considerable progress has been made in this branch of study. The exhibition remained open all the week.

Unmanufactured Clay to the weight of 44,932 tons, and valued at £48,775, was exported from the United Kingdom during November, 1906. The figures are above those for November, 1904, but below those for November, 1905. For the eleven months ending November 30, 1906, the exports are greater, both in quantity and value, than those of the corresponding period of 1904 or 1905.

The Will of Mr. William Wilkinson, of Station-road, Swinton, Manchester, glass bottle manufacturer, has been proved. He left £500 to the trustees of the Montagu Hospital, Mexborough, and £250 to the vicar and churchwardens of St. Michael's Church, Swinton, to maintain and repair the church. The gross value of the estate is £31,171, and the net value of the personal estate £22,232.

Pearl Pottery Co., Ltd.—Registered capital, £10 000, in £1 shares. Objects, to acquire the business carried on by G. Allen, J. Boulton, and S Hawthorn at the Pearl Pottery, Brook street, Hanley as the Pearl Pottery Company, and to carry on the business of manufacturers of earthenware, porcelain, china, and articles made from marl, clay, or earth, &c Registered office, Pearl Pottery, Brook-street, Hanley, Staffs.

New Laws.—On December 21 the Royal Assent was given to a number of Acts of Parliament. Amongst those relating to trade and commerce were the following:—Marine Insurance, Trade Disputes, Merchant Shipping Acts, Census of Production, Workmen's Compensation, and Notice of Accidents. The Prevention of Corruption Act, which received the Royal Assent on August 4, comes into operation to-day, January 1.

Ovenman Fatally Burnt.—On December 19, W. Bennion. aged 30, died in the Haywood Hospital, Burslem from the effects of burns received at Wood & Son's, Trent Pottery. He was engaged in drawing an oven, when a paraffin lamp which he was using exploded. His clothing became ignited, and he sustained terrible injuries before the flames could be extinguished. He was removed to the hospital, and died from shock caused by the accident.

Trade Mark Piracy.—At a meeting of the Birmingham Chamber of Commerce on Wednesday there was a dis-

cussion on the pirating by foreign countries of English trade marks. Mr. E. Parkes, M.P., stated that the practice was carried on to an extraordinary extent almost all over the world. It was decided to join the Sheffield Chamber of Commerce in an appeal to the Government to stamp out the practice.

Sale of Chinese Porcelain.—At Christie's, on December 14, some remarkable prices were realised for some fine old Chinese porcelain. A pair of old Chinese porcelain vases, of square shape, were sold for 3,700 guineas ; a pair of old Chinese porcelain beakers, with ruby coloured ground, of the Yung Chin period, 3,100 guineas ; a pair of mandarin jars and covers, 1,650 guineas ; a Chelsea dessert service, with a number of additional dishes, were sold for 1,450 guincas.

Exhaust Ventilation in Factories.—Exhaust ventilation for the removal of injurious dust and fumes is expressly required by Home Office regulations and special rules in several dangerous trades. The Chief Inspector of Factories notifies that "while great advances have been made in this direction in recent years, it is often found that, owing to misapprehension of the conditions ineffective installations have been provided at considerable cost. He has therefore published in book form for the information of manufacturers a number of examples of well-planned installations, which in practice have secured the desired results.

Proposed Technical Institute.—We mentioned last month the recommendation to establish a Mining and Pottery Institute for Staffordshire. A private meeting was held on December 6 at the instance of the County Council, to decide what steps should be taken to give effect to the recommendation. Mr. Graham Balfour, the County Director of Education, accompanied the County Council delegates. Hanley was represented by Alderman Coates, Mr. T. W. Bratton, and Mr. William Hampton. The Mining Institute, the Joint Association of Pottery Manufacturers, and the N.S. Chamber of Commerce were also represented.

The Potteries Cripples' Guild.—The Duchess of Sutherland has done no greater service to poor suffering humanity than she accomplished by founding, and encouraging, this Guild. Through her kindness an exhibition and sale of ornamental and useful articles manufactured by the poor cripples has been held at Stafford House, her Grace's London residence. The exhibits included objects in wrought metal and artificial flowers, and there were some striking productions in both. The workers have been remarkably successful with ornamental wrought fittings for electric lighting arrangements. The object of the exhibition was to introduce the Guild and its work to buyers who might hereafter send orders direct to Hanley, rather than to effect present sales. But happily both ends were gained, and we congratulate the Duchess on the success of her philanthropic labours.

Bankruptcy Law Amendment.—The directors of the Wholesale Traders' Association of the Hardware and Allied Trades have been considering the terms of reference to the Committee on Bankruptcy appointed by the Board of Trade, and have forwarded to the Committee a large number of suggestions bearing on the amendment of the bankruptcy laws. The Board have suggested the following alterations :—"That within twelve months following the adjudication every bankrupt shall appear before the Court to apply for his discharge, and that the Court shall have power to inflict the punishment applicable to the offence if amongst other things—(a) He has obtained credit to the extent of £500 without having kept a cash-book containing particulars of his receipts and payments ; or (b) he has brought on or contributed to his bankruptcy by rash and hazardous speculation, extravagance, gambling, or culpable neglect of his business affairs ; or (c) that within three months prior to his bankruptcy he has given a fraudulent preference."

Old Chinese Porcelain.—Considering the recent experiments of leading experts to reproduce some, at least, of the marvellous coloured effects in which the ancient Chinese excelled, and the interesting results obtained the exhibition at the gallery of Mr. T. J. Larkin, in New Bond-street, W., is of unusual interest. The potter, the chemist, the artist, and the collector, will each find much to instruct and interest him in the exhibition of the "Beurdeley Collection." The skilled pottery expert will doubtless see in the wealth of colour, the multiplicity of tones and the rich harmonies, additional subjects for his admiration and aims for his ambition. It is a remarkable collection, covering nearly a thousand years of the superlative art of the Chinese. Most of the Chinese porcelain with which we in this country are familiar is blue and white, and powdered blue. Those who wish to see the heights to which Chinese art attained almost before the birth of art in the West, should see this wonderful collection. We regret we have not space to refer to some of the exquisite productions in detail.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office in November was 64, as compared with 67 in October. There were 7 cases reported from the pottery trades in November, as compared with 9 cases reported in October. The one death from lead poisoning in November was connected with the white lead trade. The total number of cases reported from our trades in the eleven completed months of last year was 98, as compared with 79 in the same eleven months of 1905. There were 3 deaths in our trades in the eleven months of last year, and the same number of deaths in the same period of the previous year. From all industries, the total number of cases reported up to November 30 last year was 740, and there were 63 deaths. In the corresponding eleven months in 1905 the total of reported cases was 699, and the number of deaths 47. In view of the sensational statements and appeals, that are constantly made to the public about lead poisoning in the pottery trades, we may point out that while the total number of deaths from this cause in all industries in the first eleven months of 1906 was 63, house painting and plumbing was responsible for 32 of them.

Recent Company Liens Registered.—Eclipse Glass Works, Ltd.—An instrument of charge under the Land Transfer Acts, 1875 and 1897 (being collateral security to £2,000 debentures, already registered, dated August 24), charged on land comprised in an assignment, has been registered. ——Edgar Dobbs, Ltd. (China Dealers, Bristol).—Issue of a £100 6 per cent. debenture, part of a series created to secure £200, charged on the company's real and personal property, including uncalled capital. No previous issue of same series. Also issue of £600 6 per cent. debentures, part of series created to secure £1,000, charged on the company's lands, hereditaments, and other property, present and future, subject to above-mentioned debenture. No previous issue of same series. Cauldon (Brown-Westhead Moore & Co.), Ltd., earthenware manufacturers, Stoke-on-Trent.—Issue of £1,000 5 per cent. debentures, part of series created to secure £40,000, charged on copyhold canal wharf, land, offices, and earthenware factory at Cauldon-place, Stoke-on-Trent, copyhold land at Shelton, Newcastle-under-Lyme, and the company's undertaking and general assets, present and future, including uncalled capital, subject to mortgage on land at Cauldon-place aforesaid. Total amount previously issued of same series, £29,000.

Obituaries of Ladies are somewhat unusual in a trade journal like ours. Two ladies, however, have died recently, who were so closely associated with the Stourbridge

glass trade that it is becoming we should record their deaths here. Miss Martha H. Richardson, who died at her residence, Wordsley Hall, Stourbridge, on December 14, was the daughter of the late Mr. B. Richardson, known amongst his contemporaries as the "father" of the Stourbridge Glass Trade. The deceased was greatly respected by all those among whom she lived, and did much herself to foster the artistic glass-making in which her late father took such great interest and pride. She was an earnest supporter of the Wordsley School of Art and Technical Institute, and only a few months ago laid a memorial stone to commemorate the extension of the building. She did much useful work as a Poor Law Guardian, and was an especial friend to young girls. She was ever active in philanthropic and educational movements, and her loss will be a great one to the district. Another lady, Mrs. Jane Boulton, of Thornleigh, Old Swinford, Stourbridge, died suddenly on December 9. She was the widow of the late Mr. William Webb Boulton, late of Rudnam House, Wordsley, a member of the firm of Boulton & Mills, glass manufacturers, and who died about fifteen years ago. The deceased lady was seized with a heart attack, and died before medical aid arrived. Mrs. Boulton was sixty-eight years of age and leaves a daughter and three sons.

Tenders Accepted.—The Asylums Committee of the L.C.C. have accepted he tender of C. T. Maling & Sons at £331 5s. 9d. for the supply of earthenware (excluding lime juice jars) to Long-grove Asylum. They have further accepted the tender of Finney Bros. at £73 3s. 7d. for the supply of glassware to the same institution.——Bermondsey Borough Council have received the following tenders for glasses for watchmen's lanterns :—J. Clark & Son, Ltd., Blackfriars-road, S.E. (accepted) £3 12s. less 2½ per cent. ; J. Chater & Sons, St. Dunstan's-hill, E.C., £3 19s. 6d. net. For supplying the workhouse for three, six, or twelve months, from Christmas, with crockery ware for the Guardians of St. Giles-in-the-Fields and St. George, Bloomsbury — Mr. Huntsman, Upper-street, Islington. The L.C.C., on December 4, accepted the following tenders for the annual supply of glass bottles :—Eyre & Spottiswoode, Great New-street, E.C., 18s. per gross ; H. Poths & Co., 4–6, Bury-court, St. Mary Axe, E.C., 6s. 6d. per gross ; Kirkhams, Stoke-on-Trent, 4s. 4d. per gross, and 4s. 8d. per dozen nests.——Bermondsey Borough Council received the following tenders for street lamp glasses :—J. Chater & Sons, Ltd., 2, St. Dunstan's-hill, E.C., £15 10s. 7d. ; J. Clark & Son, Ltd., Blackfriars-road, S.E., £17 7s. 7d. ; Nicholls & Clarke, Ltd., 1—14, Blossom-street, Shoreditch, £18 8s. 1d. ; T. & W. Farmiloe, Ltd., Rochester-row, Westminster, £19 1s. For supply of earthenware and china to their several establishments from date of acceptance of tender to October 5, 1907, for the Guardians of St. Giles, Camberwell :—Mr. W. Huntsman, 41, Upper-street, Islington, N.

A Proposed Railway Combine.—A railway companies' project of interest to parties who have to despatch goods, inland, from the Liverpool docks, has occupied attention in the Liverpool district, and in the northern and midland counties, through the present week. For some years past it has been evident to those who have studied such matters, that an enormous amount of needless haulage, involving heavy cost, was being done by railway companies who have been competitors for the carriage of freight-inland from Liverpool. The different railway companies have canvassed feverishly to obtain this carrying business. The results of the working have been, that many "light" trains have had to be sent inland, and a large amount of unprofitable haulage has been done. Some three months ago an experimental scheme was adopted by the railway companies concerned, with a view to putting an end to this waste of energy and resources. The scheme appears to have so far met expectations that it is to be continued for twelve months from the time of starting, which will be until the end of September, the period being still regarded as one of experiment. The main principles of the scheme are, a pooling of all receipts from fr ight of specified descriptions sent inland from Liverpool, and an apportionment of the revenue periodically, through the Railway Clearing House ; the receipts of each of the companies who are parties to the scheme, from freight carried inland from Liverpool through the last two years, being taken as the basis of apportionment. The main purpose of the scheme is to save haulage and its attendant expenses. This will be done by collecting tonnage from over the Liverpool dock system, and making up full and heavy trains to be despatched inland. By this procedure a large diminution in the number of trains despatched will, it is believed, be effected. Eight railway companies are parties to the arrangement, viz., the London and North-Western, Lancashire and Yorkshire, Cheshire Lines' Committee, Great Western, Great Central and Midland Joint, Great Central, Midland, and Great Northern. The project is a "combine" of the most perfect and obvious kind, but no suggestion of any advance of rates to traders has been made or hinted at by the companies. Nor, indeed, is it thought that any such suggestion will be made in connection with this present scheme, as it is believed that a substantial saving in working expenses will be effected, though, unfortunately, at the expense, in part, of labour. The reduction in the number of trains run, must, it is said, mean the displacement of servants of the companies who have been engaged in working the traffic. This is viewed as the most unfavourable feature of the scheme, and as a regrettable one. It is seen that there are large and interesting possibilities in the scheme. Should it work satisfactorily, what, it is asked, will be the next move on similar lines ? The scope for the application of the principle which has been adopted in connection with the Liverpool inland carrying business is seen to be enormous. The vision of a general railway "combine" for working the principal trade areas of the country already looms up, as the herald of a development quite feasible of attainment. The main interest of the Liverpool inland scheme lies in these possibilities of larger applications. The working of the present scheme will, accordingly, be followed closely, and with eager anticipation.

The Shop Hours Act in Camberwell.—At the meeting of Camberwell Borough Council, on December 12, the General Purposes Committee presented a report stating that on October 3 the committee of the late Council submitted particulars of a deputation of shopkeepers who waited upon them, and handed in petitions requesting that the Closing Order made in May, 1906, for their respective trades should be revoked. On October 17 a further deputation waited upon the committee of the late Council, representing the ironmongers of the borough, and requesting that the order should be continued and enforced. The Town Clerk reported that he had taken steps to verify the signatures to the petitions, and had also issued voting papers. With reference to the tradesmen who had signed the petitions for the revocation of the respective orders (upon canvass), in practically every instance the signatories are still desirous of the order being revoked. With regard to the signatories of the ironmongers' petition, it had been ascertained that only 5 registered ironmongers had signed. The owner of one shop which was not in the borough had signed the petition, and 28 who had also signed the china and glass dealers' petition had signed. A number of oilmen had signed, and the remaining signatories carried on mixed businesses but sold hardware. It would thus

be seen that in some cases the vote was given as for a subsidiary trade. It was difficult under the Act and the orders made thereunder by the Home Secretary to ascertain what rule should govern such voting, but Lord Avebury, who was responsible for conducting the Act through Parliament, had recently expressed the following opinion : "In taking into consideration the question of the revocation, as I understand, the Local Authority need only consider the bona fide members of the trade. For instance, though a grocer might not sell ironmongery during hours in which ironmongers were closed, yet the mere sale of a few spades or shovels would not make him an ironmonger." The following was the voting of the ironmongers and china and glass dealers upon the register of shops which the Act requires shall be kept by the Council, and of which notice was given to each shopkeeper concerned both by circular letter and public notice, inviting inspection or representation as to any matter in regard thereto, which in his opinion ought to be rectified :—Number registered, 48 ; against revocation, 18 ; for revocation, 22 ; voting papers not returned, 5 ; voting papers returned undelivered by Post Office, 3 ; majority in favour of revocation, 4. The Town Clerk in conclusion said that it would be for the Council to decide whether it was satisfied "that the occupiers of a majority of any class of shops to which a Closing Order applies are opposed to a continuance of the order, and if so satisfied, to apply to the Central Authority to revoke the order. The committee, in continuance of their report, stated that Councillor Ford, representing the Camberwell Traders' Association, attended their meeting in support of the petitions for the revocation of the order. Having carefully considered the matter, and having regard to all the circumstances, they were not, however, satisfied that an application for the revocation of an order which so recently came into force should be made to the Central Authority. They recommended that the petitioners be so informed. A deputation from the Camberwell Traders' Association was received in respect to the matter. Mr. Morgan, who acted as spokesman, said they did not ask a favour, but only that the Act be carried out. It provided that on a requisition of two-thirds of any class of shopkeepers to be affected, the Council "may" move to put the Act in force, and that on a bare majority the Council "shal" move to bring about a revocation of the order. Trade was being driven out of the borough. It was not the big but the little shops which were feeling the pinch, and the order was not benefiting the assistants, because they were being kept at work after premises were shut The only thing which would benefit the assistants would be to pass an Act limiting the hours of labour per week. Replying to questions, Mr. Morgan said none of the members of the deputation kept their premises open the number of hours per week allowed by the order, but as Englishmen they claimed the right to carry on their businesses in their own way. A memo. had been sent out stating that the order would not be enforced during December, but this, he argued, was illegal. Alderman Somerville, chairman of the committee, said while he was opposed to the Act he thought that the order should be given a fair trial. There was a suspicion that applicants for revocation had been manufactured. Mr. Morgan said, on the Town Clerk's own report there was a majority of 4 ironmongers and china and glass dealers for revocation. Councillor Ford said the real majority was 30 ironmongers and 25 china and glass dealers. Upon a show of hands, the committee's recommendation was negatived by a large majority, and an amendment was carried instructing the Town Clerk to make application to the Central Authority for the revocation of the order.

When business is quiet and orders are rare,
By wise advertising make sure of your share.

THE STORY OF THE WILLOW-PATTERN PLATE.

AS we are frequently receiving inquiries concerning the story supposed to be told by the common Willow-pattern Plate, we reproduce the legend in full, from a translation by Dr. Browning, published some years ago in the form of an advertising booklet by Mr. George Fox, glass and china merchant, Leicester. After some words of introduction the writer says :—Our present manufactures have far outstripped in beauty of materials the pottery of the old Chinese specimens, but fashion still gives a preference to Chinese patterns and forms. A remarkable instance of this prefcrence is to be found in the fact that the sale of the old "Willow-pattern," exceeds that of all others. The name is derived from the figure of the tree which occupies the centre of the plate and which is intended to represent a willow in the spring which unfolds its blossom before the leaves appear. Who is there, since the earliest dawn of intelligent perception, who has not inquisitively contemplated the mysterious figures on the Willow-pattern Plate ? Who, in childish curiosity, has not wondered what those three persons in dim blue outline did upon that bridge ; whence they came, and whither they were flying ? What does the boatman without oars on that white stream ? Who people the houses in that charmed island ? or why do those disproportionate doves for ever kiss each other as if intensively joyful over some good deed done ? Who is there through whose mind such thoughts as these have not passed as he found his eye resting on the Willow-pattern Plates when they lay on the dinner table, or brightly glittered on the cottage plate-rail ?



The old Willow-pattern Plate ! by every association, in spite of its want of artistic beauty—it is dear to us ! It is mingled with our earliest recollections ; it is like the picture of an old friend and companion whose portrait we see everywhere, but of whose likeness we never grow weary. Unchanged are its charms, whether we view it as a flat oval dish—rounded into a cheese-plate—hollowed out into a soup-tureen, or contorted into the shape of a ladle ; still, in every change and form are the three blue people rushing over the bridge ; still the boatman sits listless on the stream, and the doves are constantly kissing and fluttering in great glorification at the result. What it is about we will, presently, inform the reader, if he will provide himself with an orthodox plate, and go with us through the following history, which is said to be to the Chinese, what our "Jack the Giant Killer," or "Robinson Crusoe" is to us. It is

The Story of the Willow-Pattern Plate.

On the right hand side is seen a Chinese house of unusual extent and magnificence. The wealth and resources of the owner are indicated by it being of two stories in height, a most rare thing in China—by the existence of out-buildings at the back (to the right), and by the large and rare trees which are growing upon all sides of the main building.

(*To be continued.*)

Parliamentary Notes.

British Exhibits at Milan.—In view of the dissatisfaction expressed by British manufacturers exhibiting at the Milan Exhibition, particularly in the Applied Arts Section, Mr. J. C. Wedgwood, on December 4, asked the President of the Board of Trade who was responsible for the bad arrangements of the British exhibits ; who was responsible for the status of the firms exhibiting, and whether he would consider how the British department of future international exhibitions might be better organised. Mr. Lloyd George, in reply, said the British section of the Milan Exhibition was organised by an unofficial commission composed of members of British Chambers of Commerce and other bodies connected with trade and industry. The commission was formed mainly under the auspices of the London Chamber of Commerce. A Departmental Committee was sitting to consider questions affecting the participation of this country in international exhibitions.

The Workmen's Compensation Bill.—In the House of Commons, on December 5, the consideration of the report on the Workmen's Compensation Bill was resumed. On Clause 8 ("application of Act to industrial diseases") Mr. Barnes moved to associate "any duly qualified medical practitioner" with "the certifying surgeon appointed under the Factory and Workshop Act, 1901, for the district in which a workman is employed," in the duty of certifying whether a workman was suffering from a disease mentioned in the third schedule of the Bill. He said there was not the confidence among workmen that they might wish in the certifying surgeon, and they wished to have the alternative embodied in the amendment open to them. It was felt that the proposal of the Bill was not as fair to the men as to the employers. Mr. J. Ward, in seconding the amendment, mentioned, as an additional reason in its favour, that the certifying surgeon was scarcely so qualified to judge of the workman's condition as the doctor who had been in regular attendance on him and was acquainted with the general conditions of his life and health. The amendment, after discussion, was by leave withdrawn. Mr. Masterman moved to amend Clause 8 so as to provide that, instead of compensation for industrial disease applying to certain limited specified trades and processes, compensation would apply to any disease which was incidental to the nature of the employment in which a workman was engaged, and which he could demonstrate was due to the nature of that employment. Sir C. Dilke said the amendment was moved at this stage with the desire to see at the earliest point how far the Government were prepared to go to meet the strong and legitimate feeling which existed upon this matter. The Government schedule was absurdly narrow, and contented nobody. Lead poisoning was not the widest-spread disease in the pottery industry ; potters' rot was caused by leadless dust, and was prevalent, and yet was not included in the schedule. Mr. J. C. Wedgwood said it was not clear yet whether the onus of proof was to rest on the employer or on the employee. They ought to know what alterations were going to be made in the second clause. If an alteration was going to be made so that the onus of proof that the disease was incidental to the nature of the employment was to rest on the workman instead of on the employer as at present, they, for the Potteries, would resist it to the end. They wanted to get as many trades as possible included in this schedule. There was no question so important to the working classes of the country as that sickness should be insured against, and that they should receive compensation similarly to the sickness insurance in Germany ; but the way to get that was not by this amendment, which would lead to endless litigation. Mr. Gladstone moved an amendment to Clause 8 providing that where, after inquiry held on the application of any employers or workmen engaged in any industry to which the section applied it appeared that one or more mutual trade insurance schemes for insuring against the risks under the section had been established for the industry, and that a majority of the employers engaged in that industry were insured against such risks in one or other of such schemes, the Secretary of State might by Provisional Order require all employers in that industry to insure in the scheme upon the terms and conditions and exceptions set forth in the Order. He explained that the amendment took the place of one which was carried rather unexpectedly in the Grand Committee. Mr. J. Ward, supporting the amendment, spoke of the good results which had followed the establishment of a mutual insurance scheme in the Potteries, not only in rendering the payment of compensation more certain, but in reducing the number of cases of lead poisoning. In the course of the debate Mr. J. C. Wedgwood said the Bill introduced a new principle into compensation. It allowed a man to claim from his employer, and that employer to claim back from a previous employer, who would also claim from the employer in whose service a disease was originally caused. The disease was thus charged against the whole industry. There was no question of establishing by a great expenditure on legal processes where the disease was exactly caused. The whole of Clause 8 was based upon an experiment carried out in the pottery trade during the last five years. The special rules introduced as the result of Lord James's arbitration had resulted in compensation of lead poisoning in the pottery trade and special regulations with a consequent very serious reduction in the cases of lead poisoning. In 1899 there were 243 cases, but by last year the number had fallen to 68. That showed very substantial progress, and that the mutual insurance schemes greatly reduced the cases coming upon them. A director of one of these societies the other day described the scheme as a "collective insurance scheme." That was what it was. The workman did not come in at all. Every employer by law was compelled to pay a certain proportion of wages into a common fund, and that common fund was either put aside or paid out as compensation. Thus it afforded another example of compulsory insurance, though, instead of being a national affair it was a trade affair. It was the seed of the German system, which he was so anxious to see extended all over this country. His chief desire in supporting the inclusion of this clause in the Bill was to afford a model which might later receive much wider application. The amendment proposed by Mr. Gladstone was ultimately agreed to.

CHINA PRICES ADVANCED.

THERE was a meeting of the English China Manufacturers' Association at Longton, on December 19, Mr. E. Brain in the chair. The proposal to advance the selling price of china was discussed. The press were not admitted, but we learn that it was finally considered necessary that an advance should be made. The Association decided that members of the trade should be apprised by circular of an advance of at least 5 per cent. on current rates. We gather that it was not agreed that the advance should be made in a uniform way. On a previous occasion manufacturers added 5 per cent. on the value of goods at the foot of invoice. The advance, however, may be made by increasing the selling price and leaving discounts as they are, or by reducing the rate of discount and retaining present prices. The annual dinner of the English China Manufacturers' Association will take place next week.

RETAIL TRADE CONDITIONS.

(BY ONE OF OUR STAFF.)

(*Continued from page* 1409.)

IN pursuance of the plan we have adopted of dealing with the list of questions submitted to members of the retail trade in every part of the Kingdom, we shall now give selections from the answers we have received to questions 5, 6, 7, and 8. Those questions were :—

5. "Could you do more trade with British manufacturers if they adopted the system of foreign makers, and quoted prices to include free package and free delivery ?"
6. "Do foreign manufacturers or their agents give you the same credit facilities as British manufacturers ?"
7. "Are 'stores,' or shopkeepers in other trades who now stock pottery and glass, much in evidence in your district ?"
8. "Is it possible for the exclusive dealer in pottery and glass to still hold his own against these distributors ?"

The answers to these questions are very much longer than the replies to the first four. We shall, however, adhere to our plan of giving as many replies as possible in our correspondents' own words. We may not, in every case, give the answer to the questions in full, but we shall always give the full meaning, and in the words used.

The following is a selection from the large number of answers we have received to the above four questions. For the purpose of reference (if need be) we shall give a consecutive number to the remainder of the replies, instead of using an alphabetical index, as we did in the first sections. The reason for this will be apparent : there are not enough letters for our purpose.

1. "Yes. There is room for very great improvement. The exorbitant prices charged for small packages is all against our home trade. We get equal credit facilities. Stores, &c., do not not interfere with us to a great extent. We think an exclusive dealer in pottery and glass can hold his own, if he understands his business and keeps moving with the times."
2. "We think certainly. Yes. Anything that makes it easier for the purchaser to buy helps trade. We have always thought the china makers' policy out of date. The foreigners' cash discounts are lower. The drapery houses tend constantly to reduce the standard of trade, and to encourage cheap foreign purchases. It is difficult for a china dealer to hold his own against these."
3. "Yes. We should then not have so much worry. Foreigners give us greater facilities and are far more gentlemanly to deal with. Stores and shops are very much in evidence here. In a population of 9,000, 27 shops stock our wares, of some description. Some stock heavily. Yes, with energy. I have built up my business in face of great competition, and at the beginning I was a stranger to the town. I am the only legitimate dealer here."
4. "Unless there was some reduction in charges I cannot see much advantage. As things are I would rather have the price of package, &c., separate, as you then know the extent of the evil. Same credit facilities. I think dealers in pottery and glass can hold their own if they pay close attention to buying."
5. "Most decidedly. The package question is the most prominent trouble we have to contend with ; in fact, if the package question was settled in a satisfactory way the turnover in British china would regain itself considerably. Of this I am positive. The treatment of British manufacturers in the matter of accounts is decidedly ahead of the foreigners. Apparently 'stores' are the coming merchants. The exclusive dealer cannot hold his own against them if he depends entirely on his results."
6. "No. They would not, and do not, give as good settlement discounts. Other trades stocking pottery and glass affect us more than the 'stores' in this district. Yes ; a dealer can hold his own largely in populous places."
7. "I do not think this would make any material difference. In the majority of cases foreign manufacturers do not give the same credit facilities as British manufacturers. It becomes a more difficult matter every year for a dealer to hold his own."
8. "Undoubtedly. The system of making a profit (admittedly) on packing charges is a great hindrance to home trade. With a few exceptions foreigners allow a smaller discount. Yes ; there are five fairly large firms in other trades stocking our goods. It is difficult—but possible—to hold one's own here, though expansion seems impossible.
9. "Most assuredly. My house abroad, and heaps of others, have neither time nor inclination to worry over the absurd methods, accounts, &c., employed by British makers. For instance, earthenware, 1 doz. cups = 18, and 1 doz. plates = 12, &c., &c. Foreigners, as a rule, give better terms. Stores are very much in evidence. I am afraid if exclusive dealers do not put their heads together to protect their interests they will before long be wiped out altogether, especially the smaller ones in large towns."
10. "It would be much better for the trade if the British manufacturers adopted some of the systems of the foreigners. For instance, packing different pattern sets in different coloured paper ; packing in smaller packages instead of cumbersome crates ; and charging more reasonable prices for packages and straw. The best foreign houses and the best English houses give about the same credit. If a dealer keeps his stock up-to-date, advertises judiciously, and is satisfied with fair, not exorbitant profits, he can hold his own."
11. "We have always been of opinion that crates, straw and packing charges were a great drawback to the British manufacturer. We cannot, however, say that if these were withdrawn it would go all the way to increase our trade with British manufacturers —something more is wanted. The difference in credit terms is not worth considering. Yes ; here we have 'stores' and drapers stocking our goods. The British maker might help us if he would, but he shuts his eyes to future business and takes the draper's *present* order. Have manufacturers in any other industry descended so low ? We believe it is possible for dealers still to hold their own if potters would help us by not supplying the drapers and others with 'seconds.' These stores, &c., sell seconds against our bests, and, of course, we suffer in the comparison of prices. The manufacturer does not see that he is cutting his own throat."
12. "Undoubtedly, because English made goods do get preference where price and appearance of the articles are the same. Usually the same credit facilities. Other trades stocking our goods are far too numerous, much to the detriment of the trade.

It is now not possible for the exclusive dealer in pottery and glass to hold his own against them.

13. "As regards pottery I do not think we could, although it would certainly be a great inducement to do more with English firms whenever possible, for under the present system it is most difficult to get at the actual cost of many lines from the Potteries. We wish the English firms would come into line with the foreigners in this respect. As regards blown glass, we already mostly get packages free and free delivery, and yet in the selling lines, as a rule, the English are not in it. Credit facilities are about the same. We have 'stores' here, but if the dealer thoroughly understands his trade it is possible for him to hold his own against them."

14. "Free packages and free delivery would be a great convenience, and could be adopted by British makers if they were so inclined. But competition between foreign and British goods is so keen, and the difference in prices so great, that delivery and package charges do not account for it all. Foreigners' terms are quite equal, and often better. 'Yes' to question 8."

15. "Yes, unless they materially increase their prices to cover this. Compared with similar foreign goods, most English potteries would not stand that. Foreigners do not give quite such good terms. 'Stores' gen rally keep a commoner stock than I do. It is now very difficult in some districts for the exclusive dealer to hold his own."

16. "I think 'Yes,' having always thought all prices should include free packages. I could never understand why some firms charge, say, 4s. for a crate and straw, while another charges 11s. and 12s. for the same size crate. I have experienced this. Terms of credit are about the same. Many dealers in other trades stock our goods. The exclusive glass and china dealer cannot hold his own against these, while there are travellers who call on any little fancy shops soliciting orders, and sending them the same class of articles the dealer buys, but calling them by different names."

17. "Yes, provided they supplied a cheap article as good in appearance as the foreign. There are several stores in the town, and shopkeepers in other trades stock our goods; but we have been established fifty years and still manage to hold our own, although the returns are diminished owing to this competition."

18. "Yes, in certain grades of goods, but not generally under present conditions. We pay promptly; terms depend on firms dealt with. We have competition from stores and dealers in other trades. If the exclusive dealer will look after matchings and odds and ends that stores do not stock—undertaking hiring and repairing—he can keep his connection together."

19. "No. It would make little or no difference. We could get better credit if we wanted it from English firms than from foreign. Every little shop and every description of shop seems to go in for pottery. Our answer to No. 8 is 'No.'"

20. "Most certainly. In some cases we get better terms from foreigners. There are many shopkeepers here in other trades who do a lot of harm to the china trade, but London stores are our greatest competitors. Most certainly the exclusive dealer in pottery and glass could hold his own if the English manufacturers would supply the trade only, but they go anywhere for an order. That is to say, the second-rate manufacturers do." [This correspondent is 190 miles from London.—EDS. P. G.]

21. "(5) Yes, without the slightest doubt. (6) Yes, quite as much, and more if they know their customer. (7) Yes, very much. (8) I should say 'Yes,' to a man who knows his business."

22. "Certainly, providing the English makers do not put an excessive profit on the goods to cover these changes in procedure. It is a subject that is constantly being driven home, especially in china and earthenware 'stores,' and shopkeepers in other trades who sell pottery and glass are ruining the legitimate trade. They make a lead of our goods to sell their own, especially the 6½d. bazaars. It is through these competitions that the legitimate trader has to buy foreign goods more than he otherwise would. The exclusive pottery and glass dealer cannot contend against these unless he is supported by the manufacturers and by trade combination. Then, I think, much could be done to improve the exclusive dealer's position. Otherwise he would have to go in for 'seconds' and cheap rubbish, to the detriment of his better-class trade. He would thus help to degenerate the taste of the public, and stop enterprise in producing superior articles."

23. "Most decidedly; or if they charged packages and packing at actual cost, and did not try to make a profit out of them. There is very little difference in terms of credit, but British as a rule are a little better. Stores and shopkeepers in other trades stock pottery and glass to a considerable extent, but we still manage to hold our own by keeping thoroughly up to date with all the newest ranges of goods. It is possible for the exclusive dealer in pottery and glass to hold his own. If manufacturers of any standing supply drapers or stores here, we cut them off as far as we can, if not entirely."

24. "Manufacturers will have to make very drastic alterations in their manner and methods of business if they are ever to recover their former preponderance of trade. I find foreign manufacturers more reasonable in the matter of terms. Shopkeepers in other trades stock our goods to such an extent that an exclusively china and glass dealer can only maintain his trade under exceptional conditions. As, for instance, having someone always in the Pottery district, with facilities for buying and for getting quick delivery. He must also be able to get matchings quickly."

25. "Yes, a great deal more. English goods are coming down in price, and we could then easily compete with foreigners. The foreign cheap material is nothing near so good as the English. We do not always get the same credit facilities from foreign houses. 'Stores' and dealers in other trades are very much in evidence here, but they do not spoil the trade so much as the auction shops. These do a tremendous amount of harm to the English trade. They are what we call 'Staffordshire auctioneers.' We think if English houses destroyed the 'lump' and 'thirds' they now sell to auctioneers, decorated the 'seconds' quality with certain decorations, and then charged more for 'bests' to make up for loss of ump' and 'thirds,' we should do a much finer and higher class of trade."

26. "Other things being equal, no doubt we could. English discount is usually 2½ per cent. more for prompt cash than foreign houses. To No. 7, Yes, very much. In our town of 10,000 inhabitants there are thirty shops dabbling in pottery and glass,

besides the big stores firms who sell everything. But we think a regular dealer in pottery and glass can hold his own if he is smart.''

27. ''Yes, most certainly. As things are now we never know what the cost price of an English article really is. It is quoted, say, at 1s., but this may mean plus 5 per cent. or plus 20 per cent. for carriage and package, and packing. Yes, dealers in other trades do stock our goods, but an exclusive china and glass dealer may hold his own by being smart.''

28. ''This depends upon the addition made to cover packing and carriage. The system of free delivery would be an improvement. Foreigners give as good credit facilities as British makers when required. Yes, we have lots of drapers, furniture dealers, bazaars, stores, grocers, and others selling pottery and glass. We think an exclusive dealer in pottery and glass can hold his own if he knows how to buy, and can take his discounts for cash.''

(To be continued.)

POTTER'S ASTHMA AND THE WORKMEN'S COMPENSATION.

(BY A SPECIAL CORRESPONDENT.)

WHILE the Home Secretary is engaged in preparing a schedule to the Workmen's Compensation Bill, now passing through Parliament, the representatives of the work-people have seen fit to suggest that potters' asthma should be included in the scope of such schedule. A letter has also been addressed by them to Mr. Arthur P. Llewellyn, secretary to the Joint Association of Manufacturers, asking for a conference with the manufacturers on the subject. The manufacturors are thus confronted once again with the possibility of having to insure another considerable section of their work-people, and of having to introduce further medical inspection with its attendant expense and dislocation of business. And this, despite the fact that existing regulations—which experts hold to be ample, when properly observed, to prevent the occurrence of the disease—have already reached that limit at which legislation becomes irksome and constitutes a serious commercial handicap. With every desire to accord the views of the work-people the sympathy and attention they deserve, and while fully admitting that prior to the adoption of the remedial measures in force to-day, both as to the dust and to the lead, there did exist in the Potteries a considerable evil which has sinco been enormously diminished, the manufacturers cannot fail to regard the latest step of the operatives with the utmost regret. Because there are from 25,000 to 30,000 clay workers, which is three or four times the number of lead workers, it is assumed that potters' asthma is a much greater ill than lead poisoning, and this argument seems to be the main basis of the operatives' case.

The real question which will arise in this new controversy is not the question of how prevalent the disease is, or may have been. The Act of Parliament which is now in process of evolution has got to consider this main problem—whether the conditions under which the industry is conducted at the present time are such as will produce the disease, or are such that the disease may be produced in spite of those conditions. The most competent opinion maintains that the conditions now obtaining are not such as fulfil this description. It goes further. It asserts that, as ventilation is now enforced in the shops in which clay workers are employed, so long as the fans are kept in an efficient condition it is absolutely impossible for the work-people to contract potters' asthma, The suggestion that the disease can be acquired by simply walking occasionally through the potters' shop is ridiculous. If the ventilation of the shops, whether by fans or otherwise, is not efficient, that, surely, is a matter for the Inspector of Factories, who is rightly anxious to hear of any complaints employees may have to make on that score, and can deal with offending manufacturers according to the provisions of the Factory Acts.

All the evidence available—and the sum of it is not small—justifies manufacturers in insisting that the condition of the potters' shops at the present time is such that it is almost impossible to acquire potters' asthma. This being so, it follows that any Act of Parliament dealing with this disease that is put on the Statute Book must only deal with those cases acquired before existing regulations were put into force; in other words, it must be retrospective, and under these circumstances it will be exceedingly difficult to decide at what factories the workman has acquired the disease. It is quite common, as everyone in the Potteries knows, for a workman to pass from one factory to another; sometimes, even, he works alternate days at different potteries. At the present time potters' asthma is only found in people who have worked under the old conditions; it is never found in young people. Now the old people who had the complaint upon them before the existing rules came into operation have probably worked at many factories, and for many employers. Some of these may be dead, and some may be bankrupt. How, under these conditions, is compensation to be paid? It must also be remembered that potters' asthma is a disease which takes many years to acquire, and this being so, it would be almost impossible to make any scheme of compensation workable without a system of State insurance. State insurance would go a long way to settle all such difficulties, and one is glad to think that, in the near future, this reform seems likely to come.

Previous to the Coal Mines Regulation Act, miners' phthisis was as great a scourge among miners as potters' phthisis or asthma was among potters, but legislation, and legislation alone, has stamped this disease out, and, at the present time, miners' phthisis is practically an unknown disease. The Factory Acts and the Special Rules are doing the same for the potter.

Reference must be made to another point. As the members of the English Ceramic Society were told last month, potters' ''phthisis'' or ''asthma'' is in actual fact neither phthisis nor asthma. It is really fibrosis of the lungs caused by the chronic irritation of siliceous dust, whether of flint or clay. It is a disease which can be diagnosed from all other pulmonary diseases after the case has been watched and examined over a period of time. But we fear that if it were added to the schedule, other pulmonary diseases, such as bronchitis and tubercular disease—diseases to which both men and women are commonly subject—would, after a perfunctory examination, be mistaken for potters' asthma. Any potter who had a cough, no matter what the cause might be, could get a certificate to say that he was suffering from the effects of his work. It is easy under these circumstances to understand that an altogether unnecessary amount of litigation would arise from such cases, and manufacturers will strongly maintain that there is no ground whatever for further burdening the industry by adding potters' asthma to the schedule of the Act.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS.)

NOW we are again on the threshold of a new year, wishing one another all the good things which it is customary to wish at such a season, we may congratulate ourselves that the year which lies behind has launched us into what would appear to be a spell of good trade. Although 1906 started badly, it has turned out to be a very good year for trade, and we commence Anno Domini 1907 with a confident anticipation that good trade will not desert us at any rate for some little time to come. Sales were well maintained in the china and earthenware factories of the North Staffordshire towns right up to the end of the preceding Christmas, and there is still plenty of work on hand to be dealt with after the resumption, which, in the majority of cases, has already taken place. The home trade has been at its best during the last few weeks. An exceptionally heavy demand for table ware, much of it of the very best class, was experienced from London and the provinces, the activity of the season's trade suggesting that money was generally getting in better circulation. Even in the sanitary trade some of the largest makers have been busy, and this although we are now almost in midwinter.

The foreign trade has continued to expand steadily during the past six months, and up to the end of November it had beaten all records for the last fifteen years. The total of British ware exported during last year to the end of November was £2,183,983, compared with £1,922,566 in the same period of 1905. The value of the imported ware placed upon the markets of the United Kingdom up to the end of November, 1906, was £768,345. In 1891 our exports (of British-made china and earthenware) were higher, reaching a total value of £2,373,690, but that figure represented the completed year, whereas £2,183,983 worth has been exported this year in the first eleven months only. When the figures for December come to be added it is quite possible that the 1891 export figures will be beaten, and that we shall have to go back further still to find a year when the exports exceeded those of the twelvemonth which has just closed. It is not easy to place one's hand on statistical abstracts in the Potteries, but after a lengthy search I discovered in one of the local libraries a Government return which gave tho figures relating

o the exports of British pottery since 1891. The figures, which nay be interesting for purposes of comparison, are as follows :—

Year.	Declared value of Exports of British-made ware.	Year.	Declared value of Exports of British-made ware.
1891	£2,373,690	1899	£2,041,876
1892	2,057,041	1900	2,038,009
1893	1,984,724	1901	1,992,797
1894	1,758,680	1902	1,899,599
1895	1,992,333	1903	2,175,988
1896	1,967,250	1904	2,106,324
1897	1,900,111	1905	2,098,223
1898	1,819,815	1906 (to end of Nov.)	2,183,983

No returns were available to carry the comparison back beyond 1891, which was unfortunate, because 1890 was the year of the McKinley tariff, and the figures immediately preceding those quoted must be most interesting. The year 1897 brought the Dingley tariff, and it is observable that the following year was one of the lowest on record for pottery exports. An analysis of the returns for the last few years shows that the Australian market has still to make up a good deal of leeway before its trade with North Staffordshire is as large as it was before the drought. A traveller recently returned from "down under," informed me that the quantity of cheap Germany ware being consumed by the Australians is now extremely large. In times of scarce money a considerable part of the population became accustomed to using the very cheapest grades of ware, and, he said, now that money was more plentiful they showed little disposition to go back to the use of more expensive pottery. Since 1900 the German and the French trade have diminished considerably, but the American trade, taken altogether, has increased. Thus we find that in the first eleven months of 1900 we exported pottery worth £548,670 to the United States, £57,183 to Brazil, £52,075 to the Argentine, and £127,793 to Canada, a total of £785,721 for these four American countries. Up to the end of November of this present year, however, we had sent £530,243 to the United States, £108,683 to Brazil, £166,067 to the Argentine, and £230,054 to Canada, a total of no less than £1,035,047, or an increase of almost exactly a quarter of a million during the period named. This is gratifying, especially as the heavy duty in the United States has caused our exports of pottery to that market to remain virtually stationary for a number of years. It is a credit to British houses that, in face of the competition of the world, they have been able to establish themselves so firmly in the South American Republics, and the expansion in our Canadian trade cannot but be viewed with delight. Further reference to the figures show that since 1900 the East Indian trade has made great headway ; so, too, has our trade with minor nations included under the head of "other countries." In the first eleven months of 1900 we sent £74,854 of ware to the British East Indies, as against £146,201 up to the end of November, 1906. "Other countries," in corresponding periods, took £420,049 and £513,407 respectively. The increase shown in the latter case is even larger than it looks, because in 1900 the figures relating to South Africa were not given separately, but were included under the head of "other countries," whereas the South African returns (amounting to well over £100,000 per annum) have been deducted from the general heading, and stated separately since 1905. Such figures as are available relating to South Africa show that our trade there is steadily going from bad to worse, the condition of the market at the present time being deplorable.

The most important news of the past month is undoubtedly the announcement that the workpeople engaged in the potting trade intend to agitate for the inclusion of potters' asthma in the list of trade diseases scheduled for compensation under the new Workmen's Compensation Bill. The matter is discussed elsewhere, and therefore allusion to it here is unnecessary. It may be said, however, that the manufacturers are inclined to take a very serious view of the situation, and the conference at which they have agreed to meet the representatives of the workers will be highly important. It will probably take place in about a fortnight. Of more interest to the retail trade is the increase in prices which has taken place during December. In my last notes I was able to announce that there was a movement on foot in the china trade for putting up prices, but doubt was expressed as to whether any such scheme would be carried through. Since then the circumstances of the case have changed a good deal. The price of manufacturing coal in the Potteries had, at that time, only increased 6d. per ton. But now the announcement is made that an additional 6d. will be charged as from January 1. Naturally, makers of potters' materials, such as lead, cobalt blue, borax, &c., &c., have had to charge more for their commodities in consequence of the larger charge exacted for fuel, and prospects point to an increase in other materials as well. Consequently it became necessary for the trade to take action. Several meetings of the English China Manufacturers' Association, the general home earthenware trade, and the jet and rockingham makers were held. The position was fully discussed at these meetings, and, as a result, I understand that an advance of 5 per cent. was recommended in the selling price of china, and of 8½ per cent. in that of earthenware. The advance may be put into effect by actually raising the price of the ware, by reducing the present rate of discount allowed by individual firms, or by adding 5 per cent., at the foot of the invoice to the former charges. If the full amount of the increase were charged and obtained throughout the trade, it would, of course, make an enormous difference in the turnover of the manufacturers. Someone, I see, has estimated that the 5 per cent. increase on china will make a difference of £25,000 per annum on the trade of Longton and Fenton alone. That estimate is probably quite within the mark. Estimating the sales at £5,900,000, an increase of 5 per cent. all round would represent no less than £295,000. Of course, in actual practice, nothing like that amount would be derived from the increase ; one may doubt, indeed, whether it would reach £100,000. That, however, is a pretty substantial sum, and Longton will be glad if it can get a quarter of it, for the undercutting in the china trade has, for a long time been woeful. The question now is, how long will the advance be loyally adhered to ?

Great efforts are being made by the trade union leaders in the Potteries to strengthen their organisations among the ranks of the operative potters. Not long ago a number of the existing potters' societies were amalgamated under the title of the "Potters' Union," the societies so combining including the hollow ware and sanitary pressers and all clay potters, the printers, transferrers, and female decorators, and the China Federation. Another conference was held at Hanley just before Christmas with the view of inducing the ovenmen, the electrical insulators, turners, and throwers, and the engravers to come into the Union. The meeting was convened by the General Federation of Trade Unions, the chairman of that body, Mr. Pete Curran, presiding. The Potters' Union and the other societies concerned were well representative, and a resolution was passed agreeing to the principle of amalgamation or federation in order that united action could be taken whenever industrial activity arises. The delegates were instructed to ascertain the opinion of their members on the point, and to report the result at a future meeting. The union has had an accession of 1,200 new members during the past year, but there are still far more potters outside the ranks of organised labour than there are inside. So long as capable and common-sense leaders remain at the head of affairs no disquietude need be felt as to the growing strength of the union. In the long run it will be better, probably, to be able for the masters to negotiate with one strong organisation than with a number of small ones of a not altogether representative character.

Not long ago a movement was inaugurated for federating the whole of the Potteries towns, and though at first there was reason to think it would be successful, jealousy manifested itself, and all the other towns dropped out until only Longton and Hanley remained faithful to the compact, so that the scheme ultimately fell through. Recently another scheme of semi-federation was inaugurated by Longton, the proposal being to amalgamate Stoke, Longton, and Fenton (which form the Parliamentary borough of Stoke), into one municipal borough. For some reason Hanley was not asked to join in this scheme, although the town was well known to be heart and soul in favour of amalgamation. Already Longton, Stoke, Hanley, and Fenton are amalgamated for parish purposes, and why they should not also be joined for municipal purposes it is difficult to see. When it was suddenly announced that Longton's arrangements were so far forward that a memorial was to be presented to the Local Government Board immediately, the Hanley Council called a hurried meeting and decided to apply to be allowed to join in the scheme. The result has been an outburst of invective against Hanley. There is a considerable feeling in the district that the federation of three towns, or even of four, is not the ideal which should be worked for. The real ideal should be the amalgamation of the whole of the towns. The Local Government Board inquiry will probably be held in January, and developments will be awaited with interest.

The irritation manifested at Hanley's action on the federation question seems to have been further fomented by a deputation which the county borough sent to London in order to ask the Postmaster-General to consider the advisability of making Hanley a head office for postal purposes. Stoke is, at present, the head office for the Potteries, and half the letters which come to Hanley are delayed in delivery unless, instead of being addressed to Hanley, they are addressed to Stoke. One half of Hanley is called Shelton, and people wishing to send letters or packages to this district must, to avoid delay, address them to "Stoke." An opposition deputation to the P.M.G. was at once arranged. It is said that a large number of earthenware factories and other firms in the Shelton district of Hanley have always had for their postal address "Stoke-on-Trent," and a change might cause them inconvenience. In view of the opposition which has been raised, it is hardly likely that any change will be made.

How exceedingly difficult it is for manufacturers to comply with all the special and other rules to which they are subject under the

Factory Acts, without having some little loophole through which they render themselves answerable to the law, has been unpleasantly brought home during the past month by an unusual number of prosecutions which have occurred in various parts of the district. A few of the cases may be mentioned. At Hanley, Johnson Bros., Ltd., were fined 30s. and costs for employing a young person later than the hour of employment specified in the notice affixed in the factory. A boy was found assisting the "placers," who, in defiance of instructions, permitted him to continue helping them after 6 p.m., when they ought to have sent him home and finished the work themselves. As the placers were the only workers engaged in the factory that night, it was urged, on behalf of the firm, that they were compelled to leave themselves in the placers' hands.——At Burslem, on December 11, Wood & Son, of New Wharf Pottery, were fined 20s. and costs for employing a girl for more than seven days without having obtained a medical certificate of fitness. They were also fined 30s. and costs for having failed to make complete entries in the register of young persons employed.——At the same Court, Davison & Son, of Bleak Hill Works, Cobridge, were fined £10 and costs for failing to provide and maintain sufficient suitable washing conveniences for operatives.—Miss Vines, the lady inspector, complained, in this case, that insufficient lavatory accommodation was provided for women employed in a new aerographing department, having regard to which it was not surprising to find an unsatisfactory health report of the aerographers and colour mixers.—On behalf of the firm it was stated that recent extensions had necessitated the employment of more hands, as the result of which the existing washing accommodation became insufficient, but the day following the visit of the inspector the matter was remedied.—In imposing the heavy fine mentioned, the Stipendiary said that if the people of North Staffordshire were to be free from lead poisoning, the first thing to be done was to insist upon the personal cleanliness of the workpeople, and this could not be done unless the employers made proper provision for the operatives.

At Hanley, the Stipendiary inflicted a fine of £3 and costs upon Pointon & Co., Ltd., manufacturers, Norfolk-street, Hanley, for employing a girl under 15 years of age in emptying china biscuit ware, contrary to Special Rule 5. It was the firm's first offence in 23 years, and it was stated, in explanation, that although emptying china biscuit ware was included in the Special Rules, it was not set out in the list of operations tabulated under Schedule "A" in the abstract. Consequently it had escaped notice.—The prosecution insisted on the importance of excluding young persons from this operation, as the china, when it came from the ovens, was more or less covered with a finely powdered flint dust, and in emptying the ware out of the baskets, the danger of inhaling the dust was great.——Charles Waine & Co., china manufacturers, of Sutherland-road, Longton, were summoned at Longton for contravening Special Rule 14, by allowing a saucer-making shop to be "cleansed" by a boy instead of by an adult male.—Miss Vines stated that she found a little boy lying flat on his chest on the floor of the shop, sweeping up dust and pieces of clay under the jollying bench with the head of a broom. "The boy was lying with his mouth almost touching the floor, in which position he would inhale the dust, and, as likely as not, sow the seeds of potters' rot or other chest diseases.—The firm denied that the boy was "cleansing" the floor, and contended that he was simply collecting scraps of clay which had not fallen into a box kept for their reception, with a view to taking the old clay to the slip house. A man was employed to do the cleansing of the workshop, and it was urged that the employers had taken every precaution to prevent any breach of the rules.—A fine of 20s. and costs was imposed. ——At Tunstall, the Henry Richards Tile Co., Ltd. (who were stated to employ the largest number of lead workers of any works in the Potteries), were fined £7 and costs for permitting a girl to work at the process of ware cleaning after the dipper, without being provided with efficient means for any glaze scraped off, which is not removed by fan or other efficient means, to fall into water, in contravention of Special Rule 10.—In several of the cases the evidence showed that the default was entirely due to neglect of duty by subordinates, but it is the masters who have to pay the piper for this neglect. If there were a few more prosecutions by masters against careless work-people for non-observance of the rules, the effect might be useful. But on the whole, having regard to the intricacies of the rules, and the huge number of work-people employed, it is a matter for wonderment that contraventions are not more numerous. Abundant evidence exists that the manufacturers, as a whole, are doing their utmost to carry out the rules not only in the letter, but the spirit too, so as to protect their work-people in every way possible.

No matter how stringent special rules may be, they can never prevent such unfortunate cases as the one which was disclosed at a Hanley inquest on December 21. The inquiry related to the death of a woman named Caulkin, who for 17 years had worked for Sherwin & Cotton. She had worked for eight years in the lead before going to this firm, having commenced when she was 14 years of age. That she had got the lead into her system at an early age was clear, for she was stated to have had drawing up of the arm before she was married, and, after marriage to have repeatedly suffered in a manner which went to show that she was afflicted with plumbism. This, of course, was before the elaborate precautions now taken for the prevention of lead poisoning were instituted. That the unfortunate woman knew of her affliction was plain—she had complained of it, had gone to a London hospital to be treated for it, had repeatedly spoken of the sweet taste in her mouth, &c. Yet, after marriage, although her husband was earning plenty to keep the house going, she continued to go to work, and since the periodical medical examination was instituted had never complained to the certifying surgeon. Even worse, it was stated that she had absolutely concealed the facts from the certifying surgeon, being afraid, it was said, of being stopped from work. The result was her premature death at the age of 39, from Bright's disease, caused by lead, and this was the verdict which the jury recorded. The chances are that such cases as these will continue to occur with people who were "leaded" before the new Special Rules came into operation and no possible legislation can guard against cases in which facts are purposely concealed from the surgeon; but as years go on, and the people who worked under the "bad old system" gradually diminish, the precautions now adopted justify us in hoping that plumbism will be almost unknown, and that there will be no fatal cases at all.

The deputation appointed by the North Staffordshire Chamber of Commerce to lay before the Board of Trade the grievances of the manufacturers of the Potteries respecting railway rates duly visited London on the afternoon of Wednesday, December 12, and performed their task. The deputation consisted of Mr. Cecil Wedgwood, Mr. John Ridgway, Mr. Percy Shelley, Mr. L. L. Grimwade, Mr. S. W. Wheatly and Mr. A. Sherwin. Representatives of the railway companies were also present. It is not anticipated that much result will accrue from this deputation, but it paves the way for the whole question to be taken, at a later stage, before the Railway and Canal Commissioners.

The annual luncheon of the North Staffordshire Chamber of Commerce was held at the North Stafford Hotel, Stoke, on Saturday afternoon, December 8. As a social event it was exceedingly enjoyable, but the absence of Lord Justice Fletcher Moulton, who was to have been the principal guest, threw a shadow over the proceedings. Mr. Cecil Wedgwood's presidential review of the year's work was, however, very able and comprehensive; while Mr. John Ridgway, whose remarks are always worth careful attention, made reference to the extraordinary state of trade in Germany, and touched once more on the subject of an all British commercial union. The speech of the new American Consul (Mr. Walker) was most racy and entertaining, and was the more interesting on account of the official figures he quoted, showing that upwards of £70,000 more American business, chiefly in pottery, had passed through his office during 1906 than was dealt with during the previous year. Mr. Walker has already won the admiration and regard of the numerous manufacturers who are brought into touch with him from day to day. Another festive function of the past month in which the potting trade is specially interested, was the annual dinner at Hanley of the North Staffordshire branch of the United Kingdom Commercial Travellers' Association. The "drummers" had decided, for once, to dispense with serious after dinner debate, and instead they had music, smoke and song. I was glad to learn from many of them that their journeys had been more than usually productive, and what few speeches were made were pervaded by very optimistic feelings as to the immediate future of business in the potting trade.

There is on view at the present time in the Hanley Museum an exceedingly interesting exhibit, which has been lent by Mr. Geo. Rhead, of Clayton (North Staffs.). It consists of some clay piping and a mouthpiece, which are thought to be part of the speaking tubes which ran from the house of the famous Brothers Elers, of Bradwell, near Burslem. The piping was unearthed in 1900, udring some excavations at Bradwell House, by Mr. Wm. Wall of Wolstanton. The find affords remarkable corroboration of the old story that for many years the brothers, in their desire to keep their method of manufacture secret, used some subterranean method of intercommunication. Shaw, the historian, says: "Their extreme precaution to keep secret their processes, and jealousy lest they might be accidentally witnessed by any purchasers of their wares—making them at Bradwell and conveying them over the fields to Dimsdale, there to be sold, being only two fields distant from the turnpike road, and having some means of communication (believed to be earthenware pipes like those for water) laid in the ground between the two contiguous farmhouses, to intimate the approach of persons supposed to be intruders—caused them to experience considerable and constant annoyance." The tubes now on view at Hanley are about 3½ in. in circumference and are made of a kind of pipeclay, such as could be secured in abundance in the district in which the firm established themselves, and fired. Mr. L. H. Jahn, the Curator of the Hanley Museum, is of opinion that

) tubes "make unmistakable that which was previously :hing more than conjecture." As these tubes are partly covered :h salt glaze, they would also appear to settle the disputed point to whether the Elers Brothers did or did not use such glazes.

The Hanley Museum authorities have just come into possession, favour of Mr. Elijah Jones, of Hanley, of an extremely interesting cument, being none other than the agreement between Josiah edgwood and his great modeller and designer, Wm. Hackwood. ackwood was one of the most eminent craftsmen of the Wedgwood d Bentley period, and the agreement, which is in the handwriting the great Josiah himself, shows that he laboured for the sum of e guinea and a half per week. The contract was binding for ur years, from November 11, 1777. Hackwood was the designer d modeller of some of the most successful pieces ever turned t from Etruria, many of his jugs, tea sets, and teapots being quisite.

As was briefly reported last month, the wedding took place at ast Orange, U.S.A., in November, of Mr. E. J. Johnson, a member the firm of Johnson Bros. (Hanley), Ltd., and Miss Anna Shepherd oote, of East Orange. The bride was attended by her three sters, and Mr. Alfred Johnson, brother of the bridegroom, acted best man, Mr. Stuart Johnson, brother, and Mr. Frank Johnson, usin, being ushers. A reception, which followed, was attended a hundred guests. Mr. and Mrs. Johnson arrived in England uring December, and on the 12th ult. Mr. Johnson was presented the members of the staff of the firm with a handsome silver lad bowl and servers, as a memento of his marriage. Mr. C. B. oberts presided, and the presentation was made by Mr. G. Harson, whose congratulatory remarks were supplemented by Messrs. . Shenton and W. R. Roberts. Mr. Johnson made a suitable ply, and an excellent musical entertainment was afterwards njoyed. On December 23 the employees of Hammersley & Co., ongton, assembled at tea at the factory for the purpose of making presentation to Mr. and Mrs. Gilbert Hammersley. An address ngratulating Mr. Hammersley on the completion of his twenty-rst year in connection with the firm was read by the manager, Ir. G. Johnson. In the address the employees thanked Mr. Hamersley for his kind consideration for their welfare, and expressed eir wish that he might be long spared to continue the happy lations that existed between them. Mr. Hammersley was preented with a silver candelabrum, and Mrs. Hammersley with an merald and diamond ring, as tokens of the regard and esteem ntertained for them by the employees. Mr. and Mrs. Hammersley anked the donors for their good wishes and for the handsome resents.

Mr. E. Brain, of Fenton, gave a lantern lecture descriptive of his ecent trip to Australia, at Fenton Town Hall, on December 11 and 2. The hall was well filled on both nights, and the lecture was uch apprcciated. The proceeds are being divided between the 'enton Nursing Fund and a religious mission.—Mr. Edmund Leigh's many friends will be glad to learn that the health of Irs. Leigh, which has caused anxiety for some time past, is now uch improved. Mrs. Leigh has been recuperating at Blackpool, t which bracing resort she spent Christmas with her husband. —Many happy returns to Mr. John Aynsley, J.P., of Longton, vho celebrated his eighty-third birthday on Dec. 11.—Mr. T. W. Twyford (Twyfords, Ltd.), whose period of office as High Sheriff of Staffordshire is now practically over, entertained the Stafford Grand Jury and a few friends at dinner, at Stafford, on December 6. Those present included Mr. R. P. Copeland, Mr. W. 3. Hackney, Mr. Geo. E. Meakin, Ald. T. Hampton, and Mr. Wilcox Edge. In the course of the after dinner speaking reference vas made to the admirable manner in which Mr. Twyford had carried out the duties of his office.—Dr. Shufflebotham, of Newcastle-under-Lyme, one of the best known experts on the industrial diseases peculiar to the Potteries, has just given evidence on this subject before the Parliamentary Committee on Industrial Diseases n connection with the Workmen's Compensation Bill.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

THE new year just commenced has some favourable possibilities for the flint glass manufacturer, though it is not to be expected that he will be able to make very much progress. During the past twelve months the trade has undergone some fluctuations, especially in that branch of it dealing with the production of low-priced table glass, and some districts have suffered in consequence. These comprise the North of England, with Newcastle, Sunderland, and, if we include bottles, Seaham Harbour and the neighbourhood. Taking all the circumstances into consideration, it is remarkable that our firms keep up so well. Their number, it must be owned, has been much reduced, but it is to be hoped that the bottom has been reached at last. The bad effect of the regulations of the Flint Glass Makers' Society, though felt to-day, and likely to be felt for some time to come, is less pronounced. The associated men are not as powerful as they were, and it is well such is the case, or they would have wrecked the trade altogether. At the time of writing the demand for Stourbridge goods is somewhat slack, the Christmas call being over, but stocks in the warehouses of the town and district are reported to be comparatively small, especially in the finest qualities of cut glass tableware, and there will be a good deal for the workmen to do in making decanters, jugs, spirit bottles, and epergnes, as well as wines and clarets, and tumblers. The crystal produced is of the best, and what that means both wholesale and retail buyers well know. The reputation of the district never stood higher than it does now, thanks in a great measure to the influence of the leading firms in maintaining a high standard for beauty and novelty of design, purity of metal, and excellence of cutting and engraving. Nearly all the houses that give prominence to pressed work have done fairly well during the last two months. Just now the flower season is being prepared for, and new designs are already out, and doubtless are, as in former years, being carefully studied by German and other Continental makers, who will bring out inferior imitations and palm them off on the British public. The glass bottle trade of the neighbourhood has had fluctuations, but just now may be reported as, on the whole, steadily dull.

In Birmingham the table trade since the beginning of November has had a slight revival, but the demand just now cannot be reported as brisk. Common cut goods are dull of sale. More attention has been paid of late to the production of incandescent globes. Globes they are not in the eyes of a geometrician, being of diverse shapes, in which the globular is seldom seen. The articles are tasty, being of artistic design and beautifully coloured. In some, indeed in most, the press is brought into use, and the effect is most pleasing. Their heat-resisting qualities, and those of the chimneys used along with most, are excellent. The ordinary flint hands employed round the furnaces find their time taken up more and more with matchings. The work is irritating alike to them, the cutters, and their employers, for many of the goods ordered are to replace foreign-made glasses. Cutters working on their own account find orders from silversmiths falling off, this being the case with local houses, as well as those in Sheffield. Cribs in the city seem to be doing an increasing trade, and sample-sauces, as the small bottles are termed, find work for some of the chairs The looking-glass trade is in a healthy condition, though the foreign competition remains keen. At Spon-lane a brisk business is kept up in figured rolled sheets for windows, partitions, &c., and there is activity in most other departments, including the production of lenses, &c., for lighthouses.

Before dealing with the state of the glass trade in the Northern Counties, we must refer to the loss the Midlands, and especially the Stourbridge district, has sustained by the death, which occurred on the 19th ult., of Mr. Philip Pargeter, a worthy and capable, and, indeed, talented captain of the glass trade industry. Wordsley was his place of birth—he first saw the light eighty years ago—and few men have done more to promote the development of the manufactu e and deeoration of glass in its highest forms than Mr. Parge er. He commenced his business life as an apprentice engraver to his relatives, W. B. & J. Richardson, and later on, when in full manhood, he began work on his own account in

Wordsley, and had great success; but desiring more scope for his talents he joined Mr. W. B. Richardson and Mr. Hodgetts, glass manufacturers, and after the lapse of some years separated and began the Red House Works, and brought out a fine range of goods of highest quality. His retirement took place because of advanced years, but he interested himself, as he long had done, in promoting the welfare of the people among whom he lived, acting in several official capacities.

Resuming our review of the conditions of the trade, we have to report that business at Warrington has had few terms of briskness during the year. At the time of writing there is a little improvement, certain classes of bottles being in demand. In Manchester, if we are to accept the statement of one of the managers of an old firm of high reputation, "things are rotten through the effect of foreign competition." "Matchings" occupy many chairs, Several non-society hands are engaged, mostly in the table trade, which here includes pressed work in a large proportion. As to the bottle trade of the city, makers are fairly busy with medicines and burst-offs. One firm engaged in this branch has put down an oil furnace, and is turning out flint bottles of pretty good colour. The fuel is crude petroleum, and it is reported to be giving satisfaction; it is blown into the tank by steam from an adjacent boiler and is mixed with atmospheric air before it bursts into flame. As present the use of the petroleum is tentative but with every prospect of continued success. The Manchester bottle trade is about to be further developed, as there is a large works in course of construction on a plot of land contiguous to the Ship Canal and adjoining the famous "Westinghouse" factories. The concern, we are informed, is to be run with American capital. Machinery glass makers are fully employed and likely to be for some time, as cotton machinists have orders ahead for the whole of the new year, and a few for eighteen months. The tubing trade in Manchester is moderately busy, and prospects are good.

In St. Helens the manufacture of plate and sheet glass at the large works there goes merrily forward, and is likely to do so. Glass benders have had a fairly good year, and are moderately busy just now. They would be more so did motor car builders appreciate at its true value bent plate for covered car fronts. Bottle glass firms are hardly fully employed, though busier than they were. There is a fair demand for water-gauge tubing. Wages have improved a little.

Turning to South and West Yorkshire, to the bottle trade, we have to report that the time is approaching for a new agreement to be arranged between masters and men. The latter submitted proposals, and counter-proposals have been sent to them. The whole were considered the other week at a joint meeting in Leeds, only to be referred back. The bottle hands ask for an advance of wages, on the ground that reductions they submitted to, to enable foreign competition to be met by the manufacturers lowering the price of bottles, were not used for that purpose, increases having been obtained for sundry kinds. The employers' demands, it is reported, include (1) three shifts to be substituted for what is known as sharing work; (2) a general price list for all bottles, in place of prices for overwork; and (3) the same hours of labour as in other counties. A strong demand is for the deletion of the regulation prohibiting machinery bottle hands from working with the ordinary blowers. All the branches in the men's union are against these requirements of the masters. The state of trade at present is unsatisfactory, but a few leading firms have orders in hand which keep their men going. During the past twelve months great progress has been made towards perfecting the making of machinery bottles. They are more uniform than the hand-made bottles, and are in increasing demand by customers, for they resist pressure well, and that is important to beer and other bottlers.

In York city the works there have been kept pretty fully employed in the production of high class goods, both in white and light green glass, and there is a good prospect for the new year. Further north the condition of business has not been altogether satisfactory, there having been times of slackness both in the bottle and the flint houses; still, the look-out is not considered bad altogether. A rise in the price of coal is anticipated by some firms, but most are protected for a length of time by written contracts. A firm at Sunderland are starting a 16-hole shop, where light metal will be used. They are engaging Yorkshire hands, and about eighty will be required.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE Glasgow retail houses are still only too painfully aware of the ill effects of the recent stoppage in the shipbuilding industry, accompanied by the loss in wages of a very large amount of money. These effects have been looked for, and, indeed, in this sense, have been somewhat discounted as certain to greatly curtail the purchasing of glass, crystal, and pottery goods in that neighbourhood. Other influences have also conduced to make the trade expectations here only of the most modest sort, and (these lines are written just before Christmas Day) experience has already shown that these rather gloomy anticipations were not without justification. The retail houses in Edinburgh, Dundee, Aberdeen, and other parts of the country generally, will no doubt, on the final reckoning up, be found to have been a little more fortunate, although at the best no great things are looked for. But, though it is only the day of small things for the pottery, glass, and china retailers in Scotland, and although these same retailers are but too well aware of the circumstance, this has by no means put them out of heart, or in any way deadened their enterprise. At no former Christmas time have the shops and saloons made more of an effective window and counter display, and if people do not buy, or buy but sparingly, it is not for want of inducement. There has been nothing as yet of the traditional wintry weather—frosty but kindly—yet still the conditions have not been violently antagonistic to shopping, and December has been able to show at least a few dry and pleasant days. A week or two ago the wholesale merchants and the manufacturers got to the end of their exertions in forwarding the new supplies for the Christmas and New Year trade. Taking the country as a whole, they report that the orders thus booked and executed have in bulk come up to about the average of the past few years, but then it has to be kept in mind that the average of the past few years has been much below the average customary during the run of a time of industrial activity and prosperity. A few new patterns in glass and general earthenware goods have been introduced in view of the New Year business, but nothing calling for special remark. Values of glass goods have remained without further change, and there is as yet no change in the others, though something of the sort is in the air. Owing to the advance in the cost of coal and other raw materials, the makers of china and earthenware goods are not unlikely to combine in carrying a general increase of market prices, but there will at least be no action of the kind until 1907 has been well entered, and there may be no action at all if coal recedes in cost a little, or even if it but stops where it is without further advance. The low values of Rockingham goods have been attracting further

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GRAND PRIX

DEPT. D, GROUP 45, CERAMICS.

GRAND PRIX

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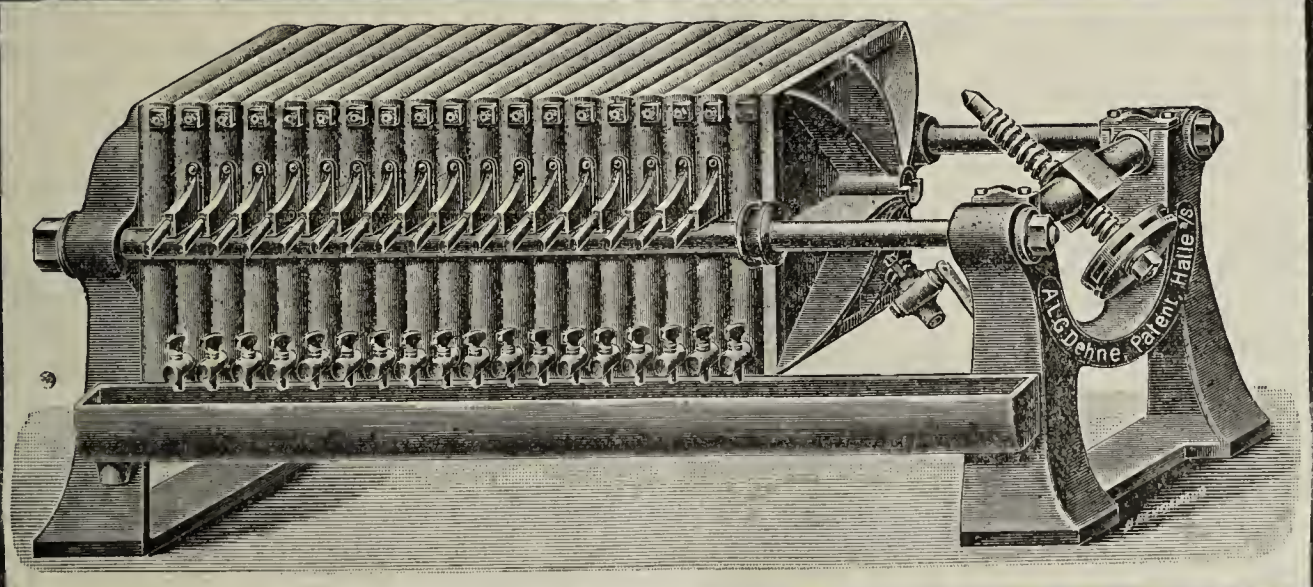
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attention and causing comment of a strong kind, but nothing more than that as yet. The preserve jar section of the industry has been about the best off, but there are drawbacks here as well, no doubt.

The business of the Cumnock Pottery Co., potters, tile-makers, &c., Cumnock, has, by the trustees of the late Mr. James McGavin Nicol, Cumnock, been sold and made over to Mr. David Robert Dunsmor and Mr. William Nicol, these gentlemen having some time acted as managers for the trustees. They continue under the old name.

The exhibition of Japanese industrial arts and crafts, within the Corporation Museum (People's Palace), The Green, Glasgow, has now given place to a like show of Chinese industrial and pictorial art, formally opened by Lord Provost Bilsland and magistrates in time for the Christmas and New Year holidays. It is a most interesting collection, and is much stronger in goods of the pottery and kindred arts than was the Japanese display.

ENGLISH POTTERY.

MR. WM. BURTON, F.C.S., the well-known expert potter, gave an illustrated lecture on English pottery in the Manchester Art Gallery, on December 5. His lantern illustrations were for the most part taken from the Greg collection in the Art Gallery. Answering those who regarded English pottery from a very partial point of view, and who attempted to compare it with the very finest works that have been produced in all ages, Mr. Burton said this was altogether unfair. Those who attacked English pottery hardly realised what a very modern thing in the history of England fine pottery of any kind is, and what a very old thing indeed it is in the history of humanity. It is less than two and a half centuries since fine pottery began to be made in England at all, whereas we know that the Greeks were at least six hundred years in bringing their vases to perfection, although their technique is about as simple as that of any form of fine pottery ever made. As to Chinese porcelain, one of the most rare and difficult kinds of pottery technically considered, the Chinese were making porcelain for 1,000 years before they reached the stage at which they were able to produce the fine things now collected in the European museums. In judging the work of the English potters we must bear in mind the very short space of time, regarding the human race as a whole, in which pottery has been made in England. English pottery should be regarded as one expression of our national life—a very vital and living expression of what Englishmen have been doing, thinking, and feeling, during the time when the pottery was made. It is on such grounds as that that he asked them to regard such collections as the Greg collection and the Staffordshire figures now shown in the Peel Park Museum as an expression of living people in England two centuries ago.

Speaking of the early history of English pottery Mr. Burton said the fame and excellence of mediæval English pewter ware was one reason why native work in clay was so long delayed. In Tudor and Stuart times the upper and merchant classes used plate or pewter, and it was only the lower classes who used vessels of clay. In this "peasant pottery," made of common brick-clay fabricated with simple skill, the Manchester collection is particularly rich. The simple method of decoration used—the "slip" method—was the same as was employed in ancient times, and Mr. Burton threw on the screen an Egyptian vessel dating from the Roman occupation of Egypt, showing precisely the same kind of decoration as that used by the early Staffordshire potters. The work of the early eighteenth century—illustrated by a jug made by the famous old potter Thomas Toft—showed a slight technical advance, decorated as it was with rosettes stamped out of a clay mould. It was manifestly absurd and unfair to compare rude peasant art of this time—represented by a slide of a statuette of Queen Anne—with the perfection of a Tanagra terra cotta or an example of the Della Robbia. By so doing it was, of course, easy to disparage English work and skill as expressed in the first examples of rude native work. It had been asked how the Greg collection would compare with the wonderful majolica in the South Kensington Museum. The fair comparison, of course, would be with the fragments of early Italian majolica, which were as crude as the English ware. It had taken every great nation centuries to advance the skill of its potters above the ordinary stage into the stage of fine art. Mr. Burton compared the Staffordshire statuette with some of the work of the famous French potter, Bernard Palissy. Early in the eighteenth century English potters began to cater for a class higher in the social scale than their own. Tea and coffee began to be fashionable beverages, and consequently there came in the taste for Chinese porcelain. The English potter began to copy Chinese porce ain, and to make elegant and dainty teapots. English pottery had never been able to have its own way, and had always been influenced greatly by the people for whom it was made. In the eighteenth century English pottery was made mainly for the wealthy, who were full of admiration for foreign models. English pottery therefore had to imitate foreign work, and all through its history had been influenced by the English belief in the superiority of foreign over English ware. The destruction of plate consequent upon the Civil Wars and the rebellions of 1715 and 1745 led the wealthy families to seek a substitute for plate in pottery. In the eighteenth century the ware produced to meet this demand was greatly influenced by the dominance of German and of French fashions. Consequently for more than forty years the history of English pottery was most depressing. Mr. Burton showed some hideous (and costly) examples of Chelsea ware made in imitation of Sèvres and other French wares. Technically, they are marvels, but technical marvels are seldom works of art. Similarly the Worcester of the time showed the influence of ill-understood Chinese tradition, imposed on British workmen by people who ought to have known better.

Tracing the influence on pottery of the neo-classical spirit in art which followed the rediscovery of the art of Greece and Rome in the excavations at Pompeii and Herculaneum in the middle of the eighteenth century, Mr. Burton said it was to the potters of Europe a fresh and most distracting influence, and in no country was it more pronounced than in England. This revival would always be associated with the name of Wedgwood, one of the greate t technical potters that ever lived. His work still typified to foreigners what was meant by English pottery. "The Englishman," continued Mr. Burton, "has distinguished himself in pottery in this—he has not made the most beautiful pottery in the world (he will make it in the future), but he has made the most useful pottery that the world has ever seen. He has taught all other potters how to make cheap, serviceable, sound crockery for domestic purposes for the humblest citizens. The English working-classes have to-day pottery which is the best made, the soundest, and the best adapted for its purpose that any people of their class have ever had in the world. I hope the time will come when it will be as well decorated as it is well made. Things are not now so much better as we could wish. It is to be hoped that the spread of education will lead the buyers of English pottery to insist upon having something better, and then they will get it. There is every hope that in the future the English potter will do such things as he has yet never done, and that he will unite with the excellence of his manufacture an artistic skill his works have often lacked."

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The Gazette.

Petition Presented for Sequestration.

STEEDMAN ROBERT, trading as R. Steedman & Co., and the Leith Glass Bottle Co., bottle manufacturer, 82, Salamander-street, Leith, and residing at 818, Argyle-street, Glasgow.

Trust Deed Granted.

SCOTT JAMES GRAHAM, trading as P. Scott & Son, 5 and 7, Arbroath road, Dundee, china merchants. Claims to W. L. Clark, 11, Whitehall street, Dundee.

Notice.

CUMNOCK POTTERY Co., Cumnock, potters, tilemakers, &c. Business sold by trustees of the late James M'Gavin Nicol to David Robert Dunsmor and Wm. Nicol.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. *P. G.*)

BENTLEY SIMEON, Liverpool road, Stoke-on-Trent, and Wm. Holmes, Queen Anne-street, Shelton, Hanley, and trading at Liverpool-road, Stoke-on-Trent, as Bentley, Holmes & Co., oven builders. Assignment of partnership estate upon trust, &c. Dated Dec. 1. Filed Dec. 8. Liabilities unsecured, £197 6s. 4d. Property, after deducting secured claims, £132 1s. Tr., F. Geen, Stoke-on-Trent. The following are creditors :—C. Lindley & Co., London, £9 ; J. B. Daniels, Birmingham, £32 ; A. Gibbs, Birmingham, £10 ; Taylor, Law & Co., Birmingham, £7 ; Sneyd Collieries, Ltd., Burslem, £3 ; Cannon-street Brick Co., Hanley, £18 ; Edwards & Jones, Longton, £34 ; A. H. Dawson & Co., Manchester, £18 ; Universal Advertising Co., Ltd., Manchester, £5 ; R. Jenkins & Co., Rotherham, £4 ; J. B. Inskeep, Stafford, £3 ; J. Forster, Stoke-on-Trent, £16 ; Keeling & Co., Stoke-on-Trent, £11 ; J. Sandbach, Stoke-on-Trent, £5.

DICKINSON ELEANOR LOUISA, trading as Sykes & Dickinson, Lane End Pottery, Elland-road, Leeds, potter. Dated Nov. 29. Filed Dec. 5. Liabilities unsecured, £264 10s. 1d. Property, after deducting secured claims, £151 3s. 6d. Tr., T. J. Hayes, Park-square, Leeds. The following are creditors :—William Boultons, Ltd., Burslem, £102 ; Micklefield Coal & Lime Co., Ltd., Leeds, £22 ; Needhams, Ltd., Leeds, £24 ; H. Dickinson, Leeds, £25 ; J. C. Dickinson, Leeds, £20 ; J. Charles & Sons, Leeds, £16 ; Walkers, Parker & Co., Ltd., Newcastle, £10.

Private Meeting.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

SCOTT P. H. & SONS, china merchants, 5–7, Arbroath-road, Dundee. The following are creditors :—J. Wiudart & Co., London, £48 17s. 10d. ; H. Papl & Co., London, £13 17s. ; Tandle, Phillips & Sons, London, £21 15s. 8d. ; Osborne & Scobie, London, £8 17s. 6d. ; James Lang & Co., London, £37 10s. 6d. ; R. Johnston & Co., London, £18 19s. 2d. ; Jules Lang & Co., London, £9 ; Rows & Edwards, London, £7 19s. 9d. ; Doulton & Co., Burslem, £12 16s. 9d. ; T. W. Dean, Burslem, £7 17s. 8d. ; A. J. Williamson, Burslem, £17 8s. 5d. ; William Ault, Burton, £22 17s. 9d. ; Smith (of Laird & Smith), Cupar-Fife, £30 5s. 7d. ; J. E. Rowe, Dundee, £7 3s. 3d. ; Robert Cochran & Co., Glasgow, £8 9s. 10d. ; A. & R. Cochran, Glasgow, £15 4s. 6d. ; Grosvenor & Son, Glasgow, £7 6s. 4d. ; John Spencer (per, &c.), Glasgow, £33 8s. 4d. ; Cochran & Fleming, Glasgow, £22 19s. 3d. ; John Spencer, Glasgow, £23 8s. 4d. ; A. M. Allan & Co., Glasgow, £10 3s. 8d. ; Ritchie & Kuttner, Glasgow, £8 10s. 3d. ; John Braid, Ltd., Glasgow, £4 19s. 8d. ; Lancaster & Sons, Hanley, £19 3s. 9d. ; Johnston Bros., Hanley, £25 18s. 11d. ; Morrison & Crawford, Kirkcaldy, £12 9s. 10d. D. Methven & Sons (per, &c.), Kirkcaldy, £9 17s. 1d. ; George Proctor & Co., Longton, £12 9s. ; Charles Aimson, Longton, £7 14s. 10d. ; Edwards & Brown, Longton, £8 4s. 10d. ; Hammersby & Co., Longton, £12 13s. 7d. ; Wildblood, Heath & Son (per, &c.), Longton, £26 3s. 8d. ; Shore, Coggins & Holt, Longton, £12 18s. ; Redfern & Drakeford, Longton, £10 12s. 9d. ; Royal Art Pottery Co., Longton, £14 9s. 7d. ; Stubbs Bros., Longton, £20 12s. 4d. ; Ratcliffe & Co., Longton, £7 4s. 5d. ; R. H. & S. Plant, Longton, £9 0s. 2d. ; Maling & Sons, Newcastle-on-Tyne, £8 15s. ; F. Winkle & Co., Stoke-on-Trent, £15 17s. 8d. ; Hollinshead & Kirkham Union Pottery, Tunstall, £16 13s. 11d. ; M. B. Hackney (per, &c.), £5 ; Sowersby's Glass Works (per, &c.), Tunstall, £11 17s. ; Mrs. Scott, Tunstall, £616 3s. 4d. ; preferential creditors, £125 12s. 11d. ; liabilities, £1,386 10s. ; assets (after deducting preferential claims), £782 19s. 10d. Showing an apparent dividend of 11s. per £, subject to contingencies and expenses of realisation. A meeting of creditors was held on December 11, when it was the feeling of those present that the estate should be wound up under the trust deed.

Bankruptcy Proceedings.

AMISON HERBERT, jun., 40, Wise-street, Dresden, Longton, china and earthenware merchant. R.O., Nov. 30. Adj., Nov. 30. The public examination was held at Stoke Bankruptcy Court, on December 17. The debtor's statement showed liabilities of £72 18s., and no assets. He said that two creditors whose debts amounted respectively to £58 and £8 obtained judgment against him in respect of their claims, and that was the cause of his petition in bankruptcy. In October, 1904, he commenced business, with no capital, as a china and earthenware merchant. It was a small business, with small profits. His present position was due to household and personal expenses in excess of income, medical expenses in connection with an illness he had had, and bad trade.—The examination was adjourned.

COLE JOHN THOMAS, glass and china merchant, 23½, Feasegate, York. The first meeting of creditors herein was held recently at the Official Receiver's offices, the Red House, Duncombe-place, York, when the debtor ascribed his deficiency of over £500 to loss by fire, loss of trade, and heavy expenses caused by domestic sickness. At the meeting it was resolved that Mr. Chas. Turner, accountant, of Sheffield, should be trustee of the estate. The public examination of the debtor was held on November 30, at the Courts of Justice, York. The examination was closed, subject to the usual formalities. The statement of affairs filed herein show unsecured liabilities amounting to £862 5s. 6d., and assets estimated at £344 7s. 2d., less preferential claims amounting to £21 10s. 9d., thus disclosing a deficiency of £539 9s. 1d. The Official Receiver reports that the debtor started business with £70 capital about five years ago at Walmgate, York. This business was, however, unsuccessful, and debtor was in difficulties when he took over the Feasegate shop between three and four years ago. Until about a year ago he resided on the business premises, but he then went to live at Claremont-terrace. The household furniture and effects were, it is stated, the property of his wife, who assigned them to a creditor (a brother-in-law) at the date of the removal, the value of the goods being about equal to the amount of the debt. The debtor states that a fire occurred on his premises a little more than a year ago, and this compelled him to close the shop for some weeks ; business was consequently so seriously diverted that it never returned to its former state. He further states that the compensation he received from the insurance company did not cover the loss he suffered in various ways. He ascribes his failure to the expense of domestic sickness, heavy loss by fire, and consequent loss of trade. The Official Receiver further reports that the debtor seems to have been in difficulties for some years, and he states that he has continued trading hoping that business would revive, but it has, instead, diminished. Nearly all the unsecured liabilities are trade debts. The debtor is strongly of the opinion that the stock-in-trade and trade goods will produce his estimate (about £300), but, having regard to the character of the effects, the Official Receiver is not so sure of this. The following are creditors :—Wm. Adams & Co., Tunstall, £13 ; Barker Bros., Ltd., Longton, £17 ; W. Benjamin, Middlesbro', £130 ; Geo. M. Crayke, Hanley, £14 ; Geo. Davison & Co., Gateshead-on-Tyne, £10 ; S. W. Dean, Burslem, £26 ; Doulton & Co., Ltd., Burslem, £20 ; J. F. Elton & Co., Stoke-on-Trent, £17 ; E. Enderlein, London, £16 ; Gater Hall & Co., Tunstall, £17 ; Hearon, Leeds, £20 ; Hiner Bros., Stoke-on-Trent, £13 ; E. Hughes & Co., Stoke-on-Trent, £19 ; Johnson Bros., Hanley, Ltd., Stoke-on-Trent, £13 ; Jonas Laing & Co., London, £11 ; Lingard Webster & Co., Tunstall, £15 ; Emmanuel Max & Co., London, £33 ; W. Newburgher & Co., London, £13 ; Pountney & Co., Ltd., Bristol, £18 ; West Lothian Pottery Co., Ltd., £13 ; Wood & Sons, Burslem, £12 ; partly secured creditors, bankers, York, £113 ; Munby & Scott (security £15), York, £100 ; preferential creditors (security £25), £21.

PALMER WILLIAM GEORGE, china and glass dealer, 89, Roman-road, Bow, E. The order of adjudication in this case was made in February, 1899, and the bankrupt applied, on December 14, to Mr. Registrar Brougham, sitting at the London Bankruptcy Court, for an order of discharge. It was reported by Mr. Egerton S. Grey, Official Receiver, that the debts proved and proveable amounted to £797 7s. 3d., and that nothing had been realised in respect of the estate. The bankrupt began business in March, 1896, at 375, Mare-street, Hackney, N.E., and traded under the style of Palmer's Stores. He had a capital of £100, and, in January,

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France.—H. Mulotte & Cie, 14, Rue de Paradis, Paris.
Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co.(Mr. A. E. Potts),Sydney & Wellington
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AT

MILAN INTERNATIONAL EXHIBITION, 1906,

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1897, he opened a branch shop at 57, High-street, Kingsland, and in February, 1898, another business at 289, Roman-road. At that date he was to his knowledge insolvent, but he subsequently opened several other businesses. He attributed his failure to loss by fire, bad trade, and the failure in July, 1897, of a brother, who dealt with many of his creditors, and whose failure caused them to lose confidence in him (the bankrupt). He admitted that he became aware of his insolvency in July, 1897, and that he ought to have stopped trading then, but he thought that he could pull round if given time. All his liabilities had been contracted since July, 1897, many of them being first transactions with the creditors. As offences, the Official Receiver reported that the bankrupt had omitted to keep proper books of account; that his assets were not of a value equal to 10s. in the £; and that he had continued to trade after knowing himself to be insolvent. His Honour upheld the report, and suspended the order of discharge for two years.

Potts Henry, glass bottle manufacturer, Wath-on-Dearne. The following are creditors:—H. Winwood, Barnsley, £27; Midland Railway Co., Derby, £20; Robert Truelove, Mexborough, £50; A. E. Farrow, Oldham, £10; Ann Green, Rotherham, £300; Manvers Main Colliery Co., Ltd., Wath-on-Dearne, £46.

Stubbs William, of Blyth Bridge, and Robert Stubbs, of Upper Belgrave-road, Longton, china manufacturers, appeared for an adjourned examination at the Stoke Bankruptcy Court on November 25. Debtors were examined at the last Court, and alleged as the cause of their failure "our liability to the Birmingham District & Counties Banking Company, Ltd., as guarantors in respect of an overdraft of Stubbs Bros. and John Chew (Longton), Ltd." The Official Receiver said that at the last Court it was stated that Mrs. Stubbs, the mother of the debtors, had paid £500 and discharged the liability to the bank, but he had since ascertained that this did not discharge the indebtedness to the bank, as the overdraft amounted to £1,017 19s. 2d., and the debtors were still liable in respect of a second guarantee for £500 which they gave. Mr. R. T. Adderley, for the debtors, maintained that the £500 paid by Mrs. Stubbs did discharge the debtors' liability. Mr. Vincent H. Jackson, for the bankers, produced a letter in which Messrs. Robinson, who then acted for the debtors, said that an additional guarantee was given by Mrs. Stubbs to cover the guarantee for £500 given by the debtors. In examination, William Stubbs said he and his brother understood their guarantee was collateral security with their mother's guarantee. The overdraft was created by another partner, who gave a guarantee with them, and they contended the overdraft still owing was covered by the security he gave. The examination was closed.

Wardle Wm. Wallace, 16, Nelson-road, Hanley, potter's colour mixer. R.O., Nov. 27. Adj., Nov. 27. First meeting, O.R.'s, Newcastle, Dec. 18. The public examination took place at Hanley Bankruptcy Court on December 19. The debtor had been adjudged bankrupt, and an order for summary administration had been made by the court. A summary of the debtor's statement of affairs showed liabilities amounting to £144 14s., leaving a deficiency of £134 14s. The debtor alleges as the causes of his failure "losses incurred in connection with the business of a grocer and beerseller in Rectory-road, Shelton; and want of definite and permanent employment prior to March, 1906." The debtor states that in May, 1901, he commenced to trade as a grocer and beerseller in Rectory-road. The business he purchased at £25, his capital at that time amounting to about £100. This sum he had drawn from a potting manufacturing concern in which he then had an interest. The new business was not prosperous; and in the following November he executed a deed of assignment of his estate in favour of a trustee for the benefit of his creditors, the dividend paid being 1s. 4d. in the pound. Since then, and up to March of the present year, he had been in a small way of business as a commission agent, and he had also been assisted by his friends. He had no offer to make to his creditors. In answer to Mr. G. H. Hunt, who appeared for the creditors, the debtor denied that he was in partnership at any time with Mrs. Salmon and Mr. Wm. Parrish in connection with the Decorative Art Tile Company. It was true he signed the articles of partnership, and it was also true that on with drawing from the concern Mr. William Parrish received about £15. The debtor did not consider himself a member of the firm. In further examination, the debtor said he had been connected with the Victoria Pottery for fifteen years. They did business with America, and when the tariffs came the trade was ruined. He consequently withdrew.—The inquiry was closed.

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

Artistic Tile Co. Ltd. Resolved Nov. 6:—That the company be wound up. A. C. Bourner, Bush-lane-house, Cannon-street, E.C., C.A., liqr.

Hartburn Brick & Tile Co. Ltd. Resolved Nov. 22:—That the company be wound up. R. Jewitt, 133, High-street, Stockton-on-Tees, I.A., liqr.

Universal Bazaar Co., Ltd., dealers in china and pottery, &c., 17, Charterhouse-buildings, Aldersgate-street, E.C. Under the winding-up order made against this company on October 30 upon the petition of creditors, the statutory meeting of creditors and shareholders were held on November 27, at Bankruptcy-buildings, Carey-street, W.C., Mr. H. M. Wineads, Assistant Receiver, presiding. The chairman reported that Mr. W. H. White, the sole director of the company, was suffering from a fracture of the thigh bone, and was in consequence unable to be present. He had, however, submitted a statement of affairs, and it showed liabilities £14,163 4s. 6d., of which £8,862 14s. 8d. were expected to rank, and estimated net assets £6,666 14s. 9d. A total deficiency of £10,952 19s. 11d. was disclosed with regard to the shareholders. The company, which was promoted by Mr. White in conjunction with Messrs. Beavis and F. H. Calcutt, was registered on June 29, 1903, with a nominal capital of £15,000, divided into 1,000 preference and 14,000 ordinary shares of £1 each, and was formed to acquire from Mr. White as a going concern the business carried on by him at 209, Brompton-road, W., and elsewhere. Under an agreement dated July 7, 1903, Mr. White sold to the company as from February 2, 1903, the goodwill of his business and ten shops, the stock and fixtures and other assets, including cash, for £13,750, payable as to £1,000 in preference and £7,750 in ordinary shares, and £5,000 in debentures. The company also took over liabilities of the business amounting to £2,914. A debt of £8,121, due to Messrs. Beavis & Calcutt, was immediately discharged by the issue to them of debentures and shares amounting to £8,250. The only shares issued for cash were the seven to the signatories, who had not paid for them. No prospectus was issued, and there was no issue of shares to the public. Mr. White was appointed managing director of the company for life at a salary of £600 a year. He stated that he had carried on the business of 6½d. bazaars for eleven or twelve years prior to the formation of the company; and, when he started, he was financed by Messrs. Beavis & Calcutt under an agreement by which he was to purchase all goods from them. The result was that his shops became practically "tied houses." For a time, the business was phenomenally successful, and the takings at one of the shops amounted to £50 a day for several months. A number of fresh businesses were subsequently opened, and in March last the registered office and warehouse of the company was removed from 209, Brompton-road, W., to 17, Charterhouse-buildings, E.C. The company's books had been annually balanced, and the result of the trading as shown in annual accounts appeared to be a small profit. On September 26 last the debenture holders, exercising their powers, appointed Mr. R. G. Longcroft, chartered accountant, 41, Bishopsgate-street, E.C., as receiver and manager of the business, and he was now carrying them on. On the presentation of the petition to wind up the company, the Official Receiver was appointed provisional liquidator. The failure was attributed to want of working capital, which prevented the company from purchasing in the cheapest markets, and to the falling off of the popularity of cheap bazaars. The Official Receiver and Mr. Stewart Cole, chartered accountant, were respectively nominated as liquidators, and it was intimated that the matter would be decided by the Court. A committee of inspection was appointed.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

Attaching Lids, No. 27,790.—W. Firth. Improved means for attaching lids to earthenware and other like vessels. December 6, 1906.

Bidets, No. 27,572.—G. Hebling, Deco. Akt.-Ges., and The Leeds Fireclay Co., Ltd. Improvements in bidets. Dec. 4, 1906.

Bottles, No. 26,684.—H. Akeroyd. Improvements in bottles. Nov. 24, 1906.

Bottles, No. 27,724.—W. Woodland. Improvements in and relating to bottles. Dec. 5, 1906.

Closet Basins, No. 26,850.—E. R. Corn. Improvements in closet basins and seats. Nov. 26, 1906.

Closets, No. 26,236.—M. J. Adams. Improvements in urinals and closets. Nov. 20, 1906.

Decomposed Granite, No. 27,034.—A. E. Gaved. Dry process of extracting china clay, mica, and quartz from decomposed granite. Nov. 28, 1906.

Dish Covers, No. 25,666.—W. Arnold and W. J. Henderson. Improvements in the manufacture of dish or the like covers. Nov. 14, 1906.

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DISHES, No. 25,486.—J. Garrison. Improvements in dishes. Nov. 12, 1906.
DRAIN PIPES, No. 27,970.—J. Haslam. Improvements in the manufacture of drain pipes. Dec. 8, 1906.
FLAME FURNACES, No. 27,564.—A. Desgraz and P. Schmidt. Improved method of working flame furnaces used in the treatment of glass, steel, and other substances, and for similar other purposes. Dec. 4, 1906.
GLASS PRESSING MACHINES, No. 27,798.—P. T. Sievert. Improvements in or relating to glass pressing and blowing machines. Dec. 5, 1906.
GLASS PRESSING MACHINES, No. 27,799.—P. T. Sievert. Improvements in or relating to glass pressing and blowing machines. Dec. 6, 1906.
GRINDING GLASS, No. 26,287.—W. O. Bailey. Improvements in mills for grinding and polishing glass. Nov. 20, 1906.
JOINTS, No. 27,244.—J. J. C. Tew. Appliances for forming the joints of glazed earthenware socketed drain pipes in cement. Nov. 30, 1906.
JUGS, No. 25,983.—S. E. Tombleson. Improvements in jugs, or other receptacles of the like kind for liquids. Nov. 16, 1906.
KILNS, No. 27,990.—J. P. Guy. Improvements in kilns and ovens fired with producer or other gases. Dec. 8, 1906.
LENSES, No. 27,729.—J. A. Anger. Improvements in lenses for signal lamps for tramway and other vehicles. Dec. 5, 1906.
LENSES, No. 28,011.—R. Rigby. Improvements relating to lenses. Dec. 8, 1906.
MOLTEN GLASS, No. 25,607.—A. C. Pilkington. Improvements in apparatus for gathering and working molten glass. November 13, 1906.
MUSTARD POTS, No. 27,037.—A. Shelmerdine. Improvements in or connected with receptacles for storing and discharging substances of "creamy" or semi-fluid consistence, more particularly applicable to mustard pots. Nov. 28, 1906.
PIPES OR MAINS, No. 25,787.—Yarrow & Co. (Bolton), Ltd., and W. R. Haworth. Improvements in machines for use in the manufacture of earthenware and like pipes or mains. November 15, 1906.
PRESSES, No. No. 27,806.—T. M. Thom. Improvements relating to presses for plastic materials. Dec. 6, 1906.
ROTARY KILNS, No. 26,875.—W. R. Warren, Improvements in rotary kilns. Nov. 26, 1906.
SINK BATH, No. 27,974.—A. E. Parker. Improved sanitary sink bath and lavatory drain grate. Dec. 8, 1906.
SOAP DISHES, No. 26,980.—H. W. Warren. Improvements in soap dishes. Nov. 27, 1906.
STONEWARE, No. 26,370.—R. Ewing. Improvements in stoneware or other pipe sockets. Nov. 21, 1906.
TEA-POTS, No. 25,792.—A. E. Wilson. Improvements in teapots. Nov. 15, 1906.

Specifications Published.

1905.

15,996.—Bohm. Globes or the like for electric lamps or other purposes.
22,846.—Müller. Composition for casting objects of art and industrial art.
23,967.—Beck. Dinner plates.
23,394.—McCabe. Knives of clay mixing machines.

1906.

6,187.—Whitehead. Machinery or apparatus for moulding sinks fluted drainer sinks, slop dishes, quarries, seat blocks, building blocks, saddle tiles, and the like.
10,655.—Sibley & Lutz. Elbows for conduits for electric wires.
14,227.—Neubronner. Edging strips for glass plates and the like.
14,314.—Amherst. Method and means of packing bottles and other articles.
18,663.—Marks (Colburn). Production of sheet glass.
9,180.—Oberg. Holder for nursing bottles.
19,558.—Sievert. Process and apparatus for fire polishing of plate glass.
21,741.—Imray (Window Glass Machine Co.). Method of drawing hollow glass articles.
23,482.—Bradish & Smithers. Bedpans.

Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement."

November 2—8.

283,588-90.—Rheinische Glashuetten A-G., Cologne. Germany.
484,724.—Provincial Incandescent Fittings Co., Ltd., 48-50, Thomas-street, Shudehill, Manchester.
489,449.—Willetts Adshead, Ltd., Falcon Works, Dudley.
490,067.—H. G. Keywood, Holyland Nether, near Barnsley.
490,079.—E. H. Winchcombe, trading as Mrs. N. Ross, 29, Margaretta-terrace, Oakley-street, Chelsea.
490,213.—J. P. Harrison, 176, Portsdown-road, W.
490,289.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
490,290.—S. Fielding & Co., Ltd., Stoke-on-Trent.
490,291-2.—Furnivals, Ltd., Cobridge, Staffs.
490,296.—G. Bailey, Trent Walk Pottery, Hanley.
490,341.—A. A. F. Clarke, 74, Inverness-terrace, W.
490,416.—Furnivals, Ltd., Cobridge, Staffs.
490,417.—H. M. Williamson & Sons, Bridge Pottery, Longton
489,579-83.—W. H. Goss, Edward-street, Stoke-on-Trent.
490,655.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
489,663-4.—W. H. Goss, Edward-street, Stoke-on-Trent.
490,293.—R. H. and S. L. Plant, Forrister-street, Longton.
491,032.—W. Tylar, 41, High-street, Aston, Birmingham.
491,037.—H. M. Williamson & Sons, Bridge Pottery, Longton.
491,045.—A. H. Tiltman, 1, Raymond's-buildings, W.C.
491,269-70.—M. Stolle, 19, City-road, E.C.
491,322.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
491,329.—Johnsen & Jörgensen, Ltd., Bury-court, E.C.
491,038.—Adderleys, Ltd., Daisy Bank Pottery, Longton.
491,039.—F. Eads, 15 and 16, Adam and Eve Court, W.
491,044.—Wm. Wood & Co., Albert-street, Burslem.
491,456.—Woodhouse Bros, 20, North John-street, Liverpool.
491,557.—Rubian Art Pottery, Ltd., Fenton.
491,669.—G. Jones & Sons, Ltd., Stoke-on-Trent.
491,746.—Kay & Co., Ltd., Shrub Hill, Worcester.
491,747.—M. Emanuel & Co., 41 and 42, Shoe-lane, E.C.

New Foreign Patents.

United States Patents.

833,952.—G. Brown, Niles, Mich. Moulding-machine for forming bricks and the like from plastic material.
834,012.—F. S. Lewis, Port Allegheny, Pa. Automatic glass-blowing apparatus.
834,165.—A. Raspillaire, Morgantown, W.Va. Glass drawing and shaping machine.
834,679.—C. C. Newton and W. S. Newton, Weybridge, England. Stopper for bottles, tubes, containers, and the like.
834,275.—C. L. Dorer, Bellaire, Ohio. Apparatus for fire finishing and polishing glassware.
835,061.—J. George, Wilcox, Pa, C. M. Shortle, Bernhards Bay, N.Y., and B. C. White, Chicago, Ill. Glass cylinder drawing machine.
835,235.—H. M. Brookfield, New York, N.Y., and W. D. Stivers, Jersey City, N.J. Press for making glass insulators or similar articles.
835,245.—S. Kribs, Brooklyn, N.Y. Press for making glass insulators or similar glass articles.
834,999.—W. Schütz, Cassel, Germany. Glass mast.
835,393.—H. M. Brookfield, New York, N.Y. Process for moulding glass.
833,148.—B. C. White, Chicago, Ill. Manufacture of glass plates.
834,894.—W. M. Dravo and W. H. Frink, North Belle Vernon, Pa. Glass-pot-handling apparatus.

COMPLETE SPECIFICATION.

Apparatus for Finishing and Polishing Glassware.—U.S. Patent 834,275. C. L. Dorer, Bellaire, Ohio, U.S.A. A furnace having longitudinal passageway therethrough, the side walls of said furnace being relatively adjustable for regulating the width of the passageway, horizontal ledges on the inner faces of said side walls, a longitudinal frame, an endless chain conveyor carried by said frame, wareholders mounted on said conveyor, said wareholders each comprising a base plate attached to a link of said chain, a box plate carried by said base plate, a vertical spindle journalled in said plates, a ware receiver mounted upon the upper end of said spindle, and a pinion on each spindle; a toothed rack adapted to be engaged by the pinions as the wareholders pass through the furnace, a track on which said holders slide, and driving mechanism for said conveyer chain.

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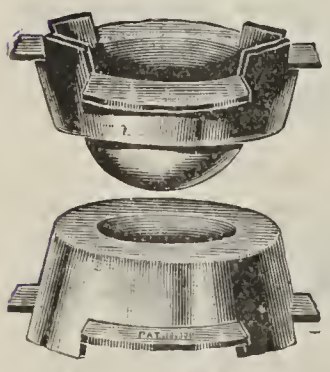
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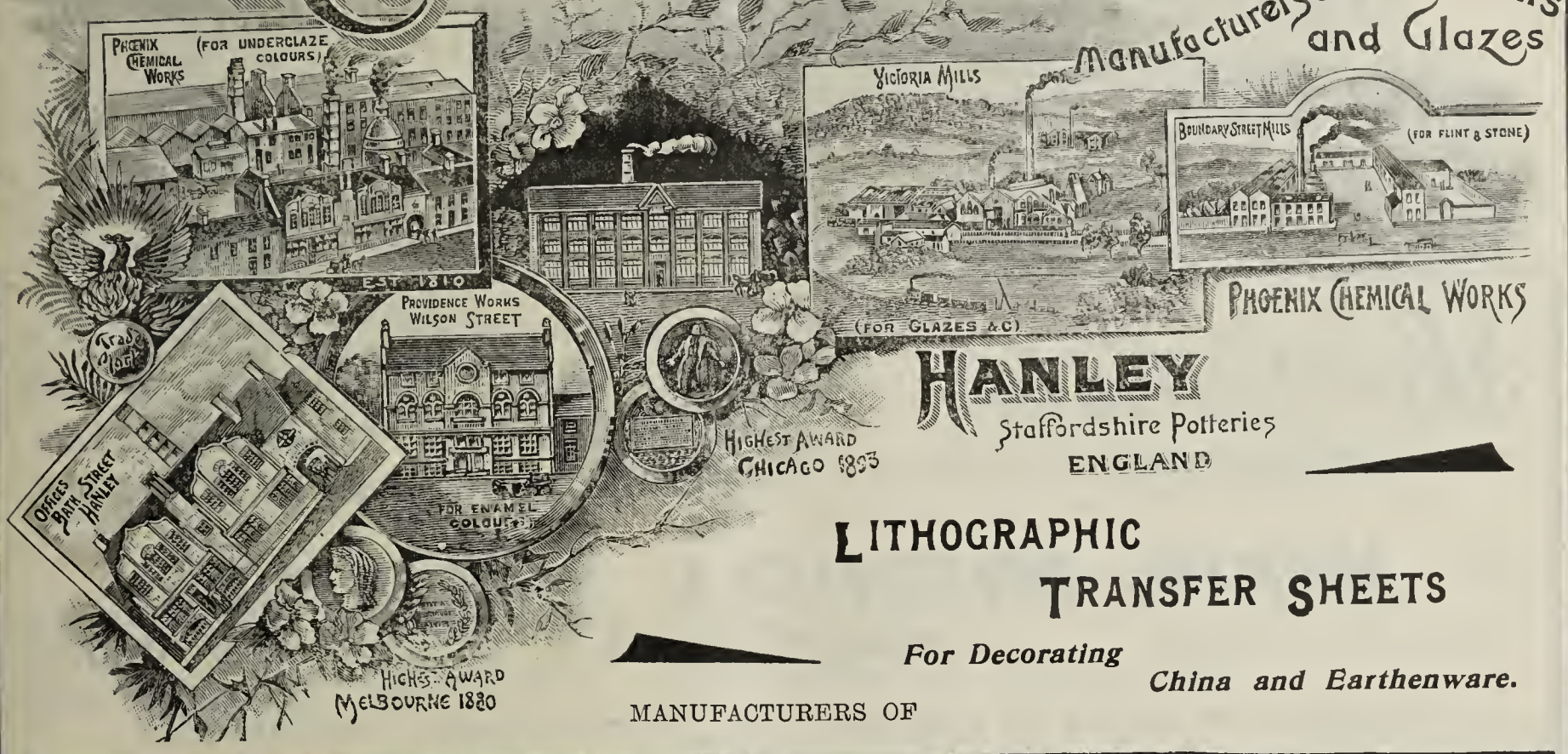
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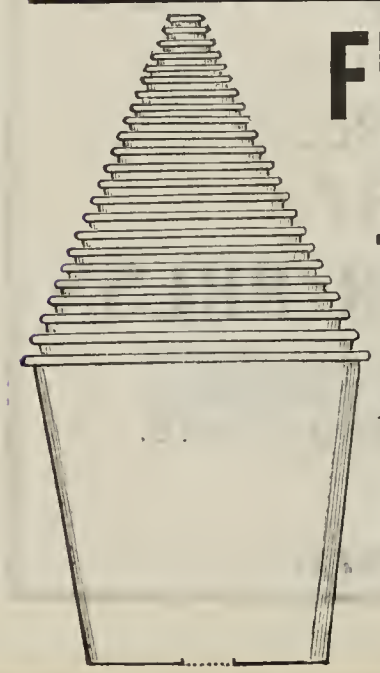
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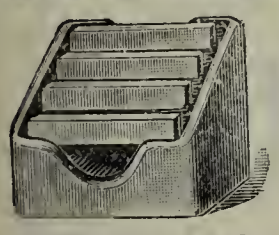
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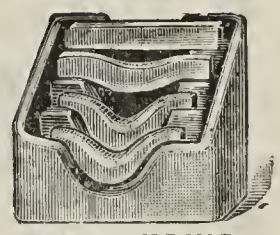


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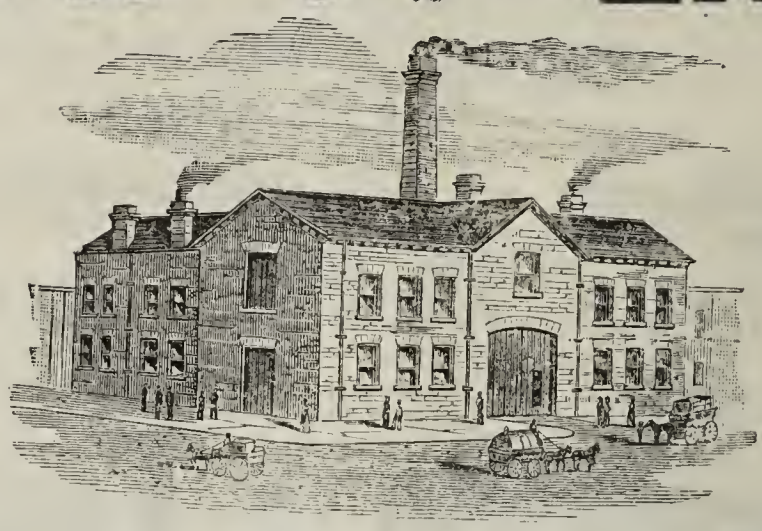
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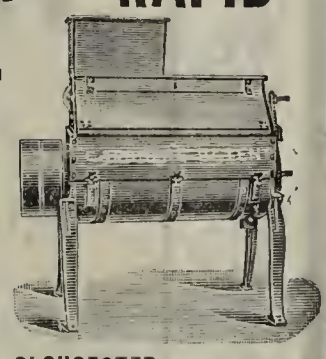
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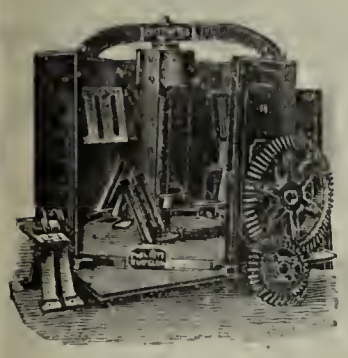
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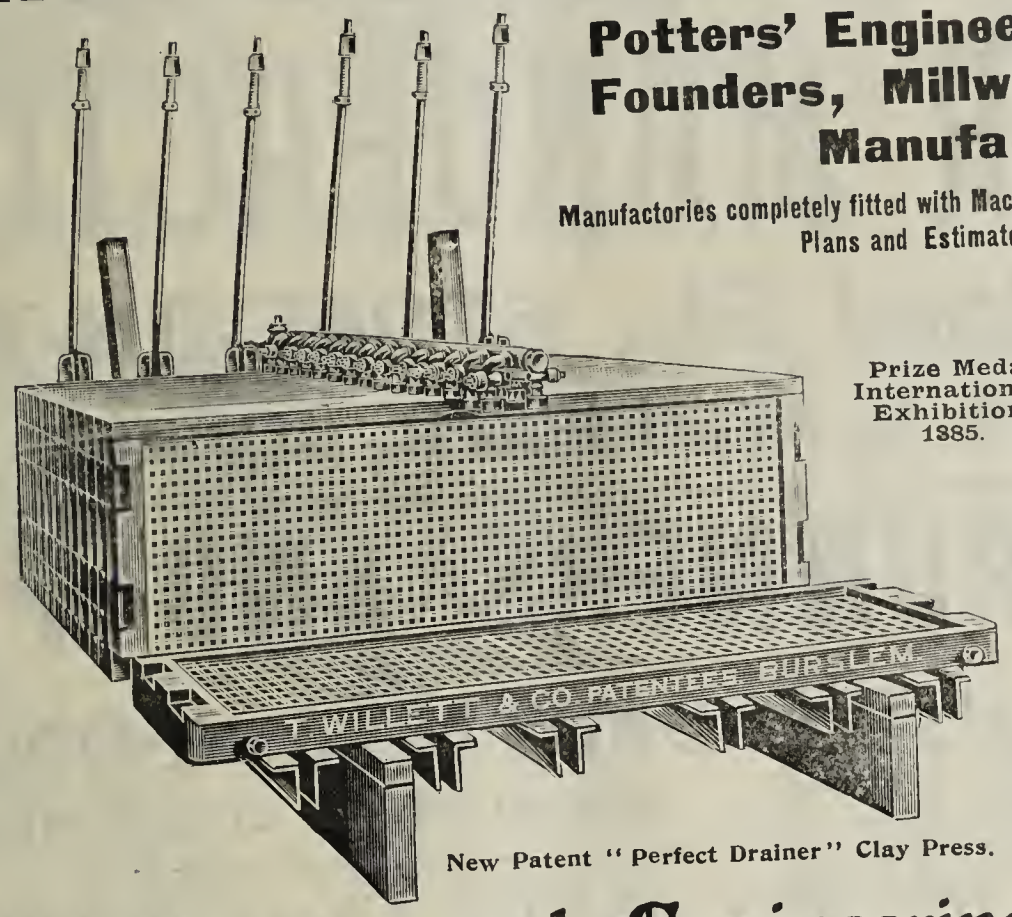
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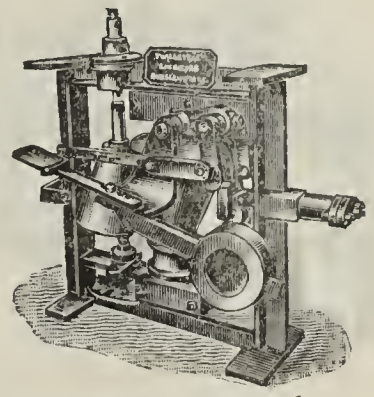


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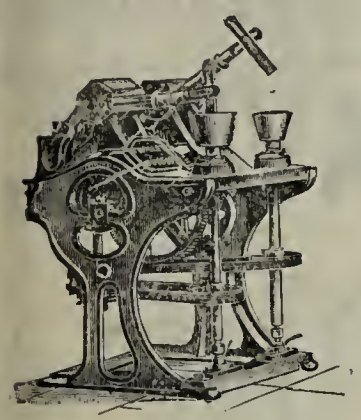
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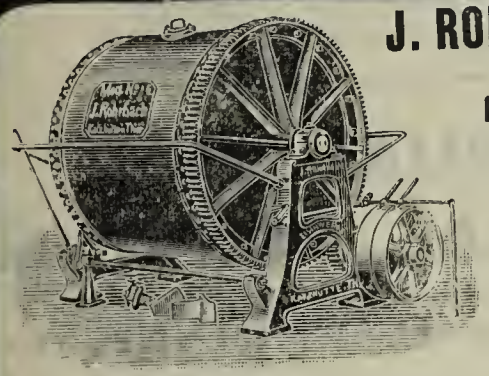
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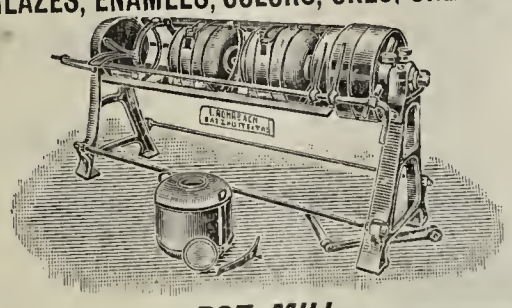


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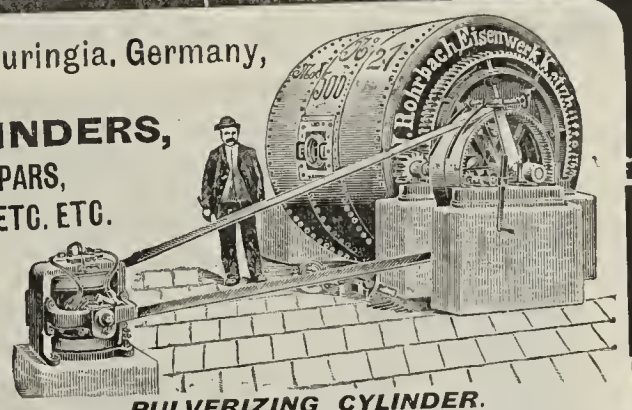
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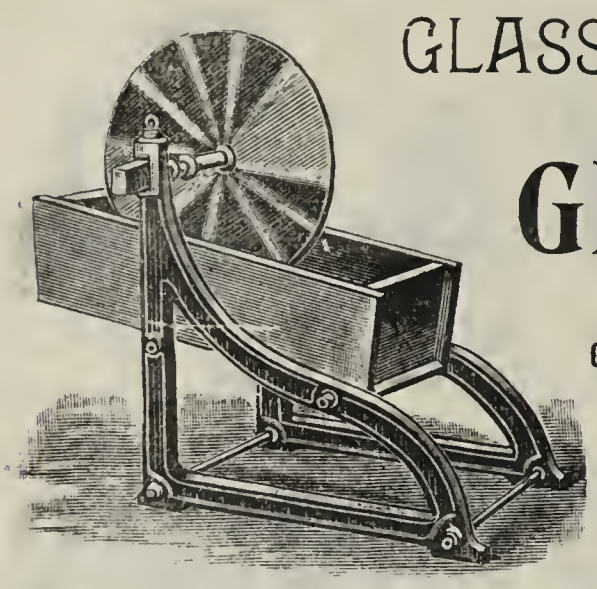
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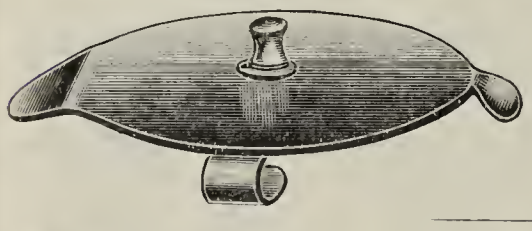
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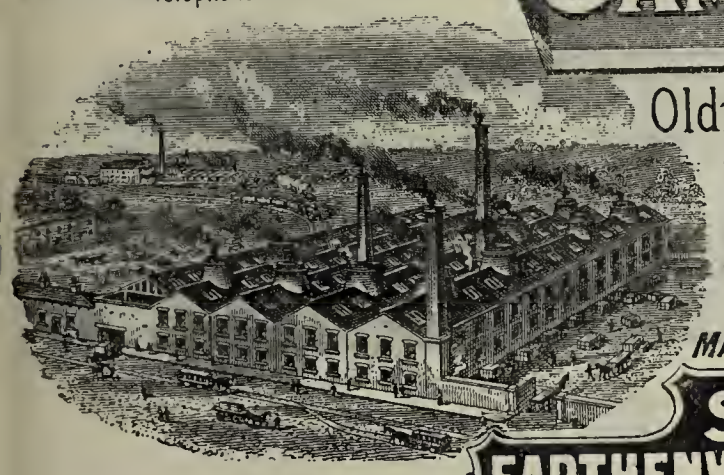
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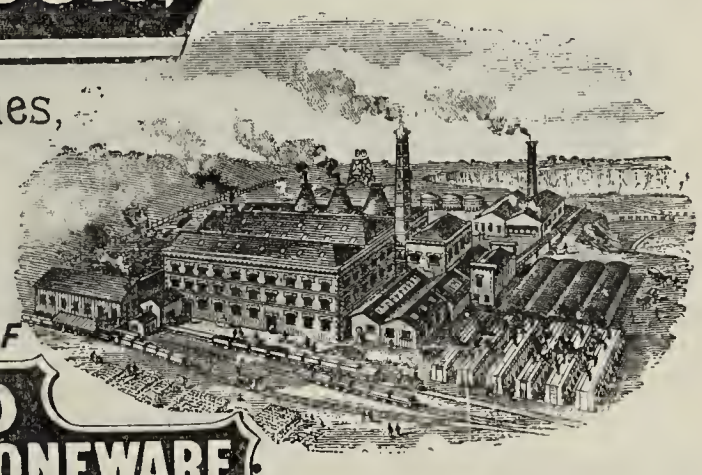
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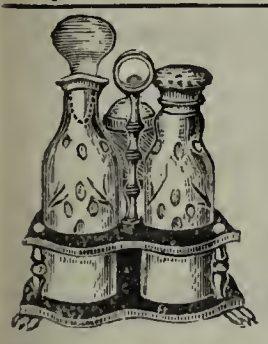
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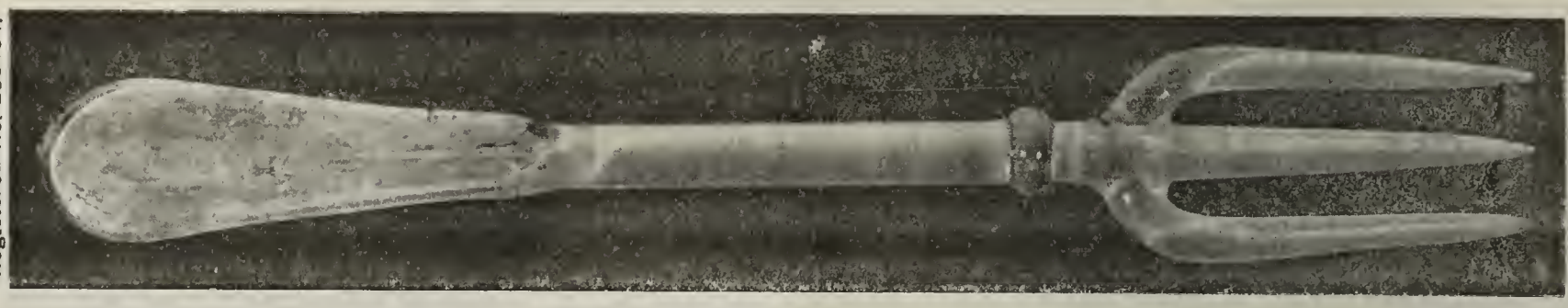
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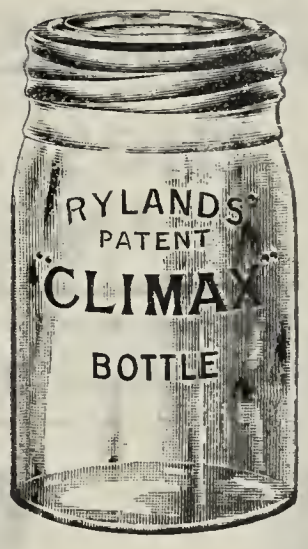
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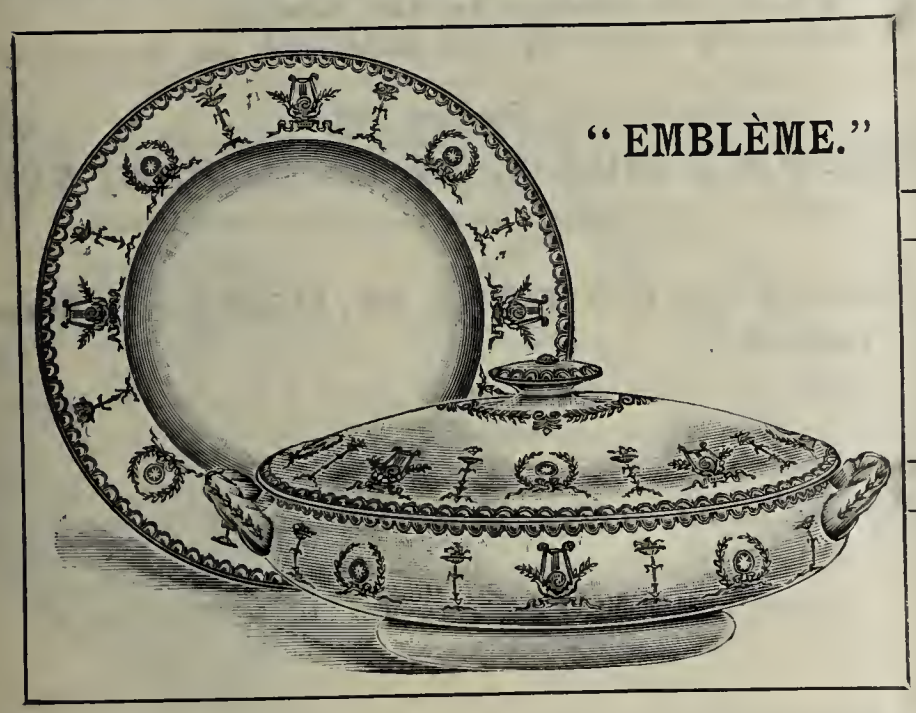
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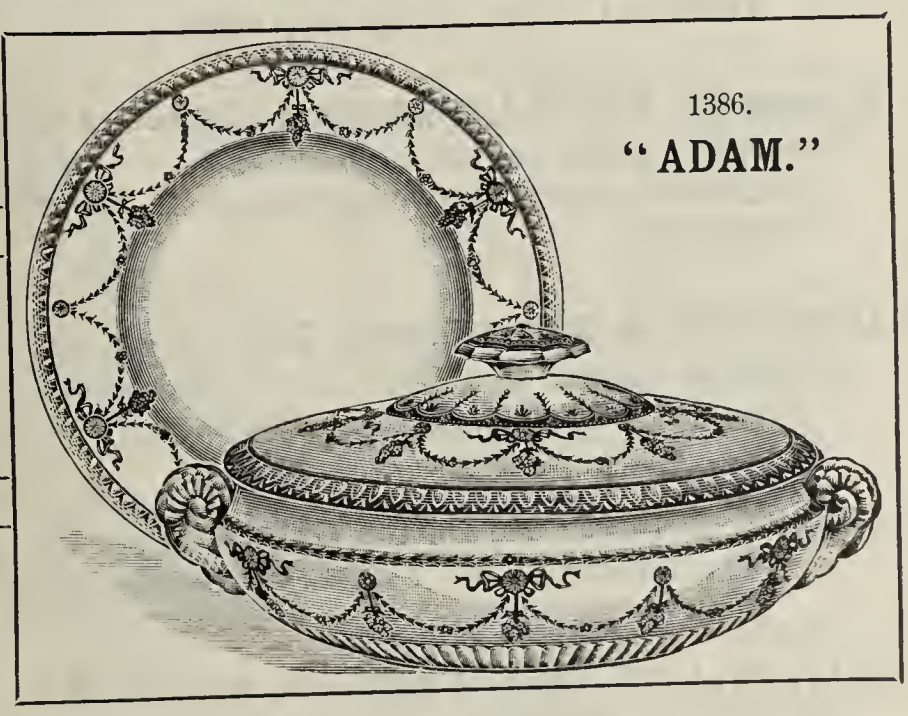
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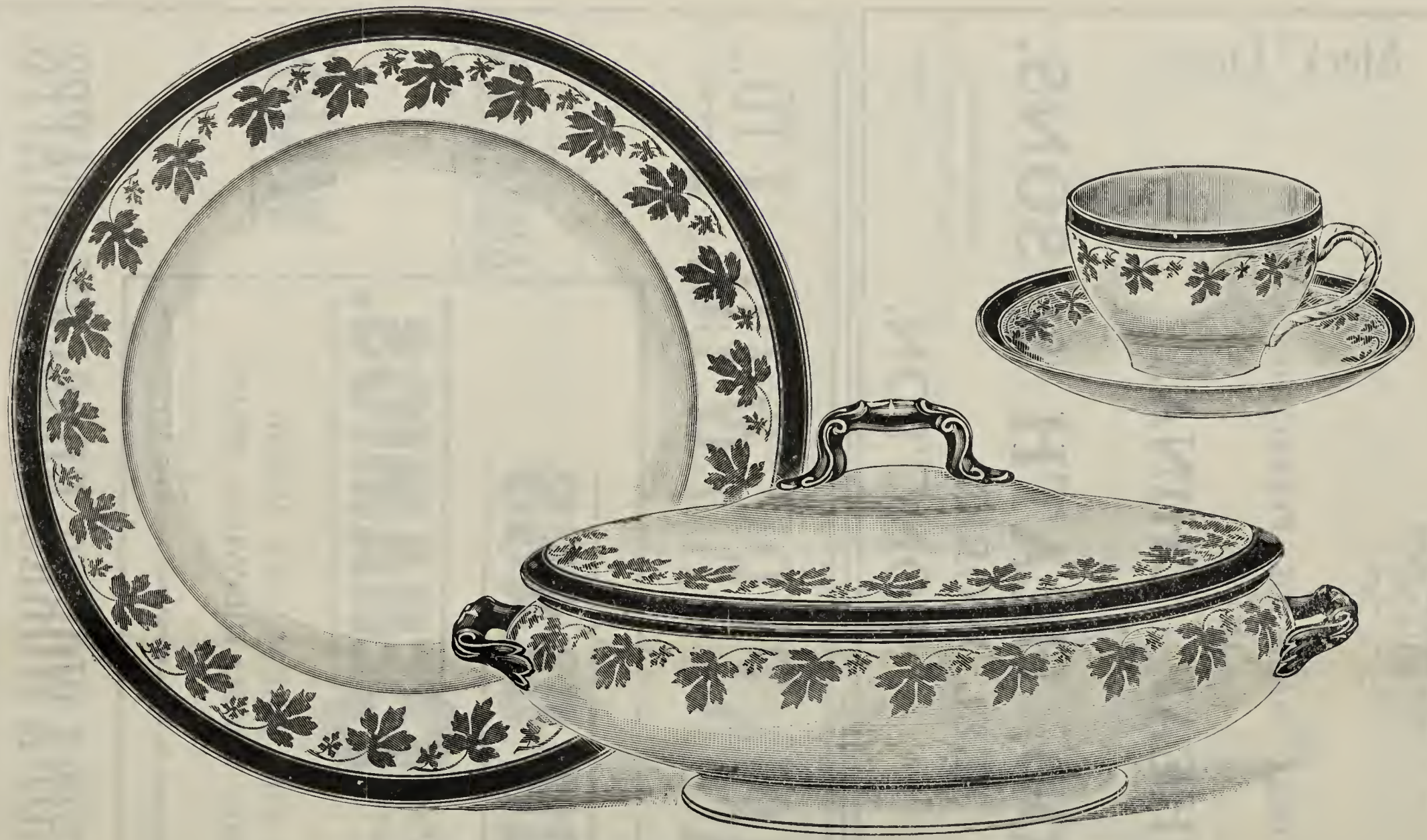
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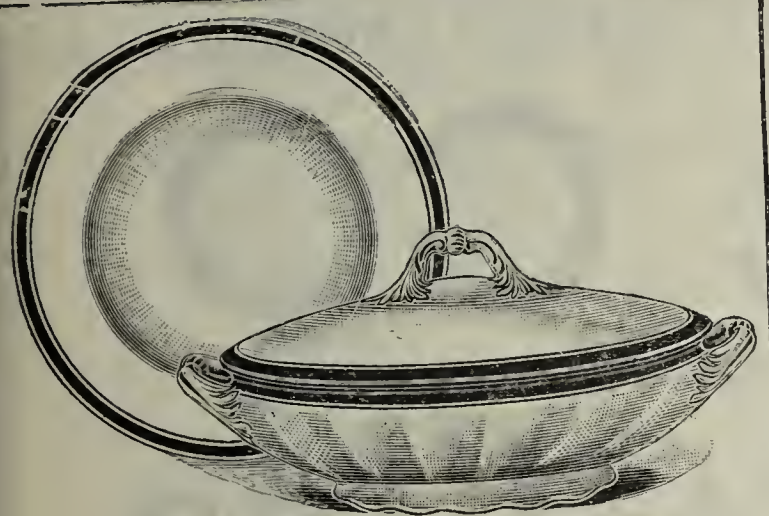
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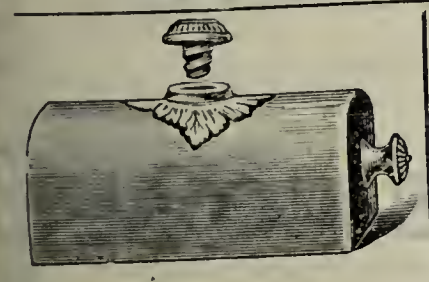
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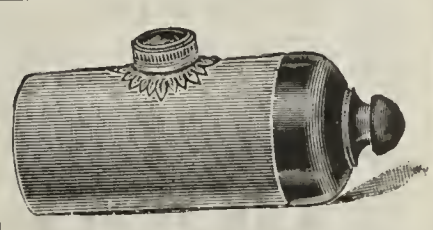
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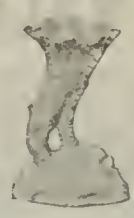
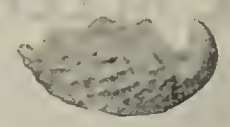
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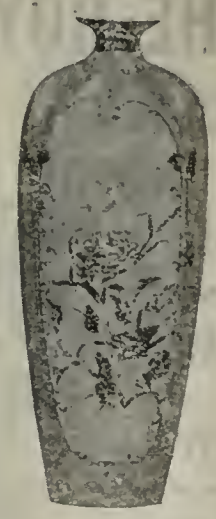
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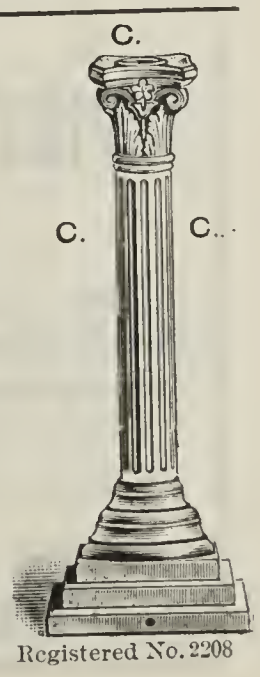
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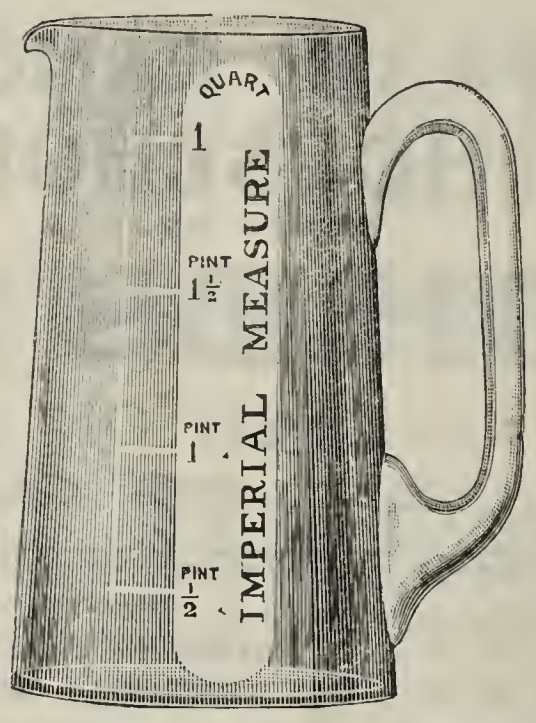


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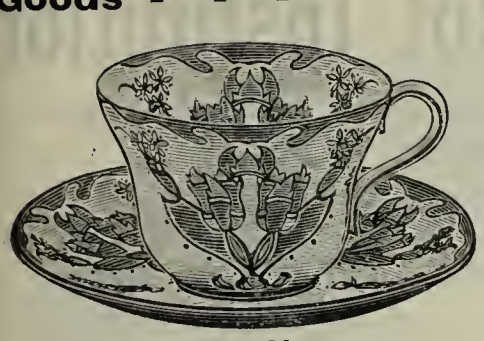
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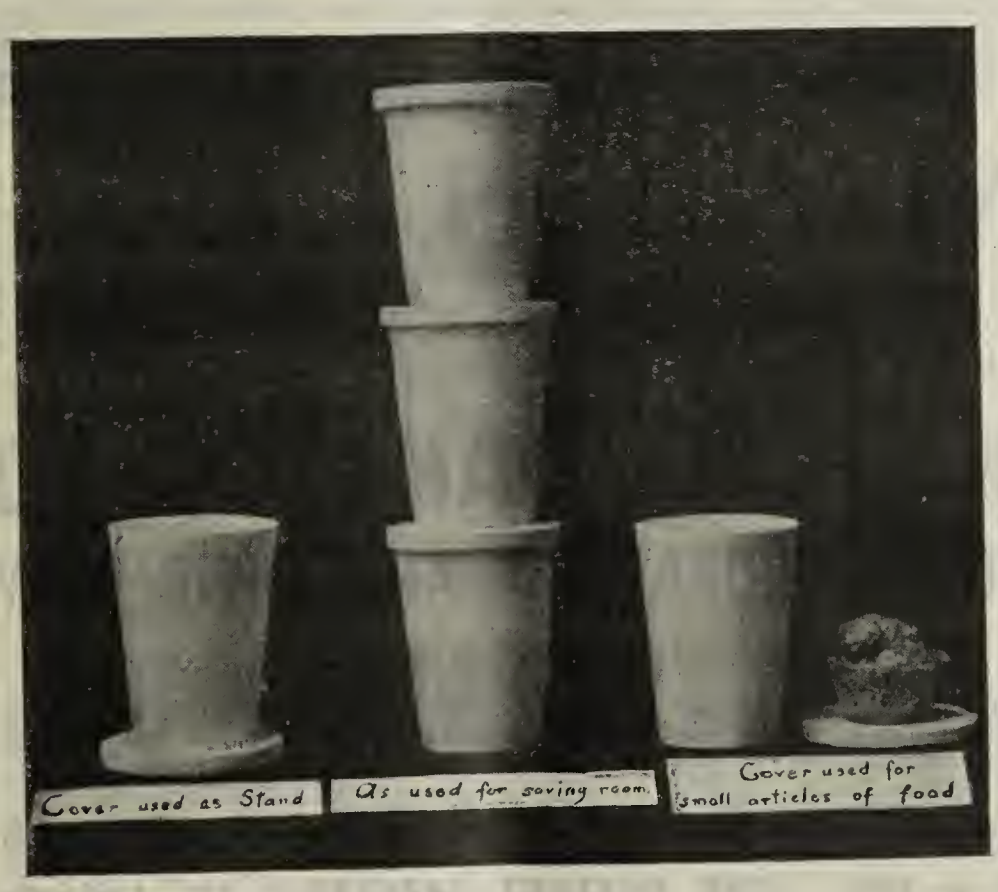
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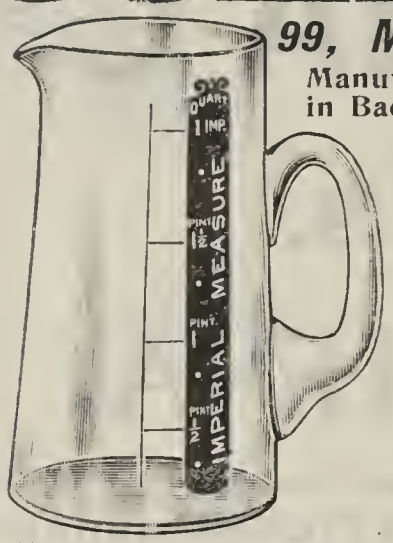
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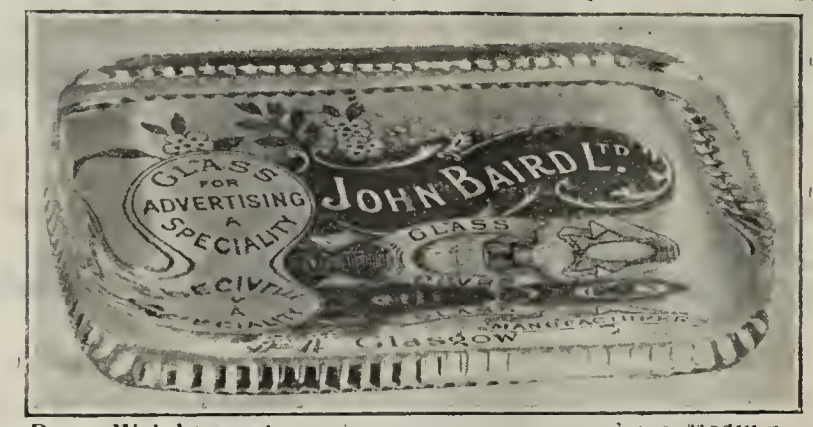
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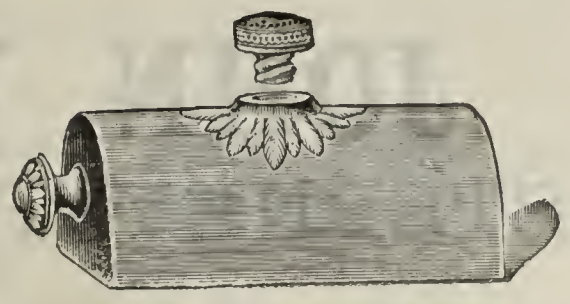
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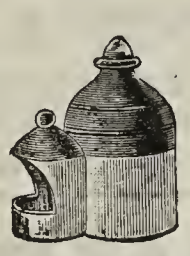
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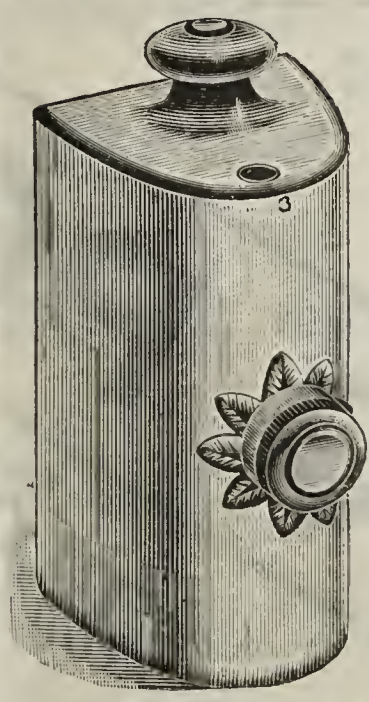
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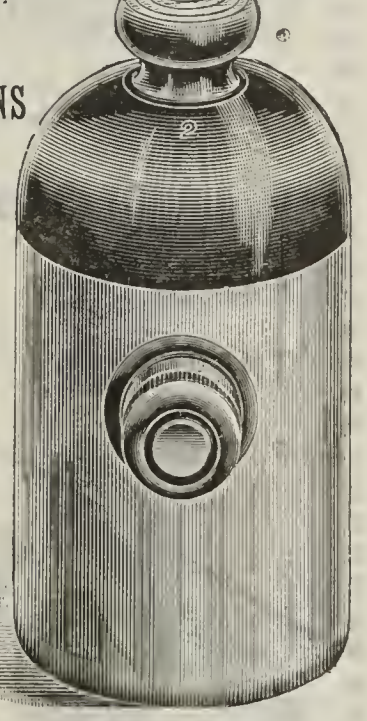
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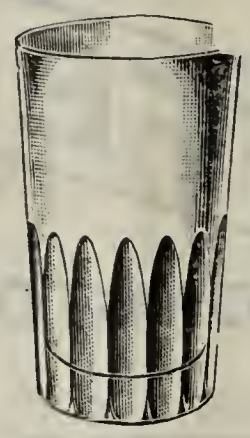


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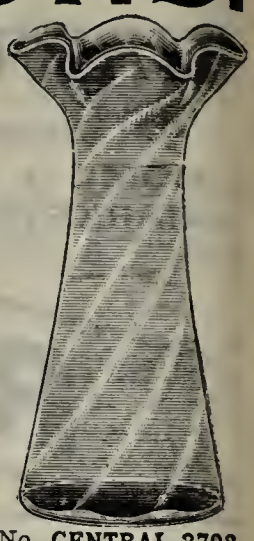
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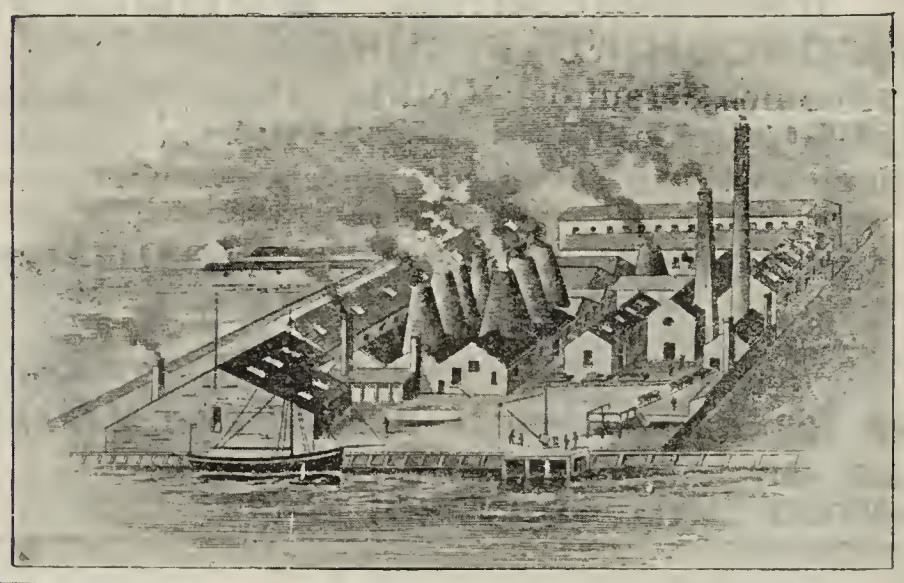
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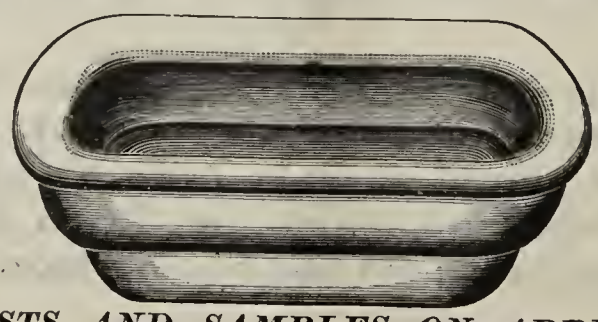
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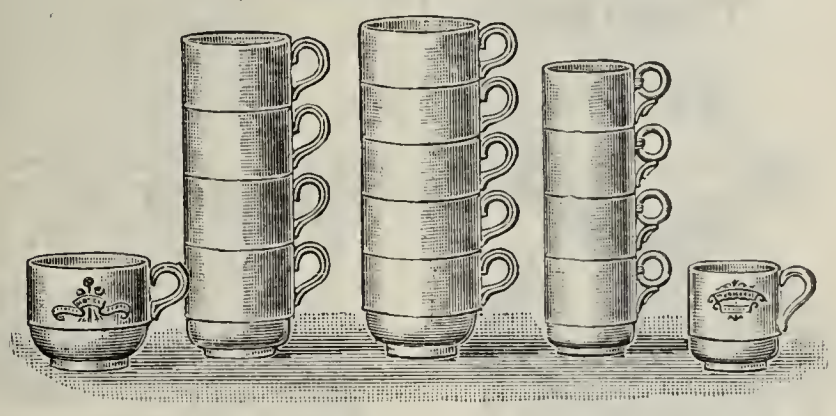
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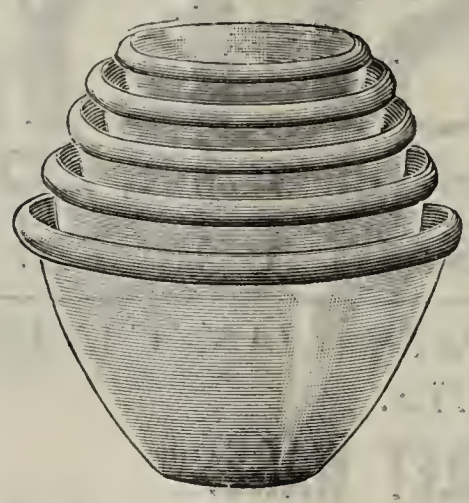
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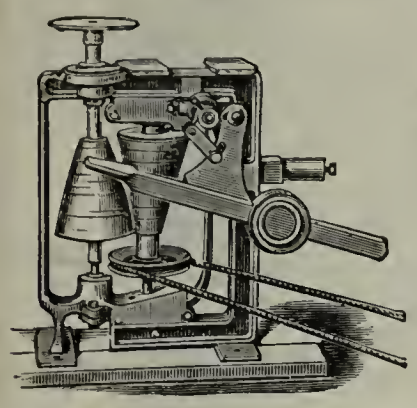




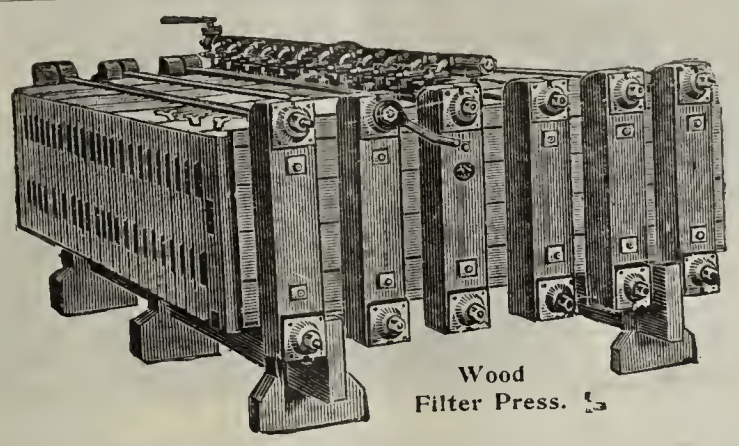


WAGSTAFF & BRUNT. Richmond Pottery, LONGTON, STAFFORDSHIRE.

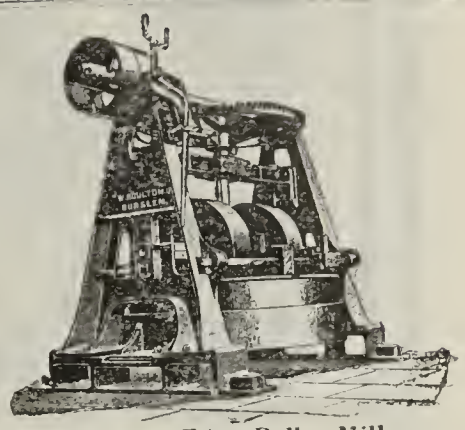
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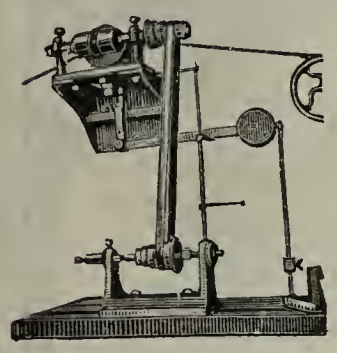
Small Throwing Wheel.



Wood Filter Press.



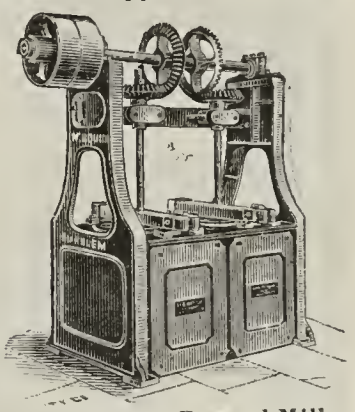
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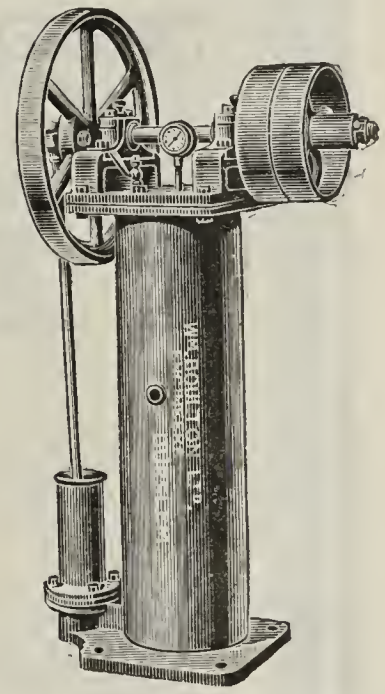
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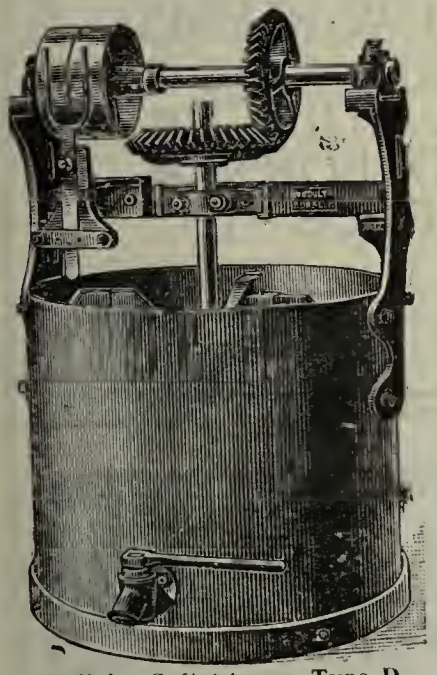
Colour and Enamel Mills.



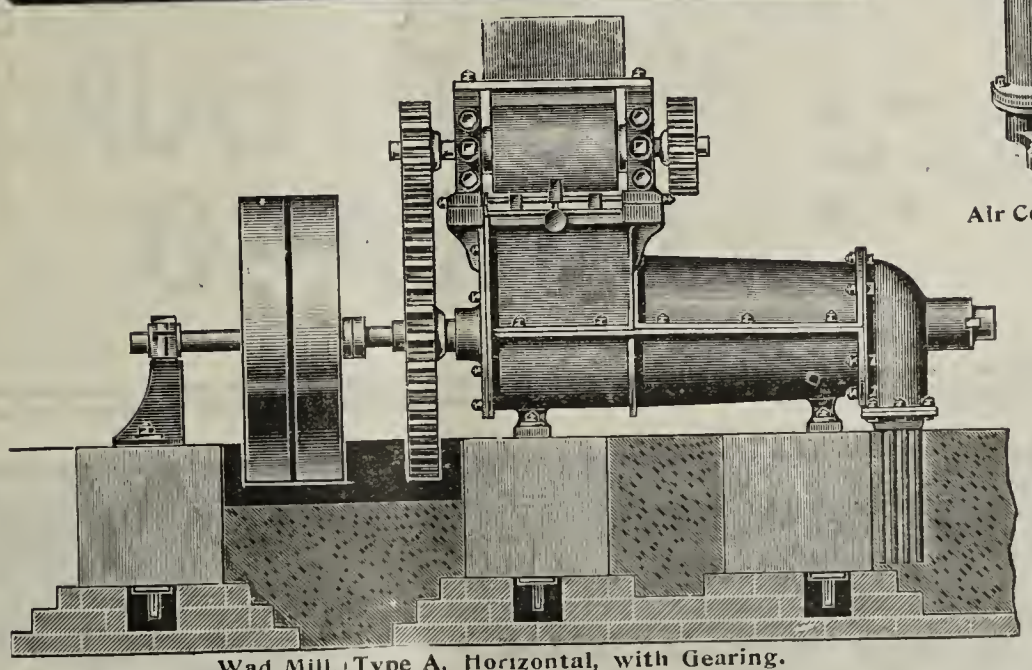
Plate-making Machine.



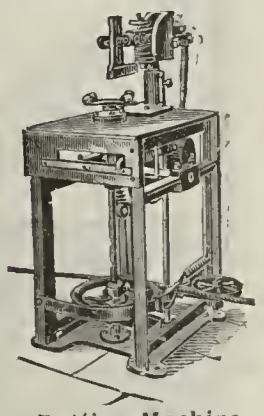
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All Advertisements for the March Special Issue must reach the publishers of "The Pottery Gazette" not later than

FEBRUARY 22nd.

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'THE POTTERY GAZETTE.'

ENQUIRY DEPARTMENT.

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This Department can be made use of *only* by Subscribers to "The Pottery Gazette."

When a registered mark and number, such as RD. NO. 228586 *appears on any article, particulars of this (without any further explanation as to the style of ware or design) will enable us to trace the maker. It is important that the figures be correctly given. If in doubt as to numbers, underline the figures which are not clear, or give alternative figures which may be likely.*

"The Pottery Gazette" Offices,

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Editorial Notes.

A BRITISH TRADE MARK.

WHATEVER may have been the effect of it in other industries, there cannot be the least doubt that the regulation requiring forcign-made goods imported into this country to bear the name of the place of origin did more harm than good to the pottery trade. Perhaps it was the early knowledge of this fact which made British pottery manufacturers indifferent to the probable evasion of the law by the marking of the package containing them, rather than the goods themselves, with the words "Made in France" (or other place of origin). Speaking generally—not of pottery particularly—we in England have done a large trade in re-exporting goods we have imported. It was only natural that our customers abroad, seeing their goods stamped "Made in Germany," should go to Germany for them. If British manufacturers had unanimously agreed to stamp all their pottery "Made in England," and if an Act had been passed to make it illegal to import any goods bearing an inscription in English, we should have advertised our own productions, instead of giving foreign competitors the benefit of the advertising. Many English manufacturers do stamp their ware with "Made in England"; but, to be effective, the practice should be rigidly followed. In order to secure unanimity in this direction we must take a lesson from Ireland. With the view to protect Irish productions from fraudulent competition, an Irish trade mark has recently been registered. The mark is an old Irish design, with the motto "Dlanta I Erin" ("Made in Ireland") in Erse characters. This motto can now be legally fixed to all Irish goods, and is a guarantee that they come from Ireland. A communication was recently sent to the Board of Trade proposing that a rose, with the motto "Made in England," should be adopted as a trade mark for England. The idea is an excellent one, and the mark would soon be recognised as a guarantee to buyers, all the world over, that they were obtaining English goods. The President of the Board of Trade replied to the inquiry to the effect that "he had no power to act in the matter, and pointing out that the Irish mark referred to was registered by the Irish Industrial Development Association, Ltd., under the Trade Marks Act, 1905." It would be well if the Associated Chambers of Commerce would take similar action for the protection of English trade. Failing that, the pottery manufacturers might do it for their own industry.

BRITISH POTTERY EXPORTS.

THE Board of Trade returns for the whole of last year are now available, and they show that our foreign trade in pottery in 1906 beat all records for, at any rate, the last sixteen years. Farther back than that we cannot go, because the means of comparison are lacking. In December it was a question whether the returns for 1891 would not be larger than they were for 1906. In 1891 we sent away ware worth £2,373,690, and up to the end of last November our exports for the year were only £2,183,983. It all depended on the exports for December, therefore, whether the 1891 figures would be beaten or not. Fortunately, the export trade continued brisk throughout the closing month of the year, ware being sent abroad to the value of £198,836, or about £24,000 more than was despatched in the same month of 1905. As a result, the full tale of the exports for the year works out at £2,382,819, which not only equals the figures

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for 1891, but passes them by nearly £10,000. This is excellent. During the six years, 1893–98, our exports of English pottery never once reached £2,000,000, but during the last eight years they have on six occasions topped the two millions. Unhappily, during a great portion of those six years, the home trade has been terribly slow, but now the tide seems to have turned, and, with both the home and the export trade busier, the outlook for the year into which we have just entered is full of hope.

THE RAILWAYS AND SMALL PARCELS.

THERE is perhaps no transit question which interests the pottery trades more than that which is connected with the collection and delivery of small parcels. A proportion of the trade is done in comparatively unimportant lots, and the tax upon this part of the business for carriage is enormous. In many cases the profit on the parcel of goods is almost entirely swallowed up by the transit charge, so that the manufacturer or merchant is working exclusively for the benefit of some carrier; and yet he cannot refuse to take the small order, because of the risk of offending his customer. On the other hand, the railway companies declare that their rates for this class of traffic only just barely cover expenses, and cannot be reduced without loss. There may be some truth in this contention, although we are disposed to think that the companies exaggerate their difficulties in the matter; but in any case there is little hope of obtaining any substantial concessions from them, and efforts directed towards this end are probably wasted. The real fact is that the railways are unsuitable for the work of carrying and distributing small parcels, and the sooner this truth is recognised the better will it be for the trading communities. The whole organisation of railway traffic in this country is designed with a view to dealing with large lots of goods; and with this class of carrier's work the companies might deal economically. The army of employees necessary to deal with the parcel business scarcely pays for itself, and the continual handling and re-handling of parcels at the stations adds greatly to the outgoings. The hope of the future, therefore, is not in the railway companies, but in some more modern arrangement for the distribution of "smalls." In a populous district like that of London and its suburbs, or the Black Country with Birmingham for a centre, or the collection of industrial towns surrounding Manchester, there ought now to be nothing in the way of the establishment of an effective and economical system of transit by motor-wagon. Millions of small parcels are passing every week over a space of country to be measured by from 20 to 30 miles from one of these centres, and, once the system were established, the parcels could be collected at the door of the sender and delivered to the door of the receiver certainly within 12 hours, and at a rate very greatly below the present change. Time and money would be saved and the chances of delay and of miscarriage of the goods would be enormously reduced. A little more energy and initiative in our Post Office administration would enable the Government to undertake this necessary work. The ordinary parcels-post organisation might be left to work the long distance traffic, and special rates could be adopted for transit within a radius of, say, 30 miles from certain great centres of industry. But if this development is too much to hope for in the present day, a Traders' Carrying Association might be formed, and special benefits might be offered to the trading shareholders to induce them to subscribe capital. The scheme, if properly carried out, ought to pay a very good dividend upon the capital subscribed; and an arrangement might be made whereby anything over 5 per cent. clear profit should be applied to reducing the rates of carriage. No doubt a fairly large capital would be needed to start the business on a remunerative basis, but there should be no great difficulty in obtaining the necessary funds. The present system, or want of system, has been irritating the trade of the country far too long a time, and it is fast becoming altogether intolerable. We wait confidently for the appearance of an organising genius to start such an association, being perfectly assured that success will crown his efforts.

Legal.

A Claim for Damages.—A case of considerable interest to china and earthenware dealers who let out goods on hire came up at the Stoke County Court, before Judge Mulholland, K.C., a few days ago, when James Wm. Holland, of Vine-street, Stoke, a caterer, brought an action against J. Woolliscroft & Co., cab proprietors, Stoke, for £4 8s. 4d., crockery alleged to have been broken by the defendants. The evidence was that the plaintiff employed defendants to carry a certain quantity of crockery to the Town Hall, Fenton, for a function, and afterwards to take it back to the hotel. On the return journey one of the wheels of the vehicle conveying the ware came off, with the result that much of it was broken. The plaintiff contended that the wheel having come off the vehicle, the defendants' conveyance of the goods was not a proper one. His Honour gave judgment for the plaintiff for £2.

A Question of Discount.—In the City of London Court, on January 24, before Judge Lumley Smith, K.C., a claim was made by Pilkington Bros., Ltd., glass merchants, 10, Upper Thames-street, E.C., for £4 7s. 7d., for fancy glass supplied to the defendant, Mr. Edward Melzer, Euston-road. Defendant said that the plaintiffs had refused to allow him the usual trade discounts. There were no terms stated on the invoice, and no specific terms were arranged. Some times he paid in a month, and sometimes he took four months and six months. Mr. Day, for the plaintiffs, said their terms of business were that the discount was only allowed if the money was paid in a month. Defendant claimed that it was a quarterly account, and they had been generous to him, hoping he would pay monthly. Judge Lumley Smith found for the plaintiffs for the amount claimed, with costs.

ANSWERS TO CORRESPONDENTS.

"Leeds."—The sample has arrived, and we will endeavour to do what you wish. It will take some time.

L. H.—Having regard to the increased cost of raw materials it was inevitable that pottery prices should be advanced.

A Disappointed Dealer.—We quite agree with you, but cannot find room for such a long letter on the subject. We will insert a short one.

Buyer.—The Act for the Prevention of Corruption will certainly apply to the case you refer to. A Christmas present from your own employer is a very different thing.

R. D.—If you sign a consignment note you are bound by the terms of it. You should ask for one of these notes to keep, so that you may learn your position. It is very difficult for a single trader to negotiate with a railway company. This is where organisation is needed.



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Mr. T. ADAMS,
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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

A SALE CIRCULAR.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Replying to the letter under this heading, in your December issue, may I say that the writer's contention is correct, viz., that one of the greatest trials of the present day to the retail dealer is the large store or companies, but that in order to make his case good it is not necessary to depart from the "paths of accuracy." I also have in front of me a catalogue which I take to be the one to which he refers, and if you will allow me, Sirs, as I know personally the buyer of the China Department I suppose to be in question, and know, too, that at heart he abhors and detests the system of doing business in this way as practised by drapery firms and others, I will readily take up the cudgels on his behalf, although I do not ask his consent for so doing. I will deal with some of the items in that sale list that are so severely criticised. First, let me say this, that the firm I believe to be in question have three sales each year, not four—a course that has been adopted for many years by them; and, secondly, that as each one still maintains its position as regards turnover and has a steady increase, I think the public are the better able to judge whether these sales are the "bunkum" their critic represents them to be or not. They are generally arranged to capture the trade of the hotels and boarding-house people of the town in question, as against the visits of the so-called "Direct from the Works" travellers, who make their calls three or four times each year, and take away a goodly share of the business from these houses. These men have no expenses beyond their occasional stay of a few days at an hotel (and they usually fix up an order with the proprietor before they leave), nor heavy rents or taxes to pay. These are called sales of "Job and Seconds" goods. Granted. So they are, and the public know it, and look forward to them, and make up their orders accordingly. Dinner services at £2 19s. 6d. Every customer is told at the time of purchase that they are seconds. Possibly they could not afford to buy best at £4 19s. 6d. Why should they not purchase seconds? Somebody must buy them. Vegetable dishes at 1s. 4½d., many worth 7s. 6d. It is asked where enamelled and gilt cover dishes can be bought for 8d. each. I have myself seen several offered at 1s. 4½d. by this firm, the first cost of which could not have been less than 5s. or 6s., but they had some trifling defect. "The teas and saucers" (splendid stuff—all good—I saw them), 3s. 9d. per dozen, usually sold at 15s. They cost in best goods 9s. 6d. per dozen first hand. To an outsider comparing the two there is little difference. I know this firm would like to purchase another 200 dozen at 3s. 9d.—the price that these were sold for retail—but it was a chance that does not occur every day. Toilet sets, 5s. 11d., usually sold at 8s. 11d. How long have these been bought for 3s. 6d.? At quite a recent date, I can assure you, because for years their former cost was 6s. 6d. I have myself bought hundreds at this price, and no better. "Sprig teas and saucers," guaranteed best (not seconds), English china, at 2s. 9d. Can anyone purchase these for 2s. 3d. or less? As a matter of fact, they cost about 2s. 8d. in the house. "What an enormous profit" to make to be sure! "Toilet pails," full size, best white glaze, roll top, at 2s. 11d. Where can he buy them at 1s. 11d.? And so on through the remainder of the items. Where are the big profits? We must take into account the somewhat heavy carriage to that town as compared with others at a similar distance from the Potteries. All these points tell up. Of course, in the sales "all customers cannot get the biggest bargains," hence the rush as soon as the doors open in the morning for the first choice.

It is the old story that when you are in Rome you must do as Rome does. Drapery houses and stores are noted for this system of doing business, but I, for one, would not like to say that the whole of them are "public catch-pennies and dishonest." A "deceptive sale"—or a series of "deceptive sales"—soon finds its level. But what of the scores of sales of china one sees continually in the "small trader's" shops all over the country? His only fault is that he has not the capital to pick up the "plums" that are continually to be found if one looks for them. It means frequent visits to the Potteries, a somewhat expensive matter for a small man. Also, what of the big London houses, the pioneers of this style of business; are they not even now guilty of the same thing? At least two or three times each year I have sale lists of several of these on hand, also of some of "the small trader's," and the amount of "stretching" done in some of them at first sight seems to border on the ridiculous. No, Sirs, the Glass and China Dealers' Association has other more important work to do than this. They have not yet stopped the "mock auction sales" that are the curse of the china trades. Your correspondent asks can a small trader get a living in the face of such competition? Yes, of course he can, but he must know his business and work hard at it.—Yours, &c.,

Bournemouth. P. STEVENS.

ENGLISH AND FOREIGN GLASS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—May I be allowed to reply to the very able and well-directed letter in your January issue from "A Glass Manufacturer"? As a glass manufacturer he presents his opinions in a satisfactory, clear, and concise manner, and the principal point he presses home to the retail dealer seems to me to be one that is worthy of serious consideration by all china and glass dealers. I agree with him that it ought to be better for the whole trade, both retail and wholesale, if some practical scheme could be devised by which the stock of foreign and English goods could be shown separately in our showrooms, particularly the glass stock. But it seems to me that this alteration must take place first in London, and in the "large stores, too," who have always been the "pioneers of all improvements" in the arranging of and exhibition of the wares of our trade, and whose system or style of arrangement is copied more or less all over the country, not only by the "stores" of lesser magnitude, but by the small retail dealer as well.

Take, for instance, the firms of Messrs. Thos. Goode & Co., Harrod's, Whiteley's, John Barker's, Waring's, Maple's, and Osler's, and I mention these houses because the managers of the china and glass departments are not men who have been "pitchforked into the business," but men who have a thorough, sound, practical experience of the trade and of their customers' peculiarities and methods of shopping. Let some responsible member of the wholesale trade wait upon them, and try and arrange a meeting for the whole to discuss the question in all its bearings, when I have no doubt but that some favourable decision would be arrived at. To meet them should not be difficult, because all of them are, I think, members of the Board of the Pottery and Glass Trades' Benevolent Institution, and after business is done there an hour would be well and profitably spent in a discussion of this sort.

Personally, I believe it would be beneficial to the whole retail trade if the distinction were made, but I am quite

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sure that this alteration in the present system of business must first take place in London, Liverpool, Glasgow, Manchester, and Birmingham. It would, I know, hit some of our large emporiums very hard, not only in London, but in the provinces, who systematically sell foreign glass for English. I know of one large London stores whose directors will tell you they have not a piece of foreign glass in their showrooms, and yet if you walk round you will find perhaps fifty samples within as many yards. Did the buyer purchase them from "foreign agents"? No, decidedly not. Whom are they bought from? Why, from the cheaper English manufacturer and factor. Does the buyer know or guess when he buys them that they are not what they are represented to be? Of course he does; he knows his trade too well for that. But what does it matter to him? They come from an English house, that is enough; he does not ask for their birth certificate. Besides, there is a bigger profit to be gained from the foreign as against the English.

Of course, this deals with the glass trade only, where the evil is the greatest; but the china trade also is open to a re-arrangement of this nature. No sensible dealer would place side by side on show the fine creations of our "best English manufacturers" with the productions of France or Germany. It would be fatal to his own interest to do so, but that there is room for a deal of improvement a glance at many of our showrooms will make the most sceptic admit.

I will not say that this course, if adopted, will be in any sense a "sure cure" for all or any of the ills that the wholesale trade are troubled with, but it will show to our manufacturers that the retail dealers are in sympathy with them and willing, as far as possible, to help them to regain the position they contend they have lost or are rapidly losing.—Yours, &c.,

January 13, 1907. W. R.

A SUGGESTION FROM A CHINA DEALER.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I think that as compared to many other classes of trades the retail china and glass merchant does not get so much assistance from the manufacturer in the matter of window display advertisements. Let me explain. In quite good class cycle, drapers', chemists', boot, grocers', and other shops you will every now and then see exhibited in the windows some striking advertising novelty, supplied, apparently, by the makers, and lent by them to dealers in various towns for a few weeks each. You will generally find a number of even well-to-do people stop and look with interest at these things and naturally note thereby the specimens on sale surrounding them. For example, a draper, when making a special display of furs, will have a number of well-stuffed animals (perhaps a silver fox, a beaver, seal, or bear), all of which purport to show that the mantles or other articles on sale within are genuine specimens of the various creatures represented. Now, Sir, I have read the letter of an English "Glass Manufacturer" in your January issue. He complains that the English public want educating up to buying English-made glass, and that the dealer should be the teacher. Well, how much is the following suggestion worth? If it's worth anything, no doubt some English manufacturers (glass or china) will log it down in their memory. If it is worth nothing, then I trust your readers will pardon the intrusion of this article on their time:—There could be made a model (say) a yard long by 2 ft. broad (size is immaterial). On this model would be shown the plan of a glass works with its big cone. On another portion would be some small wooden glass-blowers swinging or blowing at their pipes with a specimen on the end; and also shearing or shaping some article with the tools on the chair and a "taker in boy" running with glasses to the leer. In another part would be cutters or engravers at work holding specimens of glass in various stages of the process. In three small phials samples of the chief component parts of glass (lead, sand, and potash) might be shown, and the whole thing nicely and artistically got up so that the public might look and be interested. It would be labelled, boldly: "Model of an English Glass Manufactory, as seen at Stourbridge," or elsewhere, and would, in a few bold words, extol the inherent virtues of English glassware. This thing could be put in and surrounded with British glassware only, and I think that it would be a drawing advertisement for the home production. The same thing could be carried out with regard to a pottery. There, Sirs, is the suggestion; I offer it for what it is worth, and remain,—Yours, &c.,

A. W. GATER.

Exeter, Jan. 1, 1907.

"DIRECT FROM THE WORKS."

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Since sending you my answer to your list of questions on "Retail Trade Conditions," I have seen the following advertisement in a daily paper:—"A traveller wanted to work hotels and restaurants, already representing a glass firm, to sell earthenware and china suitable for above, on liberal commission. Apply ——." The proper name of the firm, of the pottery, and the full address are then given. I am aware that when you asked in Question 9: "Have advertisements in newspapers offering to supply goods 'direct from the works' had any effect in your district?" you referred to the advertisements of factors calling themselves manufacturers, who appeal through so many magazines to housewives who like to buy bargains. These people get the money first, and the customer has no chance of any redress if the goods are not satisfactory. The advertisement I have copied is of quite another stamp, and is likely to do much more harm to provincial dealers. I am amazed at an old-established firm of manufacturers going past the dealers and openly, and under their own name, soliciting orders direct from some of the dealers' best customers. I hope all retail pottery dealers will do as I have done: I have made up my mind never to give that firm another order. The representative of that firm will call upon me the first time he comes to our town. I have had goods from them, and probably should have had some more, but my next interview with their traveller will be very short, I can assure you. I should like to insert their name in this letter, but I could not expect you to publish it. I hope some means will be found to let shopkeepers know the names of manufacturers who take their trade away by selling to their customers.—Yours truly,

"A DEALER WHO SUPPLIES HOTELS, &C."

Jan. 1, 1907.

FROM THE U.S.A.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Find enclosed money order to cover one year's subscription to the POTTERY GAZETTE. We desire that our subscription start with the January number, and to include the Annual Diary. We have several copies of your paper, and feel sure that this investment will be a very profitable one to us.—Yours, &c.,

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(Signed) W. L. PERCY, Sec.

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Mr. Wm. Ault, art potter, Swadlincote, near Burton-on-Trent, has now his London showroom at Gamage-buildings, Holborn-circus, E.C. It is a well-lighted and elegantly fitted room on the second floor, looking out on Holborn. There is a convenient and rapid electric lift always running during business hours, so that the room is as accessible as if it was on the ground floor. Mr. Ault has appropriately inaugurated his new showroom by displaying a large assortment of new productions in "Ault Faience." I met Mr. Ault's representative, Mr. Walker, at the showroom, and he was well pleased at the attractive





AULT FAIENCE.

novelties provided for the coming season. Mr. Walker will look after the London business, paying periodical visits at short intervals. The showroom, of course, will be always open, and the samples may be seen and orders given at any time between Mr. Walker's visits. "Ault Faience" is artistic, and as art is always progressive, this particular art ware is constantly improving. Perhaps it would be more correct to say developing. Each of the various stages through which "Ault Faience" has passed has met with genuine appreciation from critical buyers, and has secured a market for itself. The present—the latest—productions are likely to meet with even greater appreciation. The novel features are more in ornamentation than in form, though there are several quite original shapes. The designers and decorators at Swadlincote have evidently a free hand to a great extent, and work independently of mechanical methods and of conventional theories. The result is the remarkable orginality in decorative designs and colour schemes which is the striking characteristic of the new pieces now on show. The new coloured slip decoration is an ornamentation carried out with true artistie feeling. It is tooled work, and carries with it the impress of the intelligent individual effort of the artist. There is a group of tall pieces, vases, spills, handled pitchers, &c., decorated with bulrushes, cornflowers, daffodils, storks, &c. The nature of the applied ornamentation is quite in artistic keeping with the form of the piece. If the application (whatever it is) is not in harmony with the form it cannot be ornamental. In these pleasing exhibits the ornament was not an after-thought; it is part of the original conception. This treatment is successfully carried out on coloured slip ground—not shaded. The "Adams" toilet set has wreaths and medallions embossed outside the pieces in the familiar "Adams" style. The ewer is a serviceable one, and it has a round, deep, non-splashing basin. It is shown in green and many other self-colours. Some rich colourings are shown in new shaped flower pots, made in all sizes. One very effective combination has amethyst on blue, on white ground. There are several of these colour schemes that could only have occurred to an original artist. If he had failed they would have been execrably bad, and we should never have seen them. He succeeded, and so we admire them. There are new shapes in pedestals and pots, umbrella stands, grass vases, flower holders, spittoons, and a number of smaller pieces, quaint, grotesque, and artistic. Some new and beautiful effects in mottled ware are shown, and others of this kind are on the way. There is a beautifully modelled pedestal and pot, small size (not miniature), in pale colour and gold, suitable for a lady's morning-room or boudoir. It is very pretty, but I am told is merely an experimental piece; a perfected one on the same lines may be expected shortly. Amongst the coloured toilet services there are examples in the famous "sang de bœuf" and other choice effects.



"ADAMS" TOILET WARE.

Pountney & Co., Ltd., Bristol Pottery, Fishponds, Bristol, have appointed Mr. Thomas Usher to represent them in London. Their new showroom at Gamage Buildings, Holborn-circus, E.C., has been rearranged, with the result that the samples are displayed to the greater advantage of the buyer. This is particularly the case with the toilet sets, for which special shelves have been fitted, showing the ewer and basin of each of upwards of a hundred sets at one view. Mr. Usher has received a



"BRISTOL ART WARE."

number of new shapes and patterns for the coming season—the product of the splendid new factory of the company. Their facilities for output are greatly increased, and they are gradually developing the variety of their productions. The new samples include many original shapes and decorations in toilet ware, dinner ware, flower pots, tea and breakfast ware, produced specially for the spring trade. With the advantages enjoyed at their modern

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factory, the company claim to be in a position to supply all kinds of earthenware for domestic purposes with great promptitude and on favourable terms. They also draw attention to the advantageous railway rates from Bristol to London, and other places. Their principal lines are toilet services and dinner ware, in high-class semi-porcelain, plain, printed, and decorated. Amongst the novelties in toilet ware, the "Bath" shape is a very attractive one. It is quite a fancy design, with embossments round the neck and body of the ewer and on the rim of the basin. The latter is a useful round shape with turn-over edge. There is an innovation in the lip of the ewer, and the scalloped edges of the top are well modelled. It is shown in a number of shaded decorations, shaded and gilt, and also enamelled patterns. The "Bath" toilet set is at once attractive and inexpensive. The "Badminton," another new toilet shape, has a full size ewer and a good round basin. It is shown with raised gold decorations on a coloured neck, the rest of the ewer being white. The neck is variously coloured—mauve, green, pink, cobalt, &c. The same shape is in flow blue and flow green, and gilt. It has also a pretty lilac decoration. A very neat rose-bud decoration is shown on the "Melbourne" shape toilet set; on the "Stafford" shape dinner, tea, and breakfast sets; and on jugs and miscellaneous table ware. These rose-buds on white ground and gilt edges make a high-class and inexpensive decoration. The "Delf" pattern is a pleasing addition to the novelties already mentioned. It is seen to advantage on the "Dresden" shape toilet set shown in the illustration. The same "Delf" pattern is, however, applied to all useful pottery, and also to ornamental pieces. For several centuries earthenware was made at Bristol, and a fair quality of blue delf was produced there. Messrs. Pountney have done well again to associate this pleasing old-time decoration with Bristol pottery. Samples are shown of an interesting variety of decorations of that class which is now so well known as "Bristol Art Ware." Roses, shamrocks, tulips, and many other flowers are nicely painted in natural colours on all descriptions of domestic pottery. There is a full range of each of these bright looking stock patterns. One of the most cheerful stock decorations in "Bristol Art Ware" is the "Iris" in natural colours applied all round. In our illustration we incude three art shape vases with this "Iris" decoration. A full range of ware with this ornamentation is on show at the London rooms. The company show an excellent assortment of flower pots, one of the new shapes is the "Rutland," in different sizes. There is an abundance of new decorations. One of the most effective has the Royal Blue band and gold lines, with an inner border of roses, on semi-porcelain body—a most pleasing ornamentation for dinner ware, tea ware, jugs, and table ware generally.

S. Fielding & Co., Railway Pottery, Stoke-on-Trent, are well to the front as manufacturers of useful and ornamental pottery for the middle-class trade They have been to the front for some time now, so it will, perhaps, be more correct to say they are bent on keeping there. That this is their intention is placed beyond doubt by the goods prepared for the coming season, samples of which are now on show at the rooms of Mr. Charles Berry, 25, Ely-place, E.C., the firm's London agent. Mr. Berry has always at his rooms a thoroughly representative selection of samples of Messrs. Fielding's productions, and he takes care that his assortment always includes the newest in shape and ornamentation. If in my accounts of visits to manufacturers' showrooms I make a point of noticing novelties first, I must not be blamed for doing so.



[*Photo. by "The Pottery Gazette."*

"DELF." "BADMINTON." "BATH."

POUNTNEY & CO., LIMITED.

I am simply falling in with the wishes, and the practice, of the majority of buyers who visit the rooms. Every manufacturer's representative will tell you that, in ninety-nine cases out of a hundred, the first question asked by a buyer is practically, "What have you new?" The newest things are not always the best, either from an artistic or a commercial point of view. Unfortunately these considerations, important as they are, have often to give way to the demand for novelty, and, as I have frequently said in these notes, the dealer is largely to blame for it. It would be an enormous assistance to manufacturers if dealers would endeavour to prolong the life of really good shapes in toilet services and dinner sets, instead of ruthlessly passing them over for a shape (by the same maker) whose only claim for preference is that it is new. Dealers who have had any experience at a pottery are aware of the heavy expense for a large number of moulds entailed upon a manufacturer in the production of a new toilet shape. Other dealers do not know this. There are scores of beautifully modelled toilet services that would please the public for years, with slight variation in the decoration, and a little skill on the part of the dealer. Messrs. Fielding & Co. make leading lines of toilet ware, flower pots, and fancy goods. The new toilet shapes for this year are deserving of

lengthy popularity, and if that always depended on merit, they would get it, but, like all others, in a couple of years they will be pitted against "something new." The "Tay" is a pleasing shape—a well-formed ewer of useful size, with a deep round basin, with pretty ornamentations inside and out. This lends itself to infinite variety in decoration, and that is available. The "Dart" is another good shape. The round basin has a turn-over edge which affords facilities for lifting from any position. The "Fife" is amongst other new shapes, and all these are shown in a variety of printed and enamelled decorations. One especially pleasing printed pattern consists of flowers conventionally arranged, in light and dark green and gilt. There are many pretty floral designs. The firm are perhaps strongest in fancy goods. These they supply in a great number of decorations. Every article for table use is shown in a variety of these special decorations en suite. They are showing a large range of art vases, beautiful in outline and in ornament. These are all art shapes, treated artistically. They are in every sense high-class goods, yet they are not expensive. We illustrate three of these vases, with a new festoon and medallion decoration on shaded vellum ground. This is a very pretty design, and it is also applied to fancy goods en suite. There are some excellent trinket sets on show. These have prettily shaped trays and pieces, and they can be decorated to match any of the toilet patterns. Jugs are shown in many shapes and decorations, and a number of quaint shapes in match strikers, small ash trays, and miniature lines. The "Royal Devon Ware" is one of Messrs. Fielding's many successes. It is not a new decoration. It is something even better—it is a really good one. We noticed it some time ago but Mr. Berry says he is still having a large demand for it. It is a happy combination of blue flowers and gold on cream ground. Vases and all descriptions of useful a ornamental goods are supplied in this ware.

Stevens & Williams, Brierley Hill Glass Works, Stourbridge, have opened their new London showrooms at Bath House, 59, Holborn-viaduct, E.C. The disastrous fire which only a few months ago totally destroyed their former showrooms on the Viaduct has been followed by some compensation in the beautifully appointed rooms they now occupy. Their London representative, Mr. J. W. Walton (whose rooms perished in the same fire) is to be congratulated upon the rapidity with which he secured the elaborate completion of the fine suite of rooms in Bath House. In addition to the large and really handsome showroom occupied by Messrs. Stevens & Williams, there is a large and well-appointed room in which Mr. Walton displays the samples of English and French china manufacturers whom he represents, Mr. Walton's private office, and a sumptuously fitted and furnished reception room. Indeed, all the rooms are fitted, upholstered, and decorated in a superb manner, quite in consonance with the artistic glassware displayed in the chief showroom. Even the small entrance hall, with its white painted woodwork, its doors leading to the showroom and to the private office, and its electric light overhead, is in the best possible taste. Messrs. Stevens & Williams have concentrated in their new room all the most improved methods of displaying high-class flint glass. The room throughout is painted light, the shelves round it are all polished plate glass, there is silvered glass on the walls as high as the shelves reach and



[*Photo. by "The Pottery Gazette."*

S. Fielding & Co., Stoke-on-Trent.

so on the table board round the room. The room is well ghted by three large front windows, with glass shelves nd mirrored backs between them. There are glass shelves nder the table board down to the floor. The shelves ound the room are not too high, every piece can be plainly en. The most striking feature of the room, however, is the magnificent display of the firm's rock crystal and ther specialities in art glassware on the three handsome entre stands. These stands are square, and about 3 ft. igh, with plate glass shelves (and mirrored glass behind hem) extending to the floor all round. These shelves oin closely at the corners, so that they are continuous all ound the stands. Shelves with mirrored backs are arranged yramid-wise on the tops of the stands. The stands are ractically all front, as they present the same complete ppearance on each side. One of these stands is filled with he firm's latest and richest productions in English rock rystal. Nothing finer than this collection could be nagined. The chief pieces are a tall vase and a noble ized tankard jug, superbly ornamented. These are quite ew productions. Graceful forms in abundance are ecorated in the very best style of the glasscutter's art with ulips, foxgloves, &c. A pleasing novelty on this stand is a all vase, beautiful in outline, in rock crystal, standing on square plinth of polished flint glass. The other centre tands are devoted to specimens of heavily cut and otherwise rtistically ornamented table glass, both useful and orna- ental. The firm's newest designs are art creations of the ighest class, while their reproductions of old forms possess ll those special features in metal and skilful manipulation hich characterised old Stourbridge glass. In front of the hree windows there is a remarkable collection of decanters old, new, and artistic forms. A feature of these is the leasing variety of long-necked decanters in beautifully ut patterns. Another feature of this long range of de- anters and bottles is the taper-shaped bowl so frequently ntroduced. A splendid array of samples of suites of able glass is shown in a good light on silvered glass before he windows, and a fine effect is produced by samples of ut ruby in a row at the back of the flint specimens. There s a splendid variety of glass for table decorations, which ncludes an interesting new departure. This consists f numerous designs in the form of tree trunks. These are and made (not moulded) in clear flint glass, engraved with eaves, &c. Another novel series includes tall, light and uaint, yet graceful, candlesticks and vases. These are n clear flint glass, and have glass handles reaching from he top to the base. The showroom is embellished by a arge and up-to-date overmantel of artistic design, on which number of pieces are shown in position. There is a very fficient electric light installation, the samples are con- eniently arranged and so well displayed that a buyer, on ooking round from any part of the room, can see at once he class of goods he requires. All the fittings (the brackets or the glass shelves are plated and not brass) and appoint- ents of the room are in perfect harmony with the bright, eautiful, and artistic glassware with which they are ssociated.

Hill & Co., china manufacturers, Longton, are now com- ortably settled in their commodious and compact new orks, known as the Windsor Pottery, in Clayton-street, here they are catering with much enterprise for the equirements of the general home trade. Hill & Co. are he successors of the late Mr. Wm. Webberley, who estab- shed the St. James's Works, in High-street, Longton, so ar back as 1842. About April, 1892, the late Mr. Henry Hill and Mr. Wm. Coggins took the works over from Mr. Webberley, and about five years later Mr. R. T. Schofield ecame associated with Mr. Hill in the proprietorship. ome little time ago the partners desired to find a more odern works, which would give them greater scope than the premises they then occupied. Mr. Teggin, a friend of Messrs. Hill and Schofield, suggested that they should remove to a small earthenware works which he owned in Clayton-street, offering to extend the premises according to their requirements. A bargain was struck, and as the result a brand new factory has been established in Clayton-street, with four new ovens, two new kilns, and new offices, shops, and warehouse room, in addition to the accommodation which had previously existed. In all about 150 hands are now employed at the Windsor Works. The building is two stories in height. The workshops are kept at a pleasant, even temperature by steam from the engines which provide the power for the throwers, saucer-makers, and other operatives. The firm make their own electric light, which is installed throughout the premises. The building of the new works was finished towards the latter end of last year. Unhappily, their completion was signalised by the death, in November, of the senior partner, Mr. Hill. His interest in the business has, however, been succeeded to by Mrs. Hill, who now actively assists Mr. Schofield in the management of the business. Hill & Co. manufacture principally for the home market, though a small colonial and foreign trade is also done. Lines of printed and enamelled ware are the firm's speciality, and in this direction they claim that they not only meet, but also soundly beat, any German competition. Some of their new tea sets are exceedingly attractive in design and finish. Among the leading new designs is the "Oban" tea ware, a red enamelled cup traced in gold, the decorative effect of which is distinctly good. The "Ena" tea ware, named after the Queen of Spain, has a tall cup with scalloped edge. The varied floral designs are printed on the ware and filled in, in colours, by hand. One of the best selling of the firm's recent productions is the "Rome" tea set, the cup of which has a wide scalloped brim and is fluted. The "Ruby" ware is particularly effective on a white tablecloth. It has a bell-shaped cup, with ruby-coloured decoration and gold tracery. The "Sandon" tea ware has a cup with a twisted flute, and the decoration is a very delicate pattern of roses. The "Venise" ware is an apple-green decoration applied to a fluted cup, and the "Kent" tea ware is a new underglaze dark blue pattern, which is selling well. A large stock of white goods is kept both plain and with twisted flute, and with gold sprig and three gold lines or celeste and three gold lines. A very good maroon is also largely stocked, with two gold lines in addition to a broad band of maroon. Probably a dozen different gold patterns are kept on hand ready for immediate despatch. A great deal of "badge" ware for railways, clubs, and hotels is made by the firm, who, in addition to teas, keep an extensive assortment of general table ware, such as jugs, dishes, &c. It is worth noting that, in order to make the best sets a good selection, any which exhibit the slightest blemish are turned out, decorated, printed, and enamelled (in order to make good any defects), and sold as "seconds enamel." Hill & Co. claim that their products have a much better finish than the cheap china goods imported from abroad.

Failure of Natural Gas.—The pottery manufacturers of East Liverpool, U.S.A., have met with considerable disappointment in the supply of natural gas for firing their kilns. The Pittsburg company, which controls the local supply of natural gas at East Liverpool, have advised pottery manufacturers that they cannot supply any more for kiln-firing. The supply has fallen short, and they require it all for lighting purposes. In consequence of the inadequacy of the supply of natural gas several manufacturers some time ago reverted to the use of coal for their kilns.

TYPICAL POTTERY AND GLASS DEALERS.

(BY OUR OWN REPRESENTATIVE.)

TOWARDS the close of last year I paid a short visit to some retail glass and china shops in Ireland, to which reference has already been made in the GAZETTE. I was greatly impressed by the striking and interesting characteristics of the Irish people, as seen in the members of our own trades. History has made us acquainted with the courage of the Irish as a nation. It is only by personal contact with them that we can ascertain their generous hospitality, that we can appreciate the deep family affection which sways them, and that we can learn how charitable the majority of them are to the poor and the afflicted. In business matters they are quick of apprehension and are frank almost to bluntness, but, I am sure, without any thought of giving offence. Speaking generally, I found them easily irritated, but that this was due mainly to their mercurial national temperament is seen in the fact that they are as easily pacified. The good-natured Irishman is a familiar character on the stage in England. He is quite as familiar in the commercial and industrial life of his own country. As in Great Britain, the successful retail dealer in Ireland contributes largely to the prosperity of the town in which he lives and works.

As a Typical Pottery and Glass Dealer in Ireland, I may mention

MR. PETER TIERNEY, DUBLIN.

Mr. Tierney is the founder of and the senior partner in the firm of P. Tierney & Sons, china and glass merchants, 10 and 12, Exchequer-street, and 52, Bolton-street, Dublin. They are both wholesale and retail dealers, the wholesale business being carried on at Bolton-street. I found Mr. Tierney at his office desk in the centre of his very extensive business quarters in Exchequer-street. These comprise a fine range of substantial and conveniently arranged premises, built expressly for his business. There are three large and handsome plate-glass windows, with plenty of room for showing goods to advantage. The interior of the shop is fitted with considerable taste and ingenuity. The arrangement of the stock admits of convenient inspection by customers and equally convenient handling by the assistants. One feature in the shop is particularly effective. Most of the best goods are shown in glass cases standing at intervals on the floor of the shop. These cases are closed and appear to be dust-proof. There are electric lights inside each case, showing up the goods at night to great advantage. The cases themselves are ornamental, and altogether the large interior of the shop has an attractive appearance. The firm keep all grades of goods in stock, but apparently do most in the medium and better qualities. At the Bolton-street warehouse they stock more of the cheaper descriptions than they keep at Exchequer-street. The assistants were all kept busy by customers at the time of my visit, and I had a good opportunity of watching the excellent system adopted. There was no confusion and no bustling.

Mr. Tierney is not only a typical tradesman—he is a typical Irishman. Not the Irishman of the London stage, nor the Irishman found on many platforms of meetings of agitators in England, but the sensible Irishman those who visit the sister Island are always pleased to meet. It is not right to form an estimate of Irish character from specimens accidentally encountered in other countries. Mr. Tierney has the quickness of apprehension and ingenuity, a considerable share of the natural eloquence and wit, and displays those deep sympathies, which are characteristic of the thoughtful Irishman. I asked if he had been in the trade long. He said, all his life. He was born in Tipperary in 1856, went as a messenger boy to his brother-in-law, Mr. M. Crofts, Lower Camden-street, in 1870, and remained there successively as packer, warehouseman, town traveller, salesman, and window dresser till 1881, when he commenced business at 41, Exchequer-street, with little capital and in small premises. His business improved, but owing to structural difficulties he could get no extension of premises. He worked with an increasing trade for fifteen years under great disadvantages until the premises he now occupies were rebuilt for him. Since then his trade has largely increased, and his facilities for coping with it have improved also. In his old premises his stock amounted only to a few hundreds, but now it is valued at many thousands of pounds. This does not include the wholesale shop in Bolton-street. Busy as he must be with his own affairs, Mr. Tierney carries on his late employer's business under trust for his two young nephews. He has been several times invited by influential burgesses to represent the Royal Exchange Ward in the Dublin Corporation. He, however, has always declined to enter the corporate body, but, like all business men, he has a hobby. When quite a a young man he took an interest in finding employment for destitute and helpless lads from the street. He was instrumental in founding the Catholic Boys' Brigade, a temperance organisation to promote the moral and physical welfare of poor city lads. The movement has been very successful, and Mr. Tierney is now Colonel of the Brigade.



Photo. by] [*Lauder Bros., Dublin.*

MR. P. TIERNEY.

I remarked upon the large number of patterns he had. "Far too many," he said. "I consider it a great mistake for manufacturers to multiply printed and decorated patterns in tea and dinner ware as they do. Unfortunately, the worst of it is, the patterns of many makers are so nearly alike. Why do they not try to produce goods which shall be characteristic of their respective firms? Some firms will copy anything they have not noticed before, and sometimes find out that it was a failure on the market and is played out."

"How do you get on with your manufacturers?" I asked.

He said he had had many years' experience with Staffordshire manufacturers, and had found them, as a body, genial and reasonable men. "They have always, as a rule, displayed a frank and friendly spirit towards me as a customer. The man who cannot do business agreeably with Staffordshire manufacturers will find it very difficult

to get along with others. But, having said so much, I must point out some of their faults, and I hope my remarks will be taken in the spirit in which they are given. Some will not agree with me because their experience may have been different from mine. There are manufacturers who never thank you if you point out that goods have been sent without being charged in the invoice; and they never believe you when you have to tell them goods are short. I am sorry to say that pottery manufacturers are not attentive to the wishes of customers in the matter of packages. For instance, I always request them to pack matchings in wooden boxes for parcel post, yet time after time they send them in cardboard boxes, with the result that there is breakage in transit, correspondence that might have been avoided, inconvenience to me, and sometimes the loss of a customer. I do not like my invoices, statements, and other matter coming in open envelopes. It is mean in a manufacturing firm to save halfpence in that way. These may be little things, but they are very irritating. I used to get packages containing odds and ends of orders. Manufacturers' people think they are doing well if they send a customer a crate of his order quickly, but they seem to forget that shopkeepers cannot sell incomplete sets. Then, in the way of correspondence, the warehousemen, or clerks who write in answer to complaints, always take it for granted that they are quite right, and the customer all wrong. I have often thought that pottery manufacturers do not know the offensive style in which some of their customers are written to."

"You said, Mr. Tierney, that you used to get packages containing odds and ends of orders. Do you not get such now?"

"Oh, no! We get on very well with our manufacturers now, and I think, without self-praise, they will admit that they get on well with us. But we had some unpleasantness before we got to this pitch. That, however, is past, and our working arrangements are very satisfactory. I do not think there would be half the disputes there are, if retailers and manufacturers would come to a clear understanding and then stick to it closely. I know the faults are not always at the works, and dealers who want attention should keep to the terms agreed upon; and if a dealer wants his terms or his arrangements altered, he should try and get them altered to his satisfaction peaceably, and not wait till something goes wrong and then make a bother about the terms. Manufacturers are not likely to treat all exactly alike, but I believe, if they make an agreement with a customer, the majority of them will carry out their part of it, if the customer will carry out his."

"I hear many complaints about manufacturers," I remarked, "from dealers who do not know the difficulties those at the works have to contend with. I know some complaints I hear are unreasonable, and I do not hesitate to say so. No doubt mistakes are made at the works, but dealers make mistakes also, and do not always carry out their engagements strictly."

"That," said Mr. Tierney, "is just the point I was going to speak about. There should be a clear understanding between the dealer and the maker, and both should keep to it strictly. If either of them finds it does not suit him, he should get the arrangement altered, if he can; but while it is in force it ought to be kept. We make an agreement with each manufacturer we deal with. We keep it ourselves to the best of our ability, and if a manufacturer will not do the same—well—we do without him. I will tell you what we do, and you can please yourself whether you publish it or not. When opening a new account we always ascertain the terms of payment, and if they meet our views we give a letter saying we agree to them and we keep to those terms. We then submit this form of agreement and ask the manufacturer to sign it."

Mr. Tierney handed me a printed list of conditions which the manufacturer who signs the document agrees to comply with. The agreement is headed as follows:—

> "We, the undersigned, agree in future to execute all orders entrusted to us by Messrs. Peter Tierney & Sons, of 10 and 12, Exchequer-street, 52, Bolton-street, and 82, Lower Camden-street, Dublin, on the terms set forth in the following paragraphs":—

There are nine short stipulations, which, however, I do not propose to give in full. If a firm signs this agreement, and keeps to it, there cannot be any serious dispute with Tierney & Sons. The firm signing it agrees to "deliver goods within a certain date (which is named) from order." To "supply goods according to pattern, colour, and quantity ordered." There is an undertaking "to supply good sound crates, to receive them back when empty, making due allowance for wear and tear, and to send you credit note for the amount we are prepared to allow for them at settlement." There is a clause as to cancelling balance of bulk orders insufficient to fill a large crate. Another as to sending invoices of goods before sending off the orders; another as to the disposal of goods sent wrong, while the last one agrees to deliver all orders before December 1 of the year in which the orders are received, and giving the consignee the right to refuse to take delivery of any goods sent after that date. Messrs. Tierney send to manufacturers a covering circular enclosing two printed copies of this agreement, one to be kept for reference and the other to be signed and returned to them. This letter explains that:—

> "Our object is to protect your interests as well as our own. . . . We make mistakes ourselves, which we are always prepared to admit and set right; but we will not in future be responsible for the mistakes of others. We have suffered worry, loss, and inconvenience by doing so. . . . Our trade under any conditions is troublesome and complicated, and with the grievances we set forth you will admit a remedy is required." The letter concludes: "If you cannot see your way to comply with our request, we have only to express our regret, as your refusal to do so will end our business relations."

In September each year Messrs. Tierney send out a printed "Notice to Manufacturers," in which they say:—"It is indispensable to have early delivery of Christmas goods, and in order to render mutual service we cease buying on September 30, which gives you two months to execute our orders. We shall positively refuse all goods tendered after December 1."

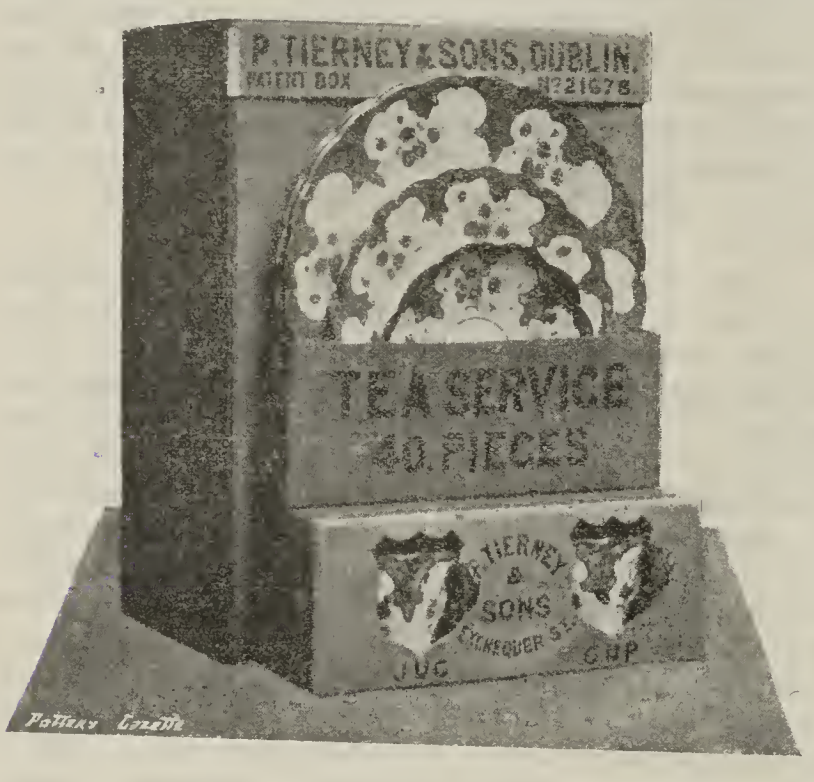
"But, Mr. Tierney," I ventured to say, "manufacturers, I imagine, would not care to be met by such stipulations with every new customer they make?"

"I am not saying that the conditions we have found it necessary to lay down should be adopted by everyone. In the case of a beginner there would not be so much necessity for them. We have to deal with such a number of manufacturers that we find we must make strict stipulations. My reason for telling you our plan was to point out the absolute necessity for every dealer to have a clear agreement with his manufacturers, and to see that it is carried out. It is the only way to prevent misunderstandings."

"It is a useful suggestion and we shall be glad to put it before our readers. We should like some further hints from your experience, if you care to give us any. I am sure they would be interesting."

"I should be pleased if anything I could tell you would be of benefit to young men in the china and glass business. It is not an easy trade now. There are so many in it. The trade, in my opinion, is suffering from two great evils. In the first place, youths do not take the trouble

to learn it thoroughly as they used to do. When do you now hear of a boy apprenticing himself for seven or even five years to learn the glass and china trade? It took me longer than that to learn it, and I had to work hard and for little money while I was learning it. Boys want more money to begin with now. The second great evil is that so many young men commence in business for themselves with small capital. When you understand all about it you may make a small beginning with a small capital, but not if you do not understand the business. The turnover in our trade is too slow, and yet the stock we have to keep is heavier than the stocks held in other trades where the turnover is quicker. A good salesman in other trades sometimes commences trading as a china dealer. Selling is easy enough; a good buyer is wanted most. The losses in breakage and incomplete sets are only understood by experience. Glass and china are most wasteful stocks, and should yield a decent profit. A mistake with beginners is to buy a lot of goods for no reason but because they are offered at a low price. Unsaleable goods should never be bought, however low the price of them. If goods have been badly chosen and bought they should be sold as quickly as possible, even at a loss. I should advise young



TEA SET BOX.

dealers not to buy 'job lines,' but to leave them to men well established, who feel they are sure of a ready sale in a market or busy thoroughfare. It never pays to force goods on customers which they do not want, even when you know the price is low."

I should have liked to question Mr. Tierney a little further, but I felt I had already trespassed on his time. I was sure, however, he could give some sound advice to young beginners in the china and glass business. and so I asked him, by way of conclusion, "What, in your opinion, Mr. Tierney, are the qualities most essential in a dealer commencing business in china and glass?"

"It is, of course, highly necessary that a person starting business in any trade should be well grounded in the details of it by years of experience. But the most essential qualities are the same in every business, and, of course, apply to ours. Honest and straightforward treatment of manufacturers and customers. A tricky and mean fellow may succeed, but his success is never so lasting and enjoyable as that of the honest man."

I omitted to mention in my account of Mr. Tierney's shop that he showed me a tea-set box he has patented. The foreigners have obtained a good start in front of our own manufacturers in boxed goods, but it is very satisfactory to know that we have ingenuity enough to compete with them even in this matter. We give an illustration of this new tea-set box. It stands about 15 in. high, is about 12 in. wide, and about 9 in. deep from front to back. There are pockets in front to display samples of the tea-set contained. The principal features of the box are that it prevents breakage, keeps the goods fresh and saleable, and makes the stock of them easier to handle. It avoids the necessity for perpetually cleaning the pieces and in every respect it is a great time-saving arrangement. Mr. Tierney says he only took out a provisional patent for it, and as the time has expired for further protecting it, anyone can get it made by a firm of box-makers, and can use it. It is made of stout pasteboard, and looks very smart when placed in suitable fittings. The compartment containing the cream and cups lifts up and is hinged from above. A piece of calico is glued along on the inside to prevent the pasteboard from giving way by the frequent opening of the compartment.

LEAD GLAZES.

REFERRING to the recent exhibition of so-called leadless-glazed pottery at Church House, Westminster, the "Antiquary" for January reminds us that there are very old precedents for glazing pottery without the use of compounds of lead:—"The oldest and the simplest of glazes is a pure silicate of soda. The Egyptian potters used pure alkaline silicates wholly free from lead. Whether this was from ignorance of the lead process is uncertain, but as the soil of Egypt is particularly rich in alkali the omission was probably due to the abundance of a natural substitute more ready to hand. The Assyrians, on the other hand, and the Persians after them used lead. The earliest instances of Hellenic earthenware are unglazed. Gradually the Greek potters discovered the advantages of adding silica and an alkali to the pigment employed till they succeeded in producing the fine, thin, and completely leadless glaze, which has rarely been excelled. It was not till the Middle Ages that lead became a customary ingredient in the glazing process. Both for artistic purposes and for durability and hardness the leadless ware has the advantage, the sole recommendations of leaded glaze being the diminution of porousness, and the decrease in the cost of production. Greater fusibility is secured when oxide of lead is added, and the glaze can thus be applied to a clay body which would not stand the high temperature necessary to combine and fuse a pure silico-alkaline glaze. The main problem, therefore, to be solved is to discover a process which dispenses with the use of lead without increasing the cost of production. Until this is accomplished the success of the leadless products will depend mainly on the philanthropic motives of consumers; otherwise, nothing short of an international agreement could eliminate the danger to industry involved by any measure for the abolition of the use of lead in the Potteries." [How long will it take clerical and philanthropical agitators to realise the true facts of this question? Dozens of our manufacturers have spent thousands of pounds in "trying to discover a process which dispenses with the use of lead without increasing the cost of production," and the experience of the majority of them has been that recorded by Josiah Wedgwood & Sons, Ltd., and quoted in our last issue:—"For a number of years we produced white china with a leadless glaze, but we were at last compelled to abandon the glaze because it proved uncommercial." The Christian Social Union, which, so far as we know, has not a potter on its directorate, has no right to brand as false the deliberate statements of the most expert practical potters of the day. —EDS. P.G.]

Reviews.

Staffordshire Pots and Potters. By G. Wooliscroft Rhead, R.E., and Frederick Alfred Rhead. London: Hutchinson & Co. 21s. net.

The value of an opinion depends largely upon the qualifications of the person expressing it, so that before commencing the serious perusal of the present work the reader who is not already acquainted with the authors, may be interested in knowing that they are natives of Staffordshire. They are sons of a former master of the Longton School of Art, and their grandfather was a potter. Mr. G. W. Rhead was a designer in Minton's Art Pottery Studio, and is the author of "The Principles of Design," "The Treatment of Drapery in Art," and other art works. Mr. F. A. Rhead was sometime art director of "The Brownfield Guild Pottery." Neither of them is, so far as we know, a practical potter. We do not say this in disparagement, but rather as explaining the fact that the work deals more with the historical than with the scientific or technical details of pottery manufacture. The subject is not "Pottery"—but "Staffordshire Pots and Potters." The authors' acquaintance with the latter is evidently very extensive, but we must confess to some disappointment at the meagre reference to the men whose energy and skill have resulted in the marvellous growth of pottery manufacture since the days of the giants of the industry—Wedgwood, Copeland, Minton, &c. "The main purpose of the present work," says the preface, "is to chronicle the chief triumphs of the Staffordshire potters' craft, and to make the reader acquainted, as far as may be, with the personality of the more considerable potters, and the conditions under which they worked." It is to be regretted that the authors have not fulfilled this purpose in reference to some of the more recent Staffordshire potters. The contents are divided into twenty-seven chapters, but it is not till the twenty-first that "the personalities of the more considerable potters" of later years are referred to. The authors' speculations as to the pre-Roman potter, the Anglo-Saxon potter, the Norman potter, the Mediæval potter, &c., are interesting; but after all they are but speculations. The heading to the third chapter, "The Roman Potter in Staffordshire," is misleading; it should have been "The Roman Potter in Britain." The authors have much to say about the two Tofts, the Toft school, and the introduction of salt glaze—but not anything particularly new. The chapter on the Elerses is interesting, and contains details that will be new to the majority of readers. The connection of the Elerses with the revival of pottery manufacture in Staffordshire is described with all its romantic details. The care with which they guarded their secret methods, and the not very creditable manner in which Astbury obtained possession of their secrets, read more like entertaining fiction than mere historical facts.

There is a chapter devoted to "What Wedgwood Did," and two chapters to "Wedgwood's Rivals, Imitators and Followers." Few potters will be found to endorse the opinions of Josiah Wedgwood entertained by the authors. We have met both experts and connoisseurs who, in rare instances, have had some fault to find with Wedgwood's productions, but have never known the great potter to be so discredited by any writer or speaker as he is by the authors of this book. There are mistakes, and not a few, that may be passed without comment, when we remember that the authors, clever artists, and litterateurs, as they certainly are, are not practical potters. But even this circumstance does not excuse their misstatements about Wedgwood. If they had been writing of a contemporary we should have charged them with personal animosity, but they cannot entertain such a feeling towards one from whom they are divided by a century. In the chapter on "What Wedgwood Did" they say: "Wedgwood himself was no artist, he was a tradesman pure and simple"; and they deprecate Mr. Gladstone's famous eulogy when laying the foundation stone of the Burslem Institute. The great statesman said (and they quote him): "In my opinion . . . Wedgwood was the greatest man who ever, in any age, or in any country . . . applied himself to the important work of uniting art with industry. . . . His style is strikingly original." What shall we say when we find the authors saying (page 224): "Wedgwood's style, so far from being 'strikingly original,' was the prevailing style of the period, a quasi-classicism not by any means admirable, but still good of its kind." Again, they say (page 252): "The ideas that Shakespeare took were often a pretty long series of ideas—as in the cases of the stories from 'Boccaccio' and 'Grammaticus.' He took whatever came to his hand and amplified it. This was the case with Wedgwood. Unlike Shakespeare, he really invented nothing. He adapted and amplified. He took the technical idea of his bas-reliefs from the Elerses and their school. He took the colour idea of his jasper from classic gems and the Barberini Vase. It is really astonishing . . . to find how little original work was produced and how much was copied." We differ from the authors entirely in their estimate of Josiah Wedgwood, and could quote many high authorities in refutation of the charges they make against him. Perhaps it will be sufficient to quote the authors' own refutation of them. After saying, on page 252: "He really invented nothing," they speedily correct themselves, for on page 254 they say: "Jasper, however, that material or process which Wedgwood undoubtedly originated, has still great possibilities as a process. It is not necessary to perpetuate the old colour schemes, although colour in this material is necessarily restricted. . . . . Let the present Messrs. Wedgwood imitate the enterprise of their distinguished ancestor, and give a commission to some clever young designer, in touch with modern thought and feeling, and see what would be the result."

The chapter on "The Victorian Potters" is so interesting that we wish the authors had favoured us with more particulars of the famous potters with whom they and their parents must have been intimately associated. They have given a better account of Staffordshire pottery and potters than any we have had lately. Unlike some casual visitors who, with only a few hours' experience in them, have recently published the most mendacious accounts of the "Potteries" and of the potters themselves, the brothers Rhead are natives of Staffordshire, are well acquainted with the potting industry, and in their private and professional life must have come into close contact with the manufacturers and their work-people. They are therefore entitled to give an opinion of the Staffordshire potter; and, after reference to his peculiarities, his fondness for practical jokes and sport, they say: "His physique is above the average of the ordinary artisan." We are glad there is such an authoritative contradiction of the statement of the representative of a Manchester paper who described the people of the Potteries as "undersized weaklings, far inferior in physique even to the average of England's slum-dwellers." The information the authors give us of the potters of the Victorian period is not only interesting, it is for the most part new. Writers who could furnish so much could just as easily have furnished much more about modern potters. Perhaps they well do so at some future time, when it will



FIG. 1.—COPPER LUSTRE JUGS.
In the Collection of Mr. G. W. Rhead, Senr.

not be necessary to enlarge upon the early famous potters, with whom we are all more or less familiar.

The chapter on the "Foreign Contingent" includes much information about designers, painters, and sculptors, of whom many persons knew nothing but their names, while the chapter on Minton's Art Pottery Studio is perhaps the most valuable portion of the work. The Studio itself was not a success, but Messrs. Rhead's account of it and of those who conducted it is instructive and useful, all the same.

We have not space to say much about it here, but the account of the production of "Staffordshire Pots" at various periods is an important feature of the book. When the term "Staffordshire ware" is used, the quaint old productions of the end of the eighteenth and the beginning of the nineteenth century are meant. These consisted of figures, grotesque animals, and curious little houses with the familiar handled mugs and drinking-cups and jugs. Caricatures of well-known people were often found in Staffordshire ware, and they are referred to and illustrated in the present book. But the authors use the term "Staffordshire pots" in its wider sense, and they practically include all ware made in Staffordshire. Many special productions are described and illustrated, of which "Lustre ware" is an interesting type. A chapter is devoted to it; and, after describing the brilliant productions of Persia and Spain, an account is given of the introduction into Staffordshire of "modest lustre wares intended to serve as articles of the commonest daily use, and made for the most part by rustics having no tradition and possessing no learning. These wares, however, are now having some vogue amongst collectors. Some pieces possess considerable artistic merit, and may therefore be said to claim notice here." There were various kinds of Staffordshire "Lustre ware." Plain silver or platinum lustre made to imitate the old English silver or plate, in which the lustre covers the whole field of the piece, and plain copper lustre, were the most frequently used. Fig. 1 illustrates two copper-lustre jugs in the collection of Mr. G. W. Rhead, senr. This copper lustre has a dark, warm-coloured body employed as a groundwork for the purpose of enhancing its depth and brilliancy. Neither of these lustres possesses irideseence, but they present the same dead evenness of surface. The most interesting and satisfactory of the different Staffordshire lustre wares are the "resist" patterns, either in silver or platinum or other coloured lustre. Lustred wares are not well represented in London museums. The finest pieces are owned by private persons, but there are interesting examples in the Potteries' museums.

We can only make one more reference to the most useful portion of the book—the chapter on the Victorian Potteries. The brothers Rhead may be accepted



FIG. 2.—TEAPOT AND SLOP BOWL, WITH FINE ENAMELLED FIGURE SUBJECTS (NEW HALL).

as reliable authorities on the subject, and they affirm : "The statement that the New Hall Works made 'little or no porcelain' on the Bristol lines, but chiefly traded in the raw materials . . . is entirely erroneous." Those interested in this question should read the intelligible reasons given for their opinion. The authors say, as a matter of fact, the works "made nothing else" than porcelain on the Bristol lines. Decorators purchased their wares and ornamented it themselves, and these decorations have been deseribed by certain writers as "crude and clumsy." But, as the authors very properly observe, "it is impossible they could have been crude and clumsy if they had no existence." The illustration on page 186 (Fig. 2) gives portions of a large tea service belonging to Mr. G. W. Rhead, senr., of Clayton, and shows that the decorations were not always either crude or clumsy. This service, consisting of forty-five pieces, has never been out of the family.

The last chapter in the book is worth the price charged for the volume, and much more. It refers—all too briefly—to the Staffordshire potter of to-day. Messrs. Rheads' knowledge of him must be unique, and we hope they will give us a volume dealing with the personalities upon whom the future of British ceramic art depends. The authors have done well to recognise—though only in a sentence—the productions of Messrs Doulton, "whose wares are artistic, quite independent of commercial conditions" ; of Messrs. Macintyre, who, "under the direetion of Mr. Moorcroft, have produced examples of true ceramic work" ; and of "the Foley Potteries, who have made intermittent attempts to improve the prevailing style of decoration." After lamenting that in Staffordshire "the interest centres not on what the man *did*, but on what he *got* for doing it," and, that "he is considered a fool if his work, however righteous and worthy, cannot be coined in hard cash," the authors pay the following deserved tribute :—"In the Potteries to-day is one potter who has done something to redeem Staffordshire from the charge of indifference and decadence—Bernard Moore, a potter in the truest sense of the word. He is master of all the resources of the potter's craft, and his work alone shows Staffordshire still capable of coping with the potters of France. It is technically triumphant, and it is quite delightful to find in his showroom a ease of pottery, perfect in colour and artistic feeling, which he will not sell, but prefers to retain from mere pride in its accomplishment. . . . In potters like Mr. Moore there is hope."

The authors further on say: "There is good material in Staffordshire, and there are good minds." Lovers of pottery will be glad if Messrs. Rhead will tell us something more about them. The book is beautifully got up, well bound in blue cloth and gilt. It has four coloured plates artistieally produeed, and has 116 half-tone illustrations and 90 pen-line drawings by the gifted authors. We are indebted to Messrs. Hutchinson & Co. for the use of the blocks for the illustrations we give.

A Washstand Service was presented to an African potentate by the Kaiser. It is not suggested that the monarch in question took this gift as a hint that he needed more frequent ablutions. Nor has the consumption of soap in his dominions increased to any great extent.

A Porcelain House was recently described and illlustrated by a halfpenny paper. It was stated that "the house is made practicable by the invention of a method of making large sheets of porcelain about an inch thick, which has the strength without the bulk of a brick wall. Sheet porcelain, $\frac{1}{5}$ in. thick, glazed, and decorated both sides, can be produced at 10s. per yard."

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN DECEMBER.

THE POTTERY TRADES.—The following information published in the "Labour Gazette" has been obtained by the Labour Department of the Board of Trade from the usual sources.

Employment in the Pottery trade generally continued good in December, and was better than a year ago. Employment in Staffordshire and Devonshire and at Glasgow continued good, and was better than a year ago ; at Birmingham it was fair. It was fair in South Yorkshire and at Neweastle. With engravers in Staffordshire it was not quite so good as a month ago. With clay tobacco-pipe makers it continued good at Manchester, moderate at Waterford, and dull at Gateshead and Glasgow. The imports of chinaware or porcelain and earthenware in December, 1906, were valued at £87,453, as compared with £103,199 in November, 1906, and £93,195 in December, 1905. The exports of ehinaware or porcelain and earthenware in December, 1906, were valued at £198,836, as compared with £230,620 in Novemeber, 1906, and £174,951 in December 1905.

THE GLASS TRADES.—Employment was fairly good on the whole, and better than a month ago and a year ago.

Returns received from firms employing 9,289 workpeople and paying £11,211 in wages on pay-day in the week ended December 22, show that there was an increase of 1·6 per cent. in numbers employed, and of 3·6 per cent. in amount of wages paid as compared with a month ago. The increase in numbers was shared by all branches and by all districts except in the North of England.

Compared with a year ago there was an increase of 2·9 per cent. in numbers employed, and of 6·2 per cent. in wages paid. The increase in numbers employed was common to all branches, and to all the districts except Lancashire.

With glass bottle makers employment was generally good, but at Castleford and Mexborough it continued dull. With medical bottle makers it was quiet at Rotherham, improving at Leeds, and fair at Glasgow, where it was better than a month ago. With flint glass makers at Glasgow it was fair; at Birmingham it was good and improving, as also with makers and cutters at Wordsley. It was fair with bevellers at Birmingham. It continued good with sheet glass makers and flatteners at St. Helens, and fairly good with glass blowers in London. Pressed glass makers on the Tyne and Wear were working short time.

The number of persons employed in the various branches of the glass trade, and the amount of wages paid to them on the last pay-day in December are thus given :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	5,143	£6,443
Plate Glass	199	212
Flint Glass Ware (not Bottles)	2,612	2,998
Other Branches	1,335	1,558
Total	9,289	£11,211

The following table gives the number of persons employed in each district and the amount of wages paid to them on the last day in December :—

Districts.	Number Employed.	Wages Paid.
North of England	1,221	£1,371
Yorkshire	3,924	4,989
Lancashire	911	1,040
Worcester and Warwick ..	2,158	2,581
Scotland	749	874
Other parts of United Kingdom	326	356
Total	9,289	£11,211

OUR TRADE WITH EGYPT.—I.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)



under British eontrol has gone ahead so rapidly during the last few years that British manufaeturers and exporters will do well to wateh elosely the needs of her growing markets. Egypt imported during 1905 £41,924,000 worth of merehandise, an inerease of £1,000,000 over 1904. The remarkable growth of the import trade of Egypt during the last ten years is shown by the faet that the imports for 1896 were only £9,829,000—less than one-fourth the value for 1905. Further, the total exports in 1900 exceeded the imports by £E3,400,000, while in 1906 there was a balanee of over £E3,400,000 in favour of imports. This is a phenomenon worthy of attention and study. Of the 1905 imports 38·6 per eent. eame from the United Kingdom and British Colonies, 12·8 from Turkey, and 10·9 per eent. from France. The remainder was supplied by various eountries in a proportion of 7 per eent. and under. The demand for British goods is inereasing, beeause (1) The Egyptian upper and middle elasses are beeoming better edueated and Europeanised; (2) The number of British and Ameriean tourists wintering in or visiting Egypt is inereasing rapidly each year; (3) The proportion of British subjeets resident in Egypt, in the serviee of the Egyptian Government or holding eommereial positions is beeoming larger.

ALEXANDRIA.

The bulk of Egypt's foreign trade passes through the port of Alexandria. "What about Port Said?" naturally asks the traveller. Port Said is an important eoaling station and plaee of transhipment for mails and passengers, being at the northern entranee to the Suez Canal. There are fine breakwaters, but no wharfage and quay aeeommodation for loading and unloading eargo. The result is that the liners anehor in the harbour, and after eoaling and receiving or disembarking passengers and mails they proceed on their voyage.

Alexandria, on the other hand, possesses a fine harbour, on which nearly £750,000 is being spent by the Government. The trade of the port is growing so fast that larger quays are badly wanted, but it is expected that two of the new import quays with warehouses will be ready by the middle of this year, and two more by the beginning of 1908. Merchant vessels have been much hampered when entering or leaving the harbour on account of the narrow, roeky passage, barely 20 feet deep at low water. A new pass to have a depth of 35 feet at low water and a width of 600 feet is being dredged. The work began in 1905, and will be eompleted in about a year's time. Two new berths have reeently beeome available for shipping, and two magazines, one for oil storage, eovering 36,000 square metres, have been erected. Within three years Alexandria will have one of the finest ports in the Mediterranean.

Goods landed at Alexandria are sent inland by rail or water. The Egyptian State Railways run from Alexandria to Cairo and then follow the eourse of the Nile, some day to eonneet with the railways of South Africa. There are braneh lines to Port Said and Suez. The Egyptian railways are controlled and worked by British railway experts, who have had a long training on our home railways, so that effieieney and eeonomy in the handling of goods and passengers are assured. A service of 200-ton steam barges does a large carrying trade on the waterways of Lower Egypt, and it is possible to eonvey goods by water from Alexandria to Cairo, and without transhipment even to Wadi Halfa, over 800 miles up the Nile. To reach points still further up the river the Soudan Development Co. have a serviee of freight steamers running.

In addition to being an important commereial port Alexandria is a bustling business eentre. It is the New York of Egypt, as Cairo is the Washington. The higher parts of the eity eontain several fine modern streets, notably the Rue Cherif Paeha, at the end of whieh is the Bourse, faeing the Place Mahomed Ali. The streets and buildings have nothing in them to remind one of the Orient. They look quite European, and if it were not for the red tarbushes (fezzes) worn by the merehants and eity men rushing in and out of the Exchange, banks, and law courts, I eould easily have imagined myself in Glasgow or Liverpool. The same aetivity was noticeable at the harbour, where British, French, Italian, Austrian, and other vessels were busily oeeupied in unloading goods on to the quays or swinging bales of Egyptian eotton



THE COMMERCIAL PORT OF EGYPT—ALEXANDRIA.

and sacks of cottonseed on board for export to European ports.

In order to do a trade with Egypt it is necessary to have an agent and warehouse in Alexandria or Cairo—the former city for preference. This agent must know French and Arabic, and have a knowledge of the local requirements and customs of trade. Business in Alexandria is largely in the hands of the Greek merchants, who, on the whole, have the interests of Egypt at heart, and have done much to develop its resources.

A CHANCE FOR BRITISH POTTERY.—An enormous increase has taken place during the last few years in the passenger traffic between Europe and Egypt. The numbers disembarking at Port Said and Alexandria last year totalled to over 100,000. To accommodate the large number of tourists now visiting Egypt several new hotels are in course of erection, while various extensions and annexes to existing hotels have recently been made.

The George Nungovich Hotel Co., who own four large hotels in or near Cairo, use the wares of a Burslem firm, supplied by Walker & Meimarachi, Ltd., of Cairo, large pottery and glass importers,and subscribers to THE POTTERY GAZETTE. At Shepheard's and the Ghezireh Palace Hotels, Cairo, both owned by the Egyptian Hotels, Ltd., I found the pottery in use to be Bavarian, German and French, notwithstanding the fact that these hotels are frequented by a larger number of English people than the former group. An effort should be made to strengthen our china and earthenware trade with Egypt, seeing that there are regular services of steamers from Manchester, Liverpool, and London to Alexandria, and that the hotel developments mentioned above will entail large purchases in the near future of pottery and glassware. The total value of the china and earthenware imported into Egypt in 1905 amounted to £E78,127, as compared with £E88,313 in 1904. The chief sources of supply were : Germany, 1904, £E27,150, 1905, £E23,535 ; Austria-Hungary, 1904, £E14,379, 1905, £E13,599 ; France, 1904, £E10,454, 1905, £E12,045 ; Belgium, 1904, £E18,653, 1905, £E11,882 ; United Kingdom, 1904, £E10,175, 1905, £E8,240 ; Italy, 1904, £E3,257, 1905, £E4,314. It will be seen that in 1905 Germany supplied 30·1 per cent. out of a total of £E78,127. In glassware the 1895 import was valued at £E55,141, Germany supplying 6.8 per cent. ; in 1905 the total had increased to £E140,415, and the proportion sent from Germany to 11·6 per cent. Two large German firms have recently been pushing the trade in glassware and crockery. German tumblers of a plain pattern can be sold at 8 fr. (6s. 4d.) the 100, the price running from 12 fr. (9s. 6d.) to 40 fr. (£1 11s. 7d.) if the glasses are in colours with fancy designs.

(To be continued.)

The Exports of Unmanufactured Clay from the United Kingdom during 1906 amounted to 602,282 tons, valued at £653,831, as compared with 563,963 tons, valued at £585,774, exported in 1905 and 518,714 tons, valued at £557,838, in 1904. The export for December, 1906, was 48,070 tons, valued at £53,049, both quantity and value having increased.

At Last.—A pleasing feature of the goods displayed as Christmas and New Year's presents was the greatly increased proportion of British manufactures. In the glass and china shops and fancy shops there has been a larger assortment of British useful goods and ornamental nick-nacks than has been seen for many years. In both pottery and glass our manufacturers are now producing lines as attractive in appearance and as reasonable in price as any imported from the Continent. Of course the quality is "British."

THE ENGLISH CHINA MANUFACTURERS' ASSOCIATION DINNER.

THE annual dinner of the Association was held at the Crown and Anchor Hotel, Longton, on January 9. Mr. E. Brain, president of the Association, was in the chair, and there was a large attendance of members and visitors. The chairman was supported by Mr. Cecil Wedgwood (president of the N.S. Chamber of Commerce), the Mayor of Longton (Mr. A. L. Harber, J.P.), Mr. J. G. Aynsley, J.P. (vice-president of the Association), Mr. E. B. Walker (American Consul), Mr. R. Jamieson (secretary of the Association), and Mr. S. L. Plant (vice-president of the Association). Apologies were received from Messrs. J. C. Bailey, Bernard Moore, P. Elliott, A. P. Llewellyn, C. S. Jones, and B. Jones. Mr. Bailey and Mr. Llewellyn were engaged at a meeting at Stoke, preparing for the conference with the workmen's representatives on the subject of the extension of the Workmen's Compensation Act.

After the loyal toasts had been duly honoured the CHAIRMAN proposed "The Local Governing Bodies." In referring to the "great subject of federation," he said he regretted that Fenton had not met Stoke and Longton in friendly conference. He hoped that with federation there would be not only a unity of interests but a unity of sympathy. The Mayor of Longton responded, and expressed his belief that if federation was handled properly it would bring advantages.

In asking Mr. E. B. Walker, the American Consul, to propose the next toast, the Chairman said he was the representative of a happy, wealthy, prosperous people, and perhaps he could give our manufacturers a wrinkle as to how they could do more business with America.

Mr. E. B. WALKER proposed "The China Trade," and said there was only one rule in the United States for getting business, and that was to go after it. Americans were successful in getting business because they went after it and kept after it. He was pleased to see England and America so prosperous and so friendly. An English writer had said the time was coming when nothing would divide the States and England except the Atlantic Ocean. He would put it another way and say the Atlantic did not divide but connected the two countries. He hoped the prosperity which both countries now enjoyed would increase so long as the world lasted.

Mr. H. J. COLCLOUGH responded to the toast. They had been told that the doom of the china trade has been sounded, and that in ten years there would be no trade left in Longton. The prophecy was being falsified by the increased trade that was being done. He asked all engaged in the china trade loyally to support the increase in the selling price of china by 5 per cent. in order to meet the increased cost of material.

Mr. S. L. PLANT proposed "The Health of the Visitors," and rejoiced in the message of goodwill delivered by the American Consul. It was gratifying to have with them a descendant of the founder of the great potting industry of England. Mr. Cecil Wedgwood was president of the local Chamber of Commerce, and it would be remembered that Josiah Wedgwood was the founder of the Manufacturers' Association of Great Britain.

Mr. CECIL WEDGWOOD, who was warmly received, referred to the work of the North Staffordshire Chamber of Commerce, on behalf of pottery manufacturers. The question of railway rates had been taken in hand, and the Chamber had secured this concession from the railway companies, that the two-pence charged for the delivery of crates was to be halved. As to the question of rates, the charge for the delivery of pottery from this district was from 25 to 50 per cent. higher than the rates for conveyance from other pottery centres over similar distances. That was iniquitous, and the Chamber had the question still before them. Mr. Wedgwood appreciated the reference to his ancestor, and hoped that 1907 would be a very prosperous year for the Longton china trade.

THE STORY OF THE WILLOW-PATTERN PLATE.

(*Continued from page* 82.)

THIS house belonged to a Mandarin of great power and influence, who had amassed considerable wealth in serving the Emperor in a department corresponding to our Excise. The work, as is the case in other places besides China, was performed by an active secretary called Chang, while the business of the master consisted in receiving bribes from the merchants, at whose smuggling and illegal traffic he winked, in exact proportion as he was paid for it.

The wife of the Mandarin having died suddenly, he requested the Emperor to allow him to retire from his arduous duties, and was particularly urgent in his suit because the merchants had begun to talk loudly of the unfairness and dishonesty of the Chinese manager of the Customs. The death of his wife was a fortunate excuse for the old Mandarin, and in accordance with his petition, an Order, signed by the vermilion pencil of his Imperial Majesty the Emperor, was issued to a merchant who had paid a handsome douceur to his predecessor.

To the house represented on the plate did the Mandarin retire, taking with him his only daughter, Koongshee, and his secretary, Chang, whose services he had retained for a few months in order to put his accounts in such array as to bear scrutiny, if, from any unforeseen circumstances, he should be called to produce them.



When the faithful Chang had completed his duty he was discharged. Too late, however! The youth had seen and loved the Mandarin's daughter. At sunset Koongshee was observed to linger with her maid on the steps which led to the banquet room, and as the twilight came on she stole away down the path to a distant part of the ground; and there the young lovers, on the last evening of Chang's engagement, vowed mutual promises of love and constancy; and on many an evening afterwards when Chang was supposed to be many miles away, lovers' voices in that place might have been heard among the orange trees; and, as darkness came on, the huge peonies which grew on the fantastic wall had their gorgeous petals shaken off as Chang scrambled through their crimson blossoms.

By the assistance of her handmaid, these interviews were obtained without the knowledge of the old Mandarin; for the lovers well knew the harsh fashion of the country, and that, their stations in life being unequal, the father would never consent to the union. Chang's merit, however, was known, and the affectionate wishes of the young people pictured a time when such an obstacle would be removed by his success. They believed as they hoped, and the year of their infancy had only two seasons—springtime and summer.

By some means, at last, the knowledge of one of these interviews came to the old Mandarin, who, from that time, forbade his daughter to go beyond the walls of the house; the youth was commanded to discontinue his visits upon pain of death, and to prevent his chivalrous courage any chance of gratification, a high wall of wood was ordered to be built across the pathway from the extremity of the wall to the water's edge (see plate). The lady's handmaid, too, was dismissed, and her place was supplied by an old domestic, whose heart was as withered as her shrivelled face.

To provide for his daughter's imprisonment, and to enable her to take exercise in the fresh air, he also built a suite of apartments adjoining his banquet-room, and jutting out over the water's edge with terraces upon which the young lady might walk in security. These apartments having no exit but through the banquet-room, in which the Mandarin spent the greater part of of his time, and being completely surrounded by water, the father rested content that he should have no further trouble from clandestine meetings. As, also, the windows of his sitting room looked out on the water, any attempt at communication by means of a boat would be at once seen and frustrated by him. To complete the disappointment of the lovers, he went still further—he betrothed his daughter to a wealthy friend, a Ta-jin, or Duke of high degree, whom she had never seen. The Ta-jin was her equal in wealth and in every respect but age, which greatly preponderated on the gentleman's side. The nuptials were, as usual, determined upon without any consultation of the lady; and the wedding was to take place "at the fortunate age of the moon, when the peach-tree should blossom in the spring." The willow-tree was in blossom then; the peach-tree had scarcely formed its buds. Poor Koongshee shuddered at what she called her doom, and feared and trembled as she watched the buds of the peach-tree, whose branches grew close to the walks of her prison (see plate); but her heart was cheered by a happy omen—a bird came and built its nest in the corner above her window.

One day when she sat on the narrow terrace for several hours, watching the little architect carrying straws and feathers to its future home, the shades of evening came on upon her, and her thoughts reverting to interviews that were associated with the hour, she did not retire as usual, but disconsolately gazed upon the waters. Her abstraction was disturbed by a half cocoanut-shell, which was fitted up with a miniature sail, and which floated close to her feet. By the aid of a parasol she reached it from the water. Her delighted surprise at its contents caused her to exclaim aloud in such a manner as to bring an old servant to her side, and nearly led to a discovery; but Koongshee was ready with a plausible excuse and dismissed the woman. As soon as she was gone she anxiously examined the little boat. In it she found a bead she had given her lover—a sufficient evidence from whose hands the little boat had come: Chang had launched it on the other side of the water. There was also a piece of bamboo paper and in light characters were written some Chinese verses:—

"The nest yon winged artist builds,
Some robber bird shall tear away;
So yield her hopes the affianced bird,
The wealthy lord's reluctant prey."

"He must have been near me," she murmured, "for he must have seen my bird's nest by the peach tree." She read on:—

"The fluttering bird prepares a home,
In which the spoiler soon shall dwell;
Forth goes the weeping bride, constrained,
A hundred cars the triumph swell.

"Mourn for the tiny architect—
A stronger bird hath ta'en its nest;
Mourn for the hapless stolen bride—
How vain the hope to soothe her breast."

Koongshee burst into tears, but hearing her father approaching, she hid the little boat in the folds of her loose

robe. When he was gone she read the verses again, and again wept over them. Upon further examination she found upon the back these words in the peculiar manner of metaphoric style of Oriental poetry :—"As this boat sails to you so all my thoughts tend to the same centre ; but when the willow blossoms drop from the bough, and the peach tree unfolds its buds, your faithful Chang will sink with the lotus blooms beneath the deep waters. There will he see the circles on the smooth river when the willow blossom falls upon it from the bough—broken away, like his love, from its parent stem." As a sort of postscript was added, "Cast your thoughts upon the waters as I have done, and I shall hear your words."

Koongshee well understood such metaphorical language, and trembled as she thought of Chang's threat of self-destruction. Having no other writing materials, she sought her ivory tablets, and with the needle she had been using in embroidery, she scratched her answer in the same strain in which her lover had addressed her. This was her reply :—"Do not wise husbandmen gather the fruits they fear will be stolen ? The sunshine lengthens, and the vineyard is threatened to be spoiled by the hand of strangers. The fruit you most prize will be gathered when the willow blossom droops upon the bough." Much doubting, she placed her tablets in the little boat, and, after the manner of her country-women, she placed therein a stick of frankincense. When it became dark she lighted the frankincense and launched the little boat upon the stream. The current gradually drew it away and it floated safely till she could trace it no longer in the distance. That no accident should have overturned the boat or extinguished the light, she had been taught to believe was a promise of good fortune and success, so with a lighter heart she closed her casements and retired to rest.

Days and weeks had passed on. but no more little boats appeared ; all intercourse seemed to have been cut off, and Koongshee began to doubt the truth of the infallible omen. The blossom upon the willow-tree—for she watched it for many an hour—seemed about to wither, when a circumstance occurred which gave additional grounds for this distrust. The old Mandarin entered his daughter's apartment one morning in high good-humour. In his hands he bore a large box of jewels, which he said were a present from the Ta-jin, or Duke, to whom he had betrothed her. He congratulated her upon her good fortune, and left her, saying, "that the wealthy man was coming that day to perform some of the preliminaries of the wedding, by taking food and wine in her father's house."

Koongshee's hopes all vanished, and she found her only relief in tears. Like the netted bird, she saw the snare drawing closer and closer, but possessed no power to escape the toils.

The Duke came, his servants beating gongs before him, and shouting out his achievements in war. The number of his titles were great, and the lanterns on which they were inscribed were magnificent. Owing to his rank he was borne in a sedan, to which were attached eight bearers, showing his high rank to be that of viceroy. The old Mandarin gave him a suitable reception, and dismissed his followers. The gentlemen then sat down to the introduction feast according to custom, and many were the "cups of salutation" which were drunk between them, till at last they became boisterous in their merriment.

The noise of revelry, and the shoutings of the military Duke, seemed to have attracted a stranger to the house, who sought alms at the door of the banquet-room. His tale being unnoticed, he took from the porch an outer garment which had been left there by one of the servants, and, thus disguised, he spread the screen across the lower part of the banquet-hall ; passing forwards he came to Koongshee's apartment, and in another moment the lovers were locked in each other's arms. It was Chang who had crossed the banquet-room. He besought Koongshee to fly with him, "for," said he, "the willow-blossom already droops upon the bough."

She gave into his hands the box of jewels which the Duke had that day presented to her, and finding that the elders were growing sleepy over their cups, and that the servants were taking the opportunity to get intoxicated elsewhere, Koongshee and Chang stole behind the screen, passed the door, descended the steps and gained the foot of the bridge beside the willow tree. Not till then did the old Mandarin become sensible of what was going on—but he caught a glimpse of his daughter in the garden, and raising the hue and cry, staggered out after them himself.

To represent this part are the three figures upon the bridge (see plate). The first is the lady, Koongshee, carrying a distaff, the emblem of purity ; the second is Chang, the lover, bearing off the box of jewels ; and the third is the old Mandarin, the lady's father, whose paternal authority and rage are supposed to be indicated by the whip which he bears in his hand.

As the Chinese artists know little or nothing of perspective, he could not place the old gentleman—to be seen—in any other situation than in the unnatural proximity in which we find him. The sketch simply indicates the flight and the pursuit, and is graphic enough for the purpose. The remainder of the picture history of Koongshee and Chang, embracing, as it does, the whole of the remainder of the plate, must be postponed to the next chapter.

(To be continued.)

Glass and Glassware in the Philippines.—During the year ending June 30, 1906, glassware to the value of $146,431 was imported into the Philippines, of which $20,435 represented window glass, most of which was supplied by the United Kingdom, China, Belgium, and Germany.

A Hint to Advertisers.—A writer in a commercial paper says :—I have been particularly struck during the past month, while glancing over various Christmas numbers of popular journals, with the number of instances they present of wasted energy. This is particularly noticeable in the cases where the goods advertised have to be purchased from local dealers. In how many instances have the manufacturers taken the precaution to first of all enlighten the retailer as to the virtues of the particular article that they are endeavouring to induce the public to purchase ? Not one in twenty, notwithstanding the fact that the trade press of this country presents a means of educating the retailer as to what to handle and what not to handle. No ! Brown advertises in the Never Say Die Magazine, so Jones with a similar proposition will do likewise. Never mind the retailer, we will create a popular demand for our goods, he will be bound to stock them. Will he ? I doubt it. If he has first been shown that it is to his interest to do so, he may, but, like a reasonable man, he objects to any attempt to intimidate him, and so feels no compunction about substituting goods in which he can place reliance for those of which he knows nothing. They say that lookers-on see most of the game, but in this instance we are something more than lookers-on. Our constant intercourse with retailers throughout the length and breadth of the land justifies us in issuing this note of warning to manufacturers and others who intend pushing for trade through advertising. Unless you intend to supply your goods direct, before you spend a penny piece in popular journals see that your proposition has been fairly put before the retailer by a carefully planned out series of announcements in his trade paper.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR DECEMBER, 1906.

	Quantities.				Value.			
	Month ended 31st Dec.		Year ended 31st Dec.		Month ended 31st Dec.		Year ended 31st Dec.	
China or Porcelain, and Earthenware.	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany ..... cwts.	3,644	7,704	55,002	72,804	£5,541	£7,074	£69,146	£77,730
,, France ..... ,,	3,239	7,911	44,276	62,875	5,516	4,699	62,327	60,178
,, United States of America ..... ,,	29,972	33,081	404,641	471,726	37,402	42,222	508,053	572,465
,, Brazil ..... ,,	68,643	9,912	209,435	166,351	16,899	11,015	104,422	119,698
,, Argentine Republic ..... ,,	22,593	43,753	347,292	448,204	10,093	18,816	133,356	184,883
,, British South Africa ..... ,,	19,413	9,432	252,626	199,653	12,343	7,967	149,963	112,272
,, British East Indies..... ,,	16,332	22,226	241,169	288,456	10,874	14,441	138,239	160,642
,, Australia ..... ,,	12,790	12,304	147,452	187,838	14,709	11,583	163,000	178,844
,, New Zealand ..... ,,	3,976	5,071	59,440	72,794	5,870	6,768	77,749	98,395
,, Canada ..... ,,	9,781	26,033	243,522	325,320	10,780	21,472	189,088	251,526
,, Other Countries ..... ,,	77,838	80,243	744,278	956,596	44,924	52,779	502,880	566,186
Made up as follows:								
Porcelain, Chinaware, and Parian .. ,,	1,892	1,503	23,514	24,453	17,469	15,678	176,421	175,681
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	84,210	115,448	1,128,275	1,332,916	107,118	142,186	1,408,962	1,666,557
Jet, Rock'm, and Glazed Terra-cotta ,,	32	29	3,386	1,107	47	70	4,223	2,109
Red, Stone, Brown and Yellow Ware ,,	168,265	128,508	1,446,472	1,730,858	31,743	24,794	310,156	326,892
Other Sorts (including Electrical and Chemical Ware) ..... ,,	13,822	12,182	147,486	163,283	18,574	16,108	198,461	211,580
Glass.								
To British South Africa..... value £	—	—	—	—	90,202	4,867	1,107,329	87,867
,, Other Countries ..... ,,	—	—	—	—		95,005		1,190,919
Made up as follows:								
Plate Glass ..... cwts.	7,584	9,711	118,011	139,395	11,615	16,627	165,922	206,764
FlintGlass ..... ,,	4,370	6,054	60,820	63,789	15,260	19,133	191,347	209,293
Glass Bottles ..... gross	49,904	61,833	654,091	762,889	31,813	39,189	425,330	486,770
Glass Manufactures, other sorts.... cwts.	35,368	30,319	364,898	442,856	31,514	24,923	324,730	375,959

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR DECEMBER.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian.. cwts.	5,216	4,426	50,601	51,319	£26,639	£22,397	£232,895	£247,230
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	30,773	33,787	341,835	343,551	60,625	60,740	642,510	652,974
Jet, Rock'm, and Glazed Terra-cotta ,,	1,032	39	1,473	6,975	418	112	1,606	2,579
Red, Stone, Brown and Yellow Ware ,,	2,563	12,270	28,211	69,587	2,289	1,597	9,519	12,458
Other sorts (including Electrical and Chemical Ware) ..... ,,	1,640	1,739	20,767	22,505	3,224	2,807	27,029	34,784
Window and German Sheet Glass ,,	143,573	121,887	1,235,010	1,389,181	82,206	66,247	725,747	778,185
Plate Glass ..... ,,	26,483	25,930	419,588	390,408	35,575	33,029	516,796	508,899
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	84,049	69,969	825,059	837,030	145,191	104,647	1,373,632	1,304,571
Glass Bottles..... gross	145,682	125,813	1,555,245	1,462,334	63,057	52,125	638,993	615,183
Glass Manufactures, other sorts.... cwts.	6,036	1,441	82,540	39,995	7,849	2,016	143,491	62,428

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR DECEMBER.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian ...cwts.	1,148	2,102	21,570	19,979	£4,327	£9,019	£82,473	£85,627
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	1,649	539	20,647	8,103	2,350	1,414	41,286	17,549
Jet, Rock'm, and Glazed Terra-cotta ,,	—	—	183	40	—	—	155	174
Red, Stone, Brown and Yellow Ware ,,	9	581	86	1,008	35	145	142	1,055
Other sorts (including Electrical and Chemical Ware) ..... ,,	4	—	124	81	46	—	487	400
Window and German Sheet Glass ,,	588	317	11,037	14,879	328	191	6,124	7,622
Plate Glass ..... ,,	—	146	4,153	4,121	—	273	5,908	6,002
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	3,435	705	56,584	15,199	7,128	1,412	114,587	31,074
Glass Bottles ..... gross	1,766	2,934	24,423	32,708	971	1,367	12,227	18,129
Glass Manufactures of other sorts ..cwts	359	672	9,920	6,725	1,223	1,448	25,593	17,034

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Nov. 25 to Dec. 31, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to Dec. 31, 1906. Packages.	Corresponding period, 1905. Packages.
To Boston	540	328	7,111	5,349
,, New York	545	599	6,915	7,137
,, Baltimore	1,195	865	14,638	11,547
,, Philadelphia	162	95	1,194	935
,, New Orleans	502	259	4,848	3,434
,, Newport News	11	24	1,167	1,068
,, San Francisco	228	194	1,711	1,326
,, Portland, Me.	578	8	1,966	478
,, Galveston	28	10	1,405	836
,, Portland, Or.	80	169	1,048	669
,, Inland Points	100	1,206	9,979	13,117
Total	3,969	3,757	51,982	45,896

RAILWAY COMPANIES AND OWNERS' RISK.

A SECOND report on the manner in which British railway companies interpret the liabilities under "owner's risk" rates has been published by the Standing Joint Committee of Midland Chambers of Commerce on railway matters. The first report appeared in March, 1905, and reviewed the history of the subject since public attention was first directed to it in July, 1902. The grievance complained of was that the railway companies had abandoned their former attitude concerning the treatment of claims for compensation arising in connection with goods carried under "owners' risk" rates. They had entered into an arrangement for the joint consideration of such claims, and all the companies running into Birmingham had required traders either to sign a special agreement relieving the carriers from all claims for loss except those arising from "wilful misconduct," or to use consignment notes containing a clause to this effect. The general matter was taken up by the Birmingham Chamber of Commerce and the joint committee was formed. At a conference with Midland goods managers it was understood that the companies would revert to their former practice. Experience showed that they did not, and there were prolonged negotiations. The report now issued continues the history of these down to December, 1906.

The Conference took place in February, 1906, Sir H. Jeykll (assistant secretary of the Railway Department) presiding. The Chairman of the Committee (Mr. Edmunds) submitted a memorandum prepared by the Committee, and Mr. Ree, on behalf of the companies, asserted that the companies did in fact pay a large proportion of claims where it was not possible to prove wilful misconduct. The Conference also spent time in dealing with eleven particular cases of grievance.

The conference lasted nearly three hours, and the members of the deputation were agreed that, notwithstanding the statements made by the railway companies as to their policy in dealing with owners' risk claims, the circumstances of the case dealt with justified a strong presumption that this alleged policy was not carried out in practice, but that, on the contrary, the rigid and literal terms of the owner's risk conditions were arbitrarily used by the companies to support the general rejection of claims.

The report further states that support was given to the Railways (Contracts) Bill introduced by Mr. A. G. Hooper, M.P., of Dudley, an ex-officio member of the council of the Birmingham Chamber, who sought to make it unlawful to make any conditions providing that the carrier shall not be liable for loss occasioned by gross neglect. The Bill, however, failed to become law.

Reference is also made to the conference called in support of the Bill by the Mansion House Association on Railway and Canal Traffic which was held in October last. At this conference Mr. Edwin Clements (standing counsel to the Association) referred to the increasing number of articles which the railway companies will not carry at company's risk rates unless packed to their satisfaction. He pointed out that the number has gone up steadily, the figures for the past eleven years being: In 1895, 82 entries; in 1896, 83; in 1897, 87; in 1898, 95; in 1899, 101; in 1900, 108; in 1902, 127; in 1903, 134; in 1904, 164; in 1905, 171; and this year (1906) it is 180. That is with regard to very well known articles of commerce, most of which they have carried for many years, without making the conditions they now seek to impose.

A deputation also waited on the President of the Board of Trade on December 13, when Mr. Lloyd-George expressed the opinion that there was no reason why a bill dealing with the matter should not go through in the next session of Parliament. In this connection the report states:—The Standing Joint Committee have given a long and patient trial to the policy of direct negotiation with the railway companies, but have been continually met by a non-possumus attitude. Now, however, that the President of the Board of Trade has shown so clearly that he is very willing to help, the committee feel that no effort should be spared in the endeavour to carry Mr. Hooper's bill through Parliament at the earliest possible moment. To achieve this end every Chamber should bring pressure to bear on its Parliamentary representatives to support the bill as the first important step towards securing more reasonable treatment for the trader and more fair and equitable conditions for the general transport of traffic.

At a meeting of the joint committee on December 18 the following resolution was passed:—"That the Committee recommends the Chambers of Commerce represented thereon to pass a resolution in the following form: 'That this Chamber is of opinion that the time has arrived when the question of the whole relationship between the railway companies and the trading and agricultural communities should be fully inquired into with a view to legislation which shall remove those conditions of railway rates and contracts which now press onerously upon the trade of this country, and that copies of this resolution be sent to the President of the Board of Trade and the local members of Parliament.'"

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

I.—NOTES ON CHROME-TIN AND CHROME-ALUMINA COLOURS.*

By F. J. Rodgers and J. W. Mellor, D.Sc.

1.—*The effects of chromium obtained from different sources.*

THE effects obtained by adding the same amount of chromium in the form of chromic acid, potassium chromate, potassium dichromate, potassium trichromate, potassium tetrachromate, tin chromate, calcium chromate, and chromic oxide were compared. The underglaze stain was made by heating up to Bar. 28 (about 1,260°) the well-known mixture—

Stannic oxide	50 parts
Whiting	25 ,,
Flint	18 ,,
Borax	4 ,,
White lead	4 ,,

along with 1·5 parts of chromic acid, or of an equivalent amount of one of the other compounds of chromium. The same tint was obtained in all cases. The tint obtained is practically independent of the sour of chromium. The advantage in favour of chromic oxide—Cr_2O_3—is its insolubility in water, so that there is no trouble with the crystallization of the salt in subsequent operations; but with a soluble chromate it is possible to get a uniform mixture with less trouble

2.—*The influence of zinc chromate, or zinc oxide.*

We have also tried the effect of adding zinc chromate to the crimson stain mixed with the ordinary lead glaze. The colours used were made in several different ways and from the ordinary commercial stains upon the market. After the addition of small quantities of zinc chromate there is less tendency to "milky" or "dull" surface; there is greater range in the temperature of firing; and the surface is, as a rule, more brilliant. The presence of zinc chromate thus improves the glaze. Quantities below about 1 per cent. of zinc chromate do not interfere with the transparency of the glaze. The chromium which is added in the form of zinc chromate deepens the tint, and this must be allowed for when adding the original potassium dichromate. According to O. Hensel (*Trans. Amer. Cer. Soc.*, 5, 245, 1903) the presence of zinc oxide "was found to be of no service." Our experiments upon this point are not yet completed, but everything points to the fact that the improvement we have just recorded is due to the fact

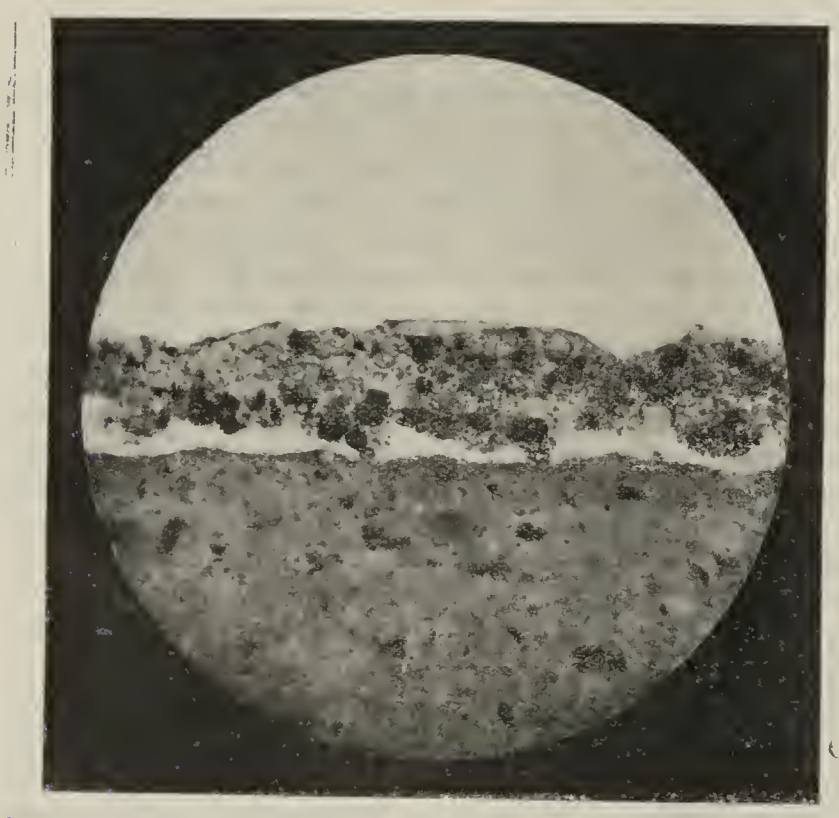


Fig. 1.—Section through Glazed Tile × 50 diam.

that a little zinc oxide or zinc chromate makes the glaze dissolve the "stain" more copiously. See below.

3.—*The effect of lime.*

Incidentally we have examined the effect of varying the proportion of lime upon the temperature required to bring up the crimson underglaze colour. The colour will bear a higher temperature the greater the proportion of the lime up to about 25 per cent. of whiting. For instance, the glaze on the tile upon the table contains 16 per cent. of whiting, and it has practically the same tint as the glaze on the second tile with 25 per cent. of whiting when both are fired at a majolica heat (Bar. 15, 1,000°); but at a glost oven temperature (Bar. 21, 1,100°) the crimson colour of the glaze with the less proportion of lime is alone destroyed. (See also H. A. Seger, *Collected Writings*, American Trans., 2, 664, 1902). According to J. Malaguti (*Ann. Chim. Phys.* [2], 61, 435, 1886), lime is not necessary for the development of the pink colouration, but the colour can be obtained at a lower temperature if lime be present. The development of the pink colour of Malaguti's "laque minerale" by the calcination of a mixture of

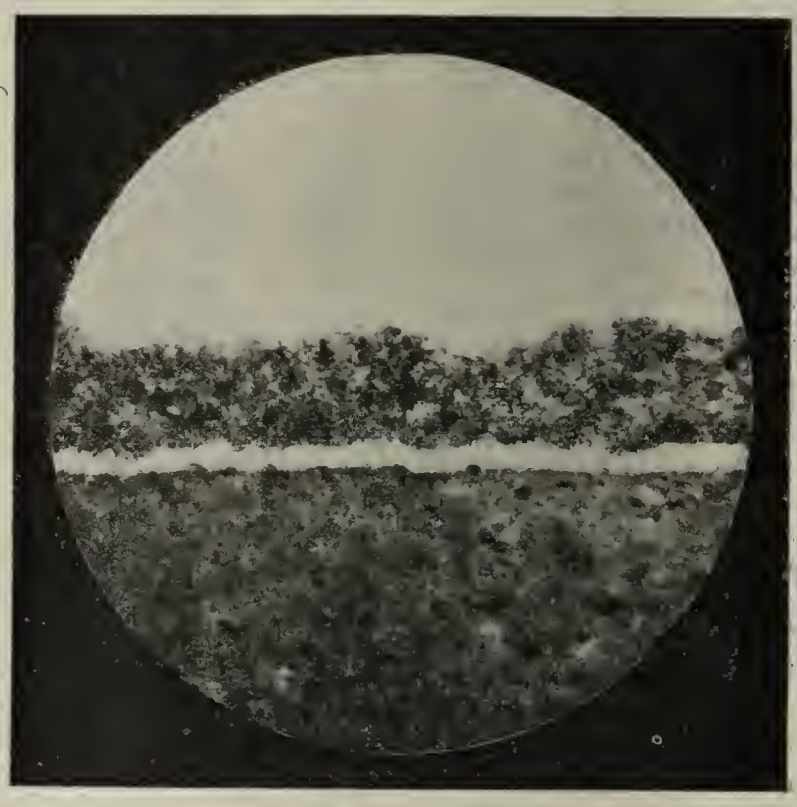


Fig. 2.—Section through Glazed Tile × 50 diam.

Stannic oxide	100 parts
Chromic oxide	2 ,,

requires a much higher temperature than if lime be present.

There is no doubt a close connection between the pink coloured powder and the crimson glaze, but it is well not to confound the one with the other. The crimson stain is very sensitive to the presence of certain materials in the glaze. An important function of lime in the chromium-tin crimson glaze, therefore, is to extend the temperature range of stability of the colour.

4.—*Can alumina replace stannic oxide?*

According to L. Petrik (*Ding. Journ.*, 284, 93, 1892), a pink coloured powder can be obtained by the calcination of china clay with chromic oxide, or by the calcination of the precipitate obtained by the addition of ammonia to an aqueous solution of equi-molecular proportions of magnesium sulphate and ammonia alum with half a molecular proportion of chrome alum. If magnesia be replaced with lime, baryta, or strontia, a powder is said to be obtained which is green in daylight and red by lamp-light. We also know that artificial rubies can be made by heating mixtures of alumina and chromic oxide to a high temperature (A. Verneuil, *Ann. Chim. Phys.* [8], 3, 20, 1904). The glaze, however, which we obtained by replacing stannic oxide with alumina, and firing in a saggar along with the ordinary crimson glazes, had a fine yellow colour in daylight, with a green tingo in gaslight. We have not yet obtained a crimson or pink chromium glaze without the use of stannic oxide, although beautiful alumina-chrome pinks powders are easily prepared, and the problem has resolved itself into the production of a glaze in which alumina-chrome pink is insoluble. See below.

5.—*Can a pink be obtained without chromium?*

It appears to be a moot question whether a pink can be obtained with a mixture of tin oxide and lime alone, without the use of chromium. We have obtained splendid pink colours with pure calcium carbonate and pure stannic oxide without the addition of chromium, but in every case we have been able to trace the colouration to the volatilisation of chromium oxide from colours in other parts of the sagger, and qualitative analysis showed that in our experiments, at least, chromium was always present when the pink colour was developed. If precautions are taken to work with quite pure materials, the product is colourless. It is no good

* Based on a paper in the *Trans. Eng. Cer. Soc.* 4, 66, 1905.

king about a "mixture of pure materials" when the mixture fired in an atmosphere laden with vapours of various metallic npounds. Tho pink colouration of a mixture of tin oxide and ie by traces of chromium at high temperature seems to be a rly delicate test for the presence of chromium.

6.—*Photo-micrographs of the glaze.*

Two photo-micrographs of transverse sections through two es covered with the crimson glaze are shown in the appended igrams, Figs. 1 and 2. They illustrate two types of coloured izes :—

1. The colouring oxide is soluble in the glaze. Under reflected ht the crimson glaze is apparently a reddish-yellow glass in nich a few undissolved red particles are suspended. The glaze own in Fig. 1 was compounded from tho formula—

$$\left.\begin{matrix}0{\cdot}2\ K_2O\\0{\cdot}2\ CaO\\0{\cdot}6\ PbO\end{matrix}\right\}\ 0{\cdot}14\ Al_2O_3\ \left\{\begin{matrix}1{\cdot}6\ SiO_2\\0{\cdot}3\ B_2O_3\end{matrix}\right.$$

The surface is smooth, the glaze clear and transparent. There e a few air bubbles suspended in the glaze. The glaze appears be a solution of lead bichromate. The lower part of each diagram presents the body, the strip across the middle of the diagram is ie glaze, there is a perfectly clear colourless strip of glaze between ie coloured glaze and the body. This is no doubt due to the action the glaze on the body.

2. The colouring matter remains suspended in the colourless laze. In other words, the "stain" is practically insoluble in ie glazo. Such glazes are opaque. The second photo-micrograph (Fig. 2) was taken from a glaze made up from the formula—

$$\left.\begin{matrix}0{\cdot}30K_2O\\0{\cdot}35CaO\\0{\cdot}35PbO\end{matrix}\right\}\ 0{\cdot}19\ Al_2O_3\ \left\{\begin{matrix}2{\cdot}06\ SiO_2\\0{\cdot}36\ B_2O_3\end{matrix}\right.$$

vith the same amount of the crimson stain as the preceding glaze. Both were fired at the same temperature. The surface is obviously ot nearly so smooth as the glaze depicted in Fig. 1; the glaze lso lacks the depth and transparency of the preceding specimen; vhile the colour is inclined to purple. The diagrams bring out he fact that the second glaze, richer in lime and poorer in lead, ias not the solvent properties of the first, and if the rich alumina-chrome crimson be treated with a glaze in which the particles are nsoluble, it will obviously be possible to make high temperature say 1,300° or 1,400°, or Cones 10 upwards) chrome-alumina crimsons and scarlets without the use of tin oxide. In fact, the scarlet or crimson tint of the alumina chrome stain only develops in all its beauty when the colour is calcined at excessively high temperatures (electric furnace or oxy-hydrogen blowpipe). Lead glazes are not promising. It may have to be a felspathic or leadless glaze. With these hints it should be possible to make very stable high temperature crimsons and scarlets.

(*To be continued.*)

U.S. POTTERY PRODUCTION.

ALTHOUGH the particulars given below may appear somewhat out of date they are the latest available, being taken from the official report on the "Clay-working industries of the United States," which we have just received. We reproduce them here, as they may be useful for comparison or reference. The year 1905 was a most satisfactory one, judging from the value of the output reported. The increase in 1905 is almost ten times as great as the loss of 1904. The increase is rather surprising in view of the fact that the agreement among certain potters to maintain prices was given up early in the year. At that time the effect of this abandonment was problematical, though it was feared that it would be disastrous to the industry. This does not appear to have been the result, certainly not so far as the total value of the product is concerned. Whether or not the year was satisfactory to the operators from a financial point of view, they alone know. The increasing proportion of domestic production compared with imports, and the wider market of his wares, should, however, be sources of satisfaction to the American potter.

The total value of the product rose from $25,158,270 in 1904 to $27,918,894 in 1905, a gain of $2,760,624 or 10·97 per cent., thus much more than overcoming the slight decrease of 1904, $277,782 or 1·09 per cent. The decrease of 1904 is the only one recorded by this office since 1896, when its canvass of the pottery industry began. The imports of pottery showed a large increase, but the production more than kept pace with them, and the percentage of the domestic product entering into consumption was greater in 1905 than in 1904.

As in former years, the products reported under the head of white granite, &c., were of greatest value in 1905, being worth $11,970,975, or 42·88 per cent. of all pottery products, and being reported by 70 producers; in 1904 these products, reported by 72 producers, were valued at $11,070,015, a gain for 1905 of £900,960, or 8·14 per cent. The product of next greatest value in both years was sanitary ware, being valued at $4,597,145 in 1905, or 16·47 per cent. of the pottery products, as compared with $3,760,375, or 14·95 per cent. of all pottery products in 1904. This is a gain of $836,770, or 22·25 per cent. This product was reported by 31 producers in 1904 and by 32 in 1905.

The stoneware industry, the third in value of output, increased its product from $3,411,025 in 1904 to $3,708,817 in 1905, an increase of $297,972, or 8·73 per cent. In spite of this increase the percentage of this product of the total decreased from 13·56 in 1904 to 13·28 in 1905. More producers reported this ware than any other, namely, 261 in 1904 and 247 in 1905.

Porcelain electrical supplies were marketed in 1905 to the value of $2,253,061, or 8·07 per cent. of the total, as compared with $1,432,943, on 5·69 per cent, in 1904, a gain of $820,118, of 57·23 per cent. This is by far the largest proportional gain of any pottery product, and indicates that this is a growing branch of the industry.

The manufacture of china showed a falling off in 1905, and although a considerable product, valued at $1,429,730 was reported in 1905, yet the hopes of the lovers of fine ceramic ware, that this country would take its place among the large producers of fine china, do not seem likely to be realised in the immediate future. This ware was reported by 11 producers in 1904 and by 9 in 1905, and the product decreased from $1,589,725 in the former year to $1,429,730 in the latter, a decline of $159 995 or 10·06 per cent.

C. C. ware showed a gain in 1905 of $269,935, or 28·24 per cent., the figures being $955,704 for 1904, and $1,225,639 for 1905. In 1904 this product constituted 3·80 per cent. of the total and 4·39 per cent. of it in 1905. The number of producers increased one.

Red earthenware showed a decline from $796,278 in 1904 to $780,637 in 1905, while the number of producers reporting decreased from 199 to 187.

Yellow and Rockingham ware, which has been almost steadily declining for several years, showed another loss in 1905, falling from $320,310 in 1904 to $260,199 in 1905.

Exclusive of sanitary ware and porcelain electrical supplies, the total value of white ware marketed was $14,755,344 in 1905 as compared with $13,777,944, in 1904, a gain of $977,400, of 7·09 per cent. These wares include the products generally considered "pottery" by the public, such as the products used for domestic or household purposes, namely, tableware, toilet sets, &c. These products composed 52·85 per cent. of all pottery products in 1905.

The pottery imports into the United States in 1905 were valued at $11,976,062 and the production at $27,918,894, a total of $39,894,956. After deducting the exports—domestic, $983,554, and foreign, $30,455—there appears to be a net consumption of $38,880,947, of which the domestic production was 71·81 per cent., the highest percentage reached except in 1902. In 1904 the domestic production was 70·66 per cent. of the consumption and it was 70·56 per cent. in 1903. In 1902, however, it was 72·91 per cent., which is the highest point reached since the official pottery statistics were first published.

RETAIL TRADE CONDITIONS.

(BY ONE OF OUR STAFF.)

(*Continued from p.* 90.)

THERE were so many pressing demands on our space last month that we were not able to include all the replies we had selected from those received from our readers to Questions 5, 6, 7, and 8. We are obliged still further to curtail that selection, but the opinions we now publish (with those given last month) will be found to represent very fully and fairly all that members of the retail trade have to say on these important matters. For convenience of reference we repeat the questions :—

5. Could you do more trade with British manufacturers if they adopted the system of foreign makers, and quoted prices to include free package and free delivery ?
6. Do foreign manufacturers or their agents give you the same credit facilities as British manufacturers ?
7. Are "stores" or shopkeepers in other trades who now stock pottery and glass, much in evidence in your district.
8. Is it possible for the exclusive dealer in pottery and glass to still hold his own against these distributors ?

The consecutive numbers given to the replies are for the purpose of reference to the originals if it should be necessary.

29. "Yes, certainly we could, and I think British makers of both pottery and glass would find it pay them to give this idea a trial. Credit terms about equal, but British firms are perhaps best. There are far too many in other trades stocking our goods, more especially during the last three years. Yes, a legitimate dealer may hold his own, but it takes a lot of doing, and gets more difficult every year. But if the public only understood it they can get far better value from a regular china and glass dealer than by buying from firms with a china 'department,' many of whom do not understand the trade."

30. "Most decidedly, if they kept a moderate stock of leading lines always ready for delivery. Sometimes I can get an extra 2½ per cent. from British houses, but that scarcely counts when the higher price is considered. Stores do very little harm to us—scarcely worth noticing. Furniture houses do a little in toilet ware. That, however, is fair trading, and is bound to continue. A regular glass and china dealer to keep his position must be up to date with new goods, keeping his name well to the front, ticketing his windows, and giving only moderate credit, say a limit of twelve months, not two and three years as some customers expect."

31. "No, although it would simplify matters as to actual cost, it would be a bugbear for manufacturers, especially in the earthenware trade. The percentage on plain, decorated, and mixed crates could not be equalised, and the purchaser would have to pay more in the long run to cover. Foreigners' terms are generally better. Pottery and glass are dabbled in by everyone. An exclusive china and glass dealer cannot hold his position unless he has ample capital, and does not mind seeing it on the shelf."

32. "Yes, crate packages lead to much pilfering, and the charges for them are much too high. Manufacturers should give up these excessive charges. One of our greatest troubles is with empties. It is hard on the dealer to have to pay so much for straw and packages."

33. "I do not think it would make much difference. The foreign houses do not give quite such good terms. I think it is a matter of extreme difficulty for the exclusive glass and china dealer now."

34. "Yes, British manufacturers should beat foreigners at their own game. Goods are delivered free, cases and straw free, and yet prices are much cheaper. Railway rates are far too dear from Staffordshire. Answer to No. 8, 'No.'"

35. "Most decidedly. English houses give better terms. Yes, stores and shopkeepers in other trades compete strongly here. This cuts profits to a minimum. Still, the exclusive glass and china dealer can do a trade."

36. "Yes, it would increase the trade in British goods. Credit terms are usually the same. This question (No. 7) 'hits home.' We are 'general drapers, china and glass dealers, and fancy repository.' In this neighbourhood china and glass are seldom run alone. In answer to No. 8, in our opinion it might be done, yet experience shows us that shops formerly so run have now added departments for other goods more or less."

37. "A little more perhaps, but not to a great extent, because there are few English houses that make the class of goods the foreigner does. Very little difference in terms. If there is any advantage it is with the foreigner. Some of them give very extended credit. Stores and shopkeepers in other trades do not hurt us much. But great harm to the trade is done by manufacturers and wholesale dealers allowing oil shops and other small 'odds and ends' shops to sell our goods. On the other hand, if a man has a good ironmongery shop and chooses to open a proper china shop in connection with it, I see no reason why he should not. No. 8, Yes, he can if he knows his business and pays attention to it. Many dealers get lazy in a shop of their own. If they would put the same amount of energy into their own business which they were compelled to put into that of their employers they would be successful."

38. "I think so. Packages and straw are the vexed questions with British goods. Of course, extra discount helps this a bit. Usually I find makers of the higher-priced goods, which show a bigger margin to the maker, charge much higher for crates and straw. Credit terms about the same. Other tradesmen selling our goods affect us. It is possible but difficult for the exclusive china dealer to compete with them."

39. "Foreign makers do not turn out such a great variety of classes as the English do. If an English manufacturer took upon himself the packing and carriage, he would need to recoup himself by extra prices in highest and lowest class goods, at nearest and furthest points of delivery ; and would have to provide a large sum for carriage without sufficient inducement. I get my goods, as far as possible, by truck loads, saving cost of package and getting lower rates of carriage. There is no great difference in terms. Shopkeepers in other trades do not stock our goods to any great extent. A 6½d. bazaar used to take a lot of trade, so I opened a 6½d. window of my own, and have found it decidedly advantageous, both for the sale of goods and as an advertisement. It is just barely possible for the dealer in glass and china exclusively to hold his own."

40. "Yes ; the high charges for crate, straw, packing, and carriage are without doubt a great drawback

in buying English goods. Then the foreigners have better taste in the decoration of cheap goods, which considerably helps the sale of them.''

41. ''I should much prefer the foreign system, but do not think it would make a lot of difference except to allow us (small firms) to compete with those who do not reckon cost of packages and carriage when pricing their goods. Foreigners sometimes give longer credit, but British makers give better discounts. It is possible, but very difficult, for a dealer in glass and pottery only to hold his own.''

42. ''I am not sure that I could, but I certainly think packing charges should be much less. As to terms I find some English and some foreign houses very considerate. The drapers are the most trouble to my business. Not so much in the matter of prices or quality, but some big stores get more than their share of trade because of the tramway facilities. People now go right to the centre of the city before alighting from the car. They ride past my shop instead of walking past it with the chance of coming in.''

43. ''Yes. The British manufacturers should charge prices to include free packages and free delivery. This is a constant source of annoyance to the retailer. You buy a crate of goods at a price and find the cost of package and carriage adds a considerable percentage to the cost. The change must be made if we are to meet foreign competition. I am a small trader, but I find home manufacturers are better to deal with as to terms than foreign makers. We find our cheap lines are much interfered with by present-giving teashops. I find it difficult to sell with a profit cups and saucers at the price charged for the packet of tea with which they are given away. I think the time has gone for an exclusive trade in pottery and glass because large firms who have them as a department can handle the trade with smaller working expenses. Then the public always think the goods must be cheaper because more noise is made about them.''

44. ''I do not think the remedy lies in adopting the foreign system; the change would, in my opinion, only make it easier to get at the exact cost. If the latest machinery is being used at present in production, then there seems to me no hope but in protection. In the matter of credit terms I have no fault to find with either home or foreign manufacturers. The Co-operative Society is very strong here, but I think it is possible for the exclusive pottery and glass dealer to hold his position.''

45 ''Free package and free delivery would make very little difference. British manufacturers would probably raise their prices. The same credit terms are given by English and foreign houses. I think it is possible for an exclusive dealer in pottery and glass to hold his position.''

46. ''The price of English packages is extortionate. I get the same terms from foreign and British manufacturers.''

47. ''We do not think so. Undoubtedly goods should be delivered free, say, in £2 lots and upwards. Then straw and crate to be credited in full if returned in a specified time. We believe in cash transactions. Dealers in other trades stock pottery and glass. It is impossible for a regular pottery dealer in this town to make headway, owing to present-giving teashops, co-operative stores, and small shops in other trades.''

48. ''If British manufacturers would get out of their stereotyped shapes and become more tasteful in their designs, and pack their goods free, as we retailers have to do for our customers, then cost of delivery may be met by putting in, say, thirteen to the dozen, or some similar allowance. Then we should not mind the carriage so much. We do not want everything. Credit terms are about the same. Foreign agents do not make the least objection to paying railway fare up to 10s. I have never exceeded that. British travellers never ask how you get to see them if only you *get*. Co-operative stores are everywhere in this district, and stock glass and china—of a sort—largely. When it comes to a push the exclusive dealer in china and glass need not fear competition if he has hold of a good foreign line or two. The British representative seldom gives you 'sole rights.' He calls at any 'goody-shop' he sees, provided he can get an order. Stores are good 'dumping grounds' for him.''

49. ''The question of net cost would come in here. If the price came out about the same, I as a British subject would sell home goods. There is but little difference in terms. My strongest competitor is a large furnishing house. There are also co-operative stores, but they do not affect me much. I find the glass and china trade very slow. I added it to my hardware business. If I depended on glass and pottery alone I might shut up shop, and I am the principal dealer here.''

50. ''Yes, most certainly. The teashops are our worst opponents. It is surprising how the public are taken in with the idea of 'gifts!' A dealer in pottery and glass could keep his trade if manufacturers would not supply teashops and dealers in other trades. But they seem to sell to anyone.''

51. ''Yes, certainly; a lot more trade could be done. There is no difference in terms with good houses. This town and the country round swarms with co-operative stores, teashops, and 1d., 3½d. and 6½d. bazaars, which all make holes in the regular glass and china business. I think a dealer can hold his own if he is up-to-date in his methods, but he will have to stir himself and work hard at his business.''

52. ''Yes, very much more. It is a difficult task for the exclusive dealer now that there are a number of manufacturers who invade the trade of wholesale merchants by supplying any Dick, Tom or Harry at prices very little removed from those charged to us who are wholesale dealers only.''

53. ''The first respectable firm to adopt the 'free, free' system on a business-like basis will need to extend their premises very quickly.''

54. ''Paying carriage and packing is practically the same when added to invoice of English goods. But certain lines in foreign goods are cheaper than English. Drapers, co-operative stores, and market men are numerous here.''

55. ''Undoubtedly we could. We always pay cash and get better 'prompt' terms from British manufacturers. (Q. No. 8) Yes; but he has to sleep 'with one eye open,' buy right, have enough capital to take advantage of every turn, be in constant personal touch with actual centres of production, and must stick to business.''

56. ''Certainly we could. Free packages and free delivery would be a great boon. It affects both small buyers and large. Small buyers as a rule do not reckon the carriage and cost of packages on their goods, hence they sell for too little profit, thus hurting larger firms who include these charges systematically. We are much surprised at the time it takes the average maker to send on goods

(china). They must really keep no stock. I hate to take a special order, knowing the time it takes to get round, and the risk of annoyance delay causes my customers.''

57. ''Most decidedly. The antiquated methods of many British manufacturers make it almost painful to do business with them. No two British firms have the same rules and prices in regard to packages, and a dealer never knows what home made goods are costing him. Personally, I am grateful to the home firms for their easy credit facilities, but I believe that a strict and uniform rule as exists in some other trades, would be of benefit to the home trade as a whole. Several stores and shopkeepers in other trades stock our goods, but with little success, except some cheap houses who deal in job lots. An exclusive dealer can do if he knows his trade, but he should be supported by the manufacturers. It is no use the exclusive dealer using his knowledge to 'crack up' certain goods, when his customer can go into the next street and buy 'seconds' of the same make of goods at half his price.''

58. ''Yes, decidedly so. We could and would, do more with British manufacturers if they would quote free, free. We get better terms from home manufacturers. We have a lot of co-operative stores and drapers here who only buy 'seconds' and lump. As to exclusive dealers in pottery and glass, we only stock china, earthenware, and glass, and can keep a place going with four floors and twelve windows.''

59. ''Yes, undoubtedly we could. English firms give us our best discounts. Yes, dealers in other trades stock our goods here, yet (No. 8) we have three shops all doing well, and we do not stock a single article outside our business as china and glass dealers.''

60. ''We can claim on home goods if damaged in transit. We can work out cost of carriage, packing, &c., to a fraction. If makers charged inclusive prices, they would get over rather than under for carriage, &c. Things are all right as they are. Where is the fault? Stores, &c., stock our goods, but not worth worrying about. (In answer to No. 8.) Yes, easy.''

61. ''It might help the sales, but I do not think it would make much difference. Drapers, tea companies, and house-furnishers stock pottery and glass. It is getting more difficult every year for the exclusive dealer. The competition of drapers, for instance, is unfair. In many cases here, goods are marked under cost in expectation of selling drapery goods.''

62. ''Yes we could. The package question closes many accounts. The carriage on goods, and then the carriage on empties, are great drawbacks to trade. Drapers stock pottery and glass here, but an exclusive dealer can do if he knows the trade.''

63. ''Yes, I think I could. Charge for crates, straw, and packing is a great item, and then the charge for crates to be returned. Foreign cases, when charged, can be sold. It is impossible for an exclusive dealer in pottery and glass to do in a village of 3,000 inhabitants.''

64. ''Probably. I am inclined to think they require to study foreign methods for a time. I am now buying English tea sets boxed, but the boxes are mere apologies compared with the foreign boxes. Drapers are in strong evidence with our goods here. (To No. 8) Yes.''

65. ''Yes, most decidedly. Foreigners give the same credit, and are much more polite over money matters. (To No. 8) Yes.''

66. ''Yes, I could. Stores and market halls are the curse of the pottery and glass trade here. I do not think anyone could now get an independent living from china and glass alone in small towns. All the 'swells' go to 'stores,' and the 'commoners' to market halls.''

67. ''Not if we have to pay extra for the goods. The discount allowed off pottery accounts more than pays carriage and packing. I take short credit, and get best discounts from both. Stores and other dealers stock pottery and glass, but exclusive dealers can hold their own—if there are not too many of them. The majority of people will not now buy best goods at stores.''

68. ''We often complain of the cost of Staffordshire packages, but are told they are charged cost price. Certainly, if these were included without a heavy addition to the cost of the goods it would be more convenient. The terms of credit suit us with both, as we pay monthly. There is a large co-operative store here, but——(a large city) is only 24 miles distant, and the drapery stores there are pushing their large china departments. (No. 8) We have been upwards of 50 years in business, and it is only by giving close attention to the wants of the public, and keeping up with the times, that we can hold our own.''

69. ''Not unless the prices were reduced. It seems that any shop with an open door dabbles in china and ornaments. Tea-shops, co-operative stores, booksellers, house furnishers, and auctions. (No. 8) Yes, at least I am doing so by working hard and keeping down expenses.''

70. ''I certainly think so; especially if they would make lighter and cheaper fancy goods, and quote for free packages. Free delivery I look upon as rather a difficult matter. Even in this small town, stores and dealers in other trades stock our goods. It is very difficult to hold my own in pottery and glass alone, as the other dealers take the quick-selling goods, leaving the heavy earthenware and sundries to the pottery and glass dealer.''

71. ''In all probability. In any case, free packages would be a convenient thing for the trade. It is quite time something definite was done regarding straw and packing charges. It is a sore point, and is detrimental to the best interests of the trade. There are stores and 'present-shops' here, but is possible for an exclusive dealer to hold his own.''

72. ''I think so, for all over the country the cost price would be the same, and the bigger firms in London would not get the advantage over the country firms that they now do. An exclusive dealer in pottery and glass can hold his own, but in a small town near London it is very difficult, owing to stores competition. I find a general disposition to shop locally, but my difficulty is to have the immense variety to show.''

73. ''Yes, undoubtedly—considerably more. I get better terms from foreigners. As all oil shops, and most drapers, now stock pottery and glass, it is quite impossible for an exclusive dealer in them to hold his own in a small town.''

74. ''I think so. The sender would then have more sway with railway companies. Another thing,

they would adopt a cheaper way of packing. Dealers in other goods have less regard to profit on china and glass in order to draw custom for other things. An exclusive dealer in pottery and glass must hold a large stock which locks up capital. It is the mixed dealer who may reckon on the 'nimble 9d.'"

75. "It would be much better if they did; but I make it a practice to buy all possible from British manufacturers now. Many foreigners give as good credit facilities as British manufacturers. Yes, many stores and dealers in other trades compete. But an exclusive dealer can do all right if he is an up-to-date business man, as most of these firms do not hold stock patterns. This enables the dealer who does it to keep his customers together."

76. "As to questions 7 and 8, I think an exclusive dealer in glass and china should be able to succeed. There is a district with a population of nearly 20,000, and at present there is no one in the trade exclusively. Two ironmongers keep pottery and glass, but one only makes any display. Co-operative stores do a little. I think any one making an attractive display and studying local requirements should command the local trade. I am opening a business there."

77. "The British manufacturer does not always deal fairly with small dealers. The foreigner is better. British manufacturers and representatives are autocrats. All stores, and many other shopkeepers, here sell pottery and glass. Only very old established places that have kept up with the times and job dealers can do in pottery and glass only."

78. "Yes, we could. Manufacturers now charge such different prices for crates and straw, and then some charge 10 per cent. and others 5 per cent. advance on invoices. Fancy shops just lately all sell arms china and ornaments, figures, vases, &c. The china dealer to live must be up-to-date in pattern, and keep a heavy stock."

79. "Yes. British manufacturers have yet to learn how to pack, and also to put their goods into proper packages, and charge reasonable prices for them. For instance, I have £2 worth of china (would all have gone into a small sugar case) was packed all loose in straw and rubbish—charge: cask, 4s. 6d.; straw, 3s. 6d.; carriage, 1s. 10d. Say 4d. or 6d. for box and 3d. for packing, would have more than covered the cost; 1s. would have been ample. They should adopt German methods of packing in wood wool or paper shavings. When their goods are thrown in loose, we are unable to find some of them. Every little shop keeps pottery now."

80. "There is no doubt such a system would improve accounts with British makers. Besides the drapers, about every other shop here stocks a variety of fancy china and glass. It is very difficult for the exclusive dealer here. The low prices of stores and the system of free delivery is very harmful to us."

81. "No. Certainly not. This is only advantageous to the inexperienced. There is nothing to choose between them as to credit facility. Competition by the other dealers is increasing, but the exclusive dealer can hold his own if he knows his trade.

82. "Certainly. Foreign goods are usually better packed. Home discounts are better. (In answer to 7.) Rather. Strong co-operative societies, tea companies, premium stamp companies, and every petty paper shop in turn. Country families get their goods from London. I find our sales are not keeping up, but are helped by long established business."

Want of space renders it impossible for us to give any further verbatim quotations from correspondents' answers. We think, however, the replies we have now quoted, and the following extracts from some of the large number of other replies received, may be accepted as being fairly representative of the opinions of our correspondents on the subjects involved in questions numbered 5, 6, 7 and 8. The abbreviated replies will suggest the questions, so that we shall not repeat them.

"As these charges would be included in the cost it is immaterial, but it would certainly be more simple. He must add other household goods." "Do not think this would make much difference." "Yes, certainly. It is growing more difficult for the individual dealer every year." "Yes, it would be far easier and would tend to increased business. Foreign manufacturers give better terms. Most certainly it is possible for the exclusive dealer to hold his own." "Yes, we could. There is competition by other dealers, but the exclusive dealer can keep his trade if he is enterprising enough." "We could not do more trade, but it would simplify matters." "An exclusive dealer can only do, if his premises are in a central situation, and his methods and window display are up to date." "An exclusive dealer must specialise, or cut into many leading lines to succeed." "Yes, it would save the dealer some work in finding his cost prices." "A dealer in pottery and glass only has now to be alert in a working-class town to make a decent living." "It would certainly be much better if they adopted that system." "If they charge more for the goods I do not see any advantage. Ironmongers, drapers, furnishers, and others all keep our goods, and are able to get them as easily as ourselves. They rob us of our legitimate business." "The circulation of price lists from the large London stores is detrimental to our trade. It is doubtful if the exclusive dealer can maintain his position." "The pottery trade in my district is killed not by local competition but by the tram system." "It would be an advantage, the present system is anything but satisfactory." "British houses will extend their credit to oblige customers, but foreigners will not." "The exclusive dealer can hold his own against stores as to prices, but the general public hasten with 'cash' to the stores and take credit with me." "We do all we can with British manufacturers, but with free packages and free delivery, or full price allowed for packages returned, we should do more." "I think not. It would be less trouble to us in stocking off the goods, but we do not think the benefit would warrant the alteration." "The drapers are securing the better class of trade here. The china dealer may be well up in his business, but his expenses would be very heavy to make the show the draper does." "This would be a distinct advantage to the trade as well as to the makers. In my opinion the glass and china dealer must handle other goods." "We do not think we ourselves could, but on the whole it would be better for the trade." "'Free, free' is the greatest advantage the foreigner has, and the package charges the greatest drawback British manufacturers have. Our manufacturers should simplify their 'counts' also." "Undoubtedly we could. The glass and china trade is getting more difficult every year to the exclusive dealer." "Decidedly yes. Drapers and fancy shops are now doing the trade. The area in which the glass and china dealer is a necessity is becoming more restricted." "The package question is a very sore point with the trade. The age wants cheapness. Unless the British manufacturer can supply his goods to compete with the foreigner we cannot buy from him." "Nearly everybody is in the pottery trade here. The trade is gradually drifting from the glass and china dealer of the olden days." "The wretched system of packing in tierces is responsible for a lot of trouble. Some of them weigh

1 cwt., and as carriage from Staffordshire is nearly 40s. a ton the empty costs 2s. and 2s. 6d. to return. I have for many years been of opinion that it is impossible to make a living with china and glass alone."

Next month we will give selections from the answers we have received to questions Nos. 9, 10, 11, and 12.

(*To be continued.*)

RETIREMENT OF MR. WILLIAM SANDLAND.

MR. WILLIAM SANDLAND, the founder of the business hitherto carried on under the name of Sandlands, Ltd., china and earthenware manufacturers, Hanley, has just retired from the active management of the company which has been reconstructed as Sandlands & Colley, Ltd.

Mr. Sandland is not an old man yet, but he commenced work very early, and has had an active life, so he has wisely decided to take matters more easily without going out of business altogether. He was born at Hanley in 1848, and as his parents were poor he began working at nine years of age as a mould runner at the Upper Hanley Pottery, working from six in the morning until eight at night for very little pay. When he was thirteen he was apprenticed as a hollow-ware presser, but was transferred to finish his apprenticeship with Alcock & Co., Cobridge.

At the termination of his apprenticeship he went to work with Minton, Hollins & Co., encaustic tile manufacturers, with whom he remained several years. Afterwards he was engaged by Mr. Johns, Armitage Pottery, subsequently by Twyfords, Ltd., and later by Brown-Westhead & Co., Cauldon-place, as a sanitary presser. During all his career Mr. Sandland has been an energetic supporter of trade unionism, and has been a most active official. In 1876 he represented the Hollow-pressers' Society in the arbitration held by Mr. Davis, at Hanley, as to a reduction of 10 per cent. in wages. In 1879 he again represented his society in the arbitration on the question of a 10 per cent. reduction in wages, which was held before Lord Hatherton, when he gave the award about which so much has been said. Mr. Sandland enjoyed the unbounded confidence of his fellow-unionists, and it appears to have been justified by the success of his labours in their behalf.



MR. WM. SANDLAND.

On leaving Brown-Westhead's he commenced manufacturing general earthenware at the Victory Pottery, Stoke, in conjunction with Mr. Bennett, as Sandland, Bennett & Co. He took an active part in public affairs during his residence in Stoke, and was for four years a member of the Town Council. In 1893 the firm of Sandland & Bennett was dissolved, and Mr. Sandland commenced on his own account at the Litchfield Pottery, Hanley, as a manufacturer of general earthenware, and in a few years he commenced to make china in addition. His object has always been to make use of the most improved methods of production, and to introduce the most up-to-date machinery and appliances. It has been his constant aim that his employees should carry on their work under the most favourable conditions. Having had a personal experience of the disadvantages under which potters necessarily labour, he was determined to reduce them at his works as far as he possibly could. He speaks with pleasure of the happy understanding that has always existed between himself and his workpeople. He has never had a serious dispute with them during the whole of his twenty years' experience as a manufacturer. At the same time, Mr. Sandland has worked in harmony with his fellow-manufacturers in everything which tended to the good of the trade. In the course of his travels he visited the U.S.A. four years ago. His time has been too much occupied with business matters since he came to Hanley to take any active part in public affairs. He has, however, been one of the active leaders in the district in favour of Tariff Reform. He is very earnest on the question, and says he has always been a supporter of the movement championed by Mr. Chamberlain, and from sincere conviction. He adds that he was never more convinced of the necessity for that reform than he is at the present time. Mr. Sandland is too active a man to remain idle, and now his business cares are less he will probably take a more active interest in public life.

Empire Notes.

Mr. G. T. Rogers who has an extensive general store, with a large crockery department, at Cranbrook, British Columbia, has recently had some excellent picture post-card views of his premises prepared for advertising and circularising purposes.

Industrial Conditions in Australia.—The Home Secretary has appointed Mr. Ernest Ayes, of Lower Birtley, Witley, Surrey, to be a commissioner to inquire into and report upon—(1) The system of wages boards in Australia; (2) the compulsory arbitration systems in force in Australia and New Zealand; and (3) the Shop Hours Acts of the two countries.

The Jamaica Disaster.—A telegram to a London paper announced that Sir J. A. Swettenham, the Governor-General of Jamaica, and Lady Swettenham were both exerting themselves in tending the injured. Lady Swettenham is the daughter of Mr. R. P. Copeland, J.P., principal of Messrs. W. T. Copeland & Sons, of Stoke, and general satisfaction was expressed among Mr. Copeland's many friends when his great anxiety was relieved by the intelligence that his daughter was safe. Miss Copeland was married to Sir Alexander Swettenham, K.C.M.G., in August, 1905. Her many friends in the Potteries and in the county will be happy to hear that she escaped injury, though she must be greatly distressed at the awful scenes she has witnessed.

Pottery Making in West Africa.—The Colonial Office authorities having decided to send out an expert to instruct the natives of Southern Nigeria in the manufacture of pottery, have appointed Mr. D. Roberts, of Trentham, to go out there for that purpose. Mr. Roberts (who was formerly a manufacturer at Hanley) set sail on December 29, and is expected to reach his destination about the middle of the present month, when he will at once commence his duties as pottery instructor under the British Government. Nigeria was formally proclaimed a British Protectorate in January, 1900, and is the largest and most important of all the West African Protectorates. It has a population of nearly forty millions, and the natives are a fine, stalwart, intelligent race, known as the Hausas. Although the Colonial Office officials are doubtless in possession of satisfactory information respecting the supply of raw material, it will interest English potters to know how these indispensable commodities will be secured in that distant part of the world where potting has presumably never been thought of until quite recently, and to people who understand something of the technicalities of the business there appears to be innumerable difficulties to be surmounted before the dusky natives of Nigeria are enrolled on the list of practical potters.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Goldstein & Co., glass merchants, have relinquished the business at 202, Kingsland-road, N.E.

Mr. T. Maguire, china and glass dealer, has acquired the premises, 72, Plashet-lane, East Ham, E.

Clark & Son, china and glass merchants, have opened the premises, 576, High-road, Tottenham, N.

Mr. A. Groom, china and glass merchant, has opened the premises, 963, Romford-road, Manor Park, E.

George Clews & Co., Ltd., Progress Pottery, Burslem, have taken over Brownhill's Pottery, Tunstall.

H. E. Bennett & Sons have opened a china, glass, and earthenware business at 23, York-place, Brighton.

Thomas & Co., china and glass merchants, have opened new premises at 133, Rushey-green, Catford, S.E.

Mrs. L. S. Hobson, china and glass merchant, is about to relinquish the business at 374, Fore-street, Lower Edmonton, N.

Mr. Thomas Porter, representing Thomas Morris, Ltd., has removed to No. 60, Gamage-buildings, 118 to 122, Holborn, London, E.C.

Thos. Wallis & Co., Ltd., Holborn-circus, E.C., held a stocktaking sale of china, glass, and earthenware during the second week in January.

Mr. Jesse Cutler has opened the Trent Pottery House, Woodbridge-road, Moseley, Birmingham, as a high-class glass and china business.

Mrs. I. Gilbert, china and glass merchant, announces her intention of shortly vacating the premises, 244, Uxbridge-road, Shepherd's Bush, W.

Sneddon & Sons, 88, Union-street, Glasgow, have tendered successfully for the supply of glass and china to the Johnstone Combination Hospital.

Discovery of China Clay.—It is reported that a deposit of china clay, said to be considerable, has been discovered at Ashton Breage, West Cornwall.

Earthenware Christmas-boxes.—The original Christmas-box was usually made of earthenware and used to receive offerings for apprentices, waiters, &c. It had to be broken to get the money out.

We regret to announce that the wife of Mr. Chas. Hall, of 57, High-street, Uxbridge, passed away recently after a long and painful illness. Mrs. Hall had been connected with the trade for about thirty years.

S. Dornberger & Co., 18, Edmund-place, Aldersgate-street, E.C., have taken larger and more convenient premises on the first floor of Gamage's-buildings, Holborn, E.C., and will remove at the March quarter.

E. Hughes & Co., Opal China Works, Fenton, have appointed R. and J. D. Martin, 40, St. Enoch-square, Glasgow, as their agents for Scotland. They are sending to this agency a good selection of goods in general china, leadless glaze ware, &c.

Mr. Josiah Lane (of J. Lane & Sons, Ltd., flint glass manufacturers, Eve Hill Works, Dudley, and of 16, Aston-lane, Perry Barr, Staffordshire), who died on October 5 last in his 70th year, left estate valued at £11,927 12s. 11d., including £8,694 15s. 7d. net personalty.

Everett & Co., china and glass dealers, &c., 3 and 4, Gowan Lea-parade, High-road, Willesden-green, N.W., have issued a special circular with reference to rivetting and repairs. It is plainly worded and well illustrated, and should do good service as a bringer of business of this kind.

J. Wuidart & Co., Ltd.—Registered capital, £30,000, in £5 shares. Objects, to take over the business of glass merchants and china dealers, &c., carried on by J. A. A. Wuidart as J. Wuidart & Co. No initial public issue. First directors: J. Wuidart, J. R. Wuidart, A. Grosfils, and E. Berthout.

Mr. William Thomason, who had been manager of Doulton's, Ltd., pipe works at St. Helens, Rowley Regis, near Dudley, and Smethwick, near Birmingham, for the last fifty-two years, died at St. Helens on January 22 at the age of 70. Mr. Thomason was a most successful engineer and a man of many attainments

Hygienic Glass Tile Co., Ltd.—Registered capital, £1,200, in £1 shares. Objects, to adopt an agreement with B. E. Parry, D. E. Brown, and A. W. Roques, and to carry on the business of manufacturers of or dealers in glass tiles, pottery, earthenware, china, bricks, cement, building materials, &c. No initial public issue. Registered office, 10, Basinghall-street, E.C.

Christmas Souvenirs.—We acknowledge with thanks the receipt of (1) a tear-off wall calendar, with one month to the sheet, from Mr. Warwick Savage, of Wedgwood Printing Works, Burslem; a distinctive and admirable feature of this is the large size and clearness of the figures, which are plainly visible at some distance. (2) A tear-off calendar on an artistically illustrated card, from the ceramic department of the Roessler and Hasslacher Chemical Co., New York, U.S.A.

Cartwright & Edwards, Ltd.—This company has just been registered with a capital of £30,000, in £1 shares, to acquire the business of china and earthenware manufacturers carried on by A. Edwards, C. J. Edwards, and W. H. Edwards, as "Cartwright & Edwards," at factories and premises in Willow Cot and Trentham-road, Longton, Staffordshire, known as Victoria Works, the Borough Pottery, and Shingler's Land, and to carry on the same and the business of dealers in potters' materials, &c.

Our Sympathies are extended to Mr. R. H. W. Boulton, of the firm of Boulton & Mills, glass manufacturers, Stourbridge, on the sudden death of his wife. Mrs. Boulton, who was in her 47th year, was found dead in bed at her residence, Highfield, Audnam, near Stourbridge, on January 9. She had been ailing for some time, but her condition was not regarded as critical. Her death at such an early age is the subject of deep regret amongst a large circle of friends. Only a few weeks ago Mr. Boulton lost his mother, who also died somewhat suddenly.

A Samian Bowl discovered in the course of the new excavation of the site of Mancunium, is described as an excellent example of Roman pottery. It is about $7\frac{1}{2}$ in. in diameter and $4\frac{1}{2}$ in. deep. It is ornamented by a decoration in relief round the lower part of the bowl, representing the vine tendrils, with outspread vine leaves in between. Above the leaves are birds in flight, and above the design runs a pattern roughly akin to the well-known "egg and dart." The bowl is red in colour, and it is covered with a very hard and bright glaze.

Company Liens Recently Registered.—Brookes (Longton), Ltd. (Potters).—A debenture to secure £350, charged on the company's undertaking and property, present and future, including uncalled capital, has been registered.—Weston-super-Mare Pottery, Tile, and Brick Co., Ltd.—Liens registered for £500 5 per cent. first mortgage debentures, part of £700 authorised, and £1,900 6 per cent. second mortgage debentures, part of £2,400 authorised; secured on the assets.—British Mosaic Art Co., Ltd., London, W.C.—£200 debentures, charged on the undertaking and all property, and assets present and future and uncalled capital for time being, have been registered.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office from all industries in December was 73, and in the same month there were 6 deaths from that cause. There were 9 reported cases and 1

death in the month from our trades. Taking the whole twelve months ending December 31, there were altogether 813 reported cases, and 69 deaths from lead poisoning. Of these, 107 repor ed cases and 4 deaths were connected with the pottery trades. For the preceding year (1905) there were 84 reported cases from our trades and 3 deaths. In the past year (1906) house painting and plumbing were responsible for 181 out of 813 reported cases, and for 36 out of the 69 deaths from lead poisoning.

Glassworks Anniversary Celebration.—On January 12 the firm of Reed, Millican & Co., Croft-street Glassworks, Newcastle, celebrated the sixtieth anniversary of their establishment, and also the seventieth birthday of Mr. Joseph Reed, by holding a dinner at the Continental Restaurant. The guests included friends of the proprietors and the staff employed at the works. Mr. Joseph Reed presided, and Mr. R. H. Millican occupied the vice-chair. The toast of "Our Business Friends" was submitted by Mr. Millican, and responded to by Mr. George Sneath (Hoyle, Robson, Barnett & Co.) and Mr. John Dixon (Jarrow). Mr. G. G. Laidler, in a reminiscent speech, proposed "Our Firm," and the chairman responded, referring to the early days of the firm. Other toasts followed.

Mr. William Whiteley was shot dead at his offices at Westbourne-grove on January 24. The assailant, who shot himself immediately afterwards, and lies in a dangerous condition in hospital, was a man named Rayner. He appears to consider he had some claim upon Mr. Whiteley, which that gentleman would not recognise. Mr. Whiteley's career, thus tragically terminated, had been a remarkable one. He was born in 1831, in Yorkshire, and, after serving a term of apprenticeship with a silk mercer, he came to London, and was employed by several drapery houses in succession. In 1863 he opened the small shop in Westbourne-grove which has grown into the world-famous department store, where all manner of requirements could be provided. Mr. Whiteley's success was largely due to his splendid organising faculty, and he will be remembered as the first "Universal Provider" of the United Kingdom.

Stourbridge School of Art.—The annual exhibition of the works executed by the students in the past session reflects great credit not only on the students who received prizes, but upon Messrs. G. H. Cromack and J. W. C. Hurley, the art masters. The progress made by the students indicates the careful tuition they have had. One of the best sections of the exhibition was that devoted to advanced design applied to glass. In this section Frederick Nokes and James F. Moore showed some excellent work. The former contributed a sheet of designs for various productions in ornamental glass, such as vases, loving cups, finger bowls, &c. These showed an intimate appreciation of the principles of ornament in the decoration of glass by glass, independently of cutting and engraving. Some of these were remarkable for elegance of form and colouring. They were awarded the national silver medal, and deserved it. J. F. Moore submitted a sheet of designs for butter dishes and biscuit barrels in flint glass, which showed a knowledge of the material in which the designs were to be worked out. The shape of the biscuit barrel was greatly admired. Both students are young men of great promise.

More Competition with Stourbridge.—At a meeting held at Stourbridge on January 21, over which Mr. J. S. Williams-Thomas presided, a speaker gave an instance of how the foreigner hit one British trade through another. A few years ago the British fire-clay manufacturers did not care twopence for the foreigner; then they found that the home market was gradually being encroached upon in the same way as the glass trade had been. Years ago the Stourbridge fire-clay district used to supply all the glass houses in Scotland, the North of England, and St Helens, to which places Stourbridge pot-clay went in hundreds of tons. To-day a ton was not despatched where 25 tons had gone aforetime. This meant a great difference to Stourbridge clay-getters, and to the men and women who manufactured firebricks for the glassworks and furnaces. Where the foreigner had sent the clay first he now sent his firebricks, and thousands of tons were coming into the North of England from Germany. It was time the country awoke. Manufacturers and workmen had to pay taxes to the upkeep of the country, and it was unfair that the foreigner ,who paid nothing to our Exchequer, should have the free use of our markets in opposition to the home producers.

The China and Glass Dealers' Association.—In connection with the Leeds and District Branch of the China and Glass Dealers' Association of the United Kingdom, the following circular has been distributed among members of the trade in Yorkshire :—"DEAR SIR,—May I call your attention to the advantages to be gained by joining the above Association, the subscription of which is 10s 6d per annum. The Association has done a very great deal of good in getting claims and disputes settled for its members. Also in getting the manufacturers to assist us by inserting the weights of packages on their invoices so that we can check against the various railway companies. This alone is sufficient to ask a dealer to join, as it will be a great saving, and any time the secretary is ready to take up any matter of interest to the Association, and, if necessary, fight the case without any cost to the member. I may also mention that we are in correspondence with the Board of Trade re railway rates, which is a matter of great importance to the trade. A meeting will be held at the Golden Lion Hotel, Leeds, on February 7, 1907, at 6.30 p.m. All dealers in the glass and china trade are cordially invited to attend. Several important matters will be open for discussion, and we hope to have a good attendance. Our present membership is 30, and our president, Mr. S. Hirst, Leeds —Yours faithfully (signed), W. NEAVERSON, hon. sec., Kirkgate, Huddersfield."

Trade Festivities.—On January 4 the employees of Messrs. Charles Allerton & Sons, Longton, held their annual dinner at the King's Arms Hotel, Meir. The toasts of "The Firm," "The Manager," and "The Workpeople" were proposed and responded to in happy terms, and a pleasant evening was spent. In the course of the concert, which formed part of the proceedings, a presentation on behalf of the workpeople was made to Mr. John Fisher, who had been forty years with the firm.——The annual dinner of the staff connected with the several factories of Johnson Brothers (Hanley), Ltd., was held at the Grand Hotel, Hanley, on Saturday, January 19. Mr. Louis Johnson presided, and was supported by several members of the family. Several of the principals were unavoidably prevented from attending. Advantage was taken of the occasion for making a presentation on behalf of the staff to Mr. Alfred Colley, who has just left the company, after nearly a quarter of a century honourable service, to enter into business on his own account. Mr. G. Harrison, on behalf of the staff, presented Mr. Colley with a handsome afternoon tea set and tray in silver, and in doing so made a graceful reference to that gentleman's connection with them. He expressed the deep regret of all at Mr. Colley's separation from them and their sincere hope that as a manufacturer he would meet with all the success he so well deserved. Mr. Shenton supported all that Mr. Harrison had said. All who had been associated with Mr. Colley were animated by nothing but goodwill and kind feeling towards him. His career among them had not only been a long one, it had been an honourable one, while all who were intimate with his private life knew him to be in every sense a gentleman. The tray bore an inscription to the effect that it was presented to Mr. Colley as a token of the esteem and regard in which he was held by his associates in the service of the

firm. Mr. Colley thanked them all for the good feeling shown towards him and for the generous expression of it. He should cherish their handsome gift as a tangible evidence of the sincerity of the friendship that had always existed between them. The directors of the company had previously presented Mr. Colley with a handsome gold watch and sovereign case inscribed : "Presented by Johnson Brothers to Alfred Colley as a token of their appreciation of faithful service, 1882-1907." At the same dinner the staff presented Mr. A. W. Naylor, who has also just severed his connection with them, with a handsome diamond ring. The presentation was made in suitable addresses, and was duly acknowledged by the recipient. The firm's present to Mr. Naylor was a gentleman's suit case.

THE MESSAGE OF POTTERY.—II.

(*Concluded from p.* 1405.)

BUT you will say: What has this to do with pottery? Has pottery any message for us in this direction? In the first place, I believe, the very simple one, that throughout this whole district all should so cultivate their power of imagination that they can see some meaning in pottery, some of the many truths concealed in pottery. It may be that different persons would see very different meanings—they surely would. So long, however, as the attempt were made in sober earnest to put meaning into it, to realise in some measure that truth is beauty, the beauty of truth and understanding, the precise nature of the meaning would be of minor consequence. Once acquired, the habit would grow; other things beside pottery would acquire meaning, and the sense of responsibility would grow. The feeling is becoming general that something must be done to make our schools more effective. There are signs not only that the public are awakening to the fact that they are in need of reform, but (which is far more important) inklings of methods are coming to the surface. That the education of our upper classes is progressing favourably is clear from an interesting document which has been issued recently by the Board of Education—the report of the Consultative Committee upon Higher Elementary Education. With charming frankness and innocence, these grave and reverend ladies and gentlemen (who, with scarcely an exception, are in no way in touch with practical life) profess and recommend doctrine which has been preached almost daily by educational reformers any time these 30 years past. What they say must be true, because it is in print, and they have taken the evidence of 25 witnesses whose names they carefully withhold—a sure way of making evidence convincing. Suffice it to say, the Board of Education is advised in this report that the schools have failed, in the past, to develop both the moral and mental qualities which are desirable, and that we must now strive to make the teaching far more practical, manual training being openly and strongly advocated. We read, moreover, "It would seem clear to the committee that the thing needed is not only knowledge, but a right attitude of mind, a mind confident in its own power to observe and think, and in the habit of observing and thinking—a mind in which interest makes for intelligence and intelligence for interest." "The course," it is stated, "should consist of three threads or strands, roughly to be termed humanistic, scientific, and manual, and, in the case of girls, domestic; all higher elementary schools should give this threefold instruction." This is really quite revolutionary doctrine coming from such a quarter, especially as it is directed to the Board of Education, which treats manual training as a special subject for the select few. But even the members of the consultative committee have something to learn yet. They tell us that "throughout the school the teaching of the different subjects should be illustrated by examples that are familiar to children." Here the taint of academic practice is perceptible. These ladies and gentlemen only know how to work on paper. It is time that it were recognised that in schools we do not want illustration by examples—which means the teachers doing the work—but the actual doing by the children of exercises with and upon materials which it is necessary that they should understand. I may be allowed to mention that nearly five years ago in an address which I gave at Stoke-on-Trent (since printed in abstract in my book on "The Teaching of Scientific Method") I urged that "if we are to have an educational system of some use to us in our everyday affairs, we must bring the workshop into the school." To-day, I want to urge this still more strongly, although I cannot say much more than I said then.

What do your schools teach? I may safely answer, may I not, "Nothing with regard to pottery." I imagine teachers, and those who pose as friends of what is vaguely called culture, will say, "The schools are not intended to give technical teaching." Nor do I suggest that they should. To train technically is one thing; to utilise the material at hand, to introduce local colour, to use local opportunities as the foundation of general training, is another. It would conduce to prosperity and happiness if the whole district were saturated with feeling for its dominant industry and urged by one common purpose. The example of such local patriotism could not fail to have far-reaching consequences. It seems to me essential that every child in your schools should be taught, at the earliest possible moment, to make mud pies and to mould and model clay—not merely into pots, but to give expression to its thoughts in clay—in all sorts of ways to learn to appreciate form and beauty of outline. And, having learnt to use fingers in moulding and modelling, and even hammering, they should then practise the free use of fingers in drawing. Are the walls of your schools all prepared so that the children can stand up and draw and write on them with the free sweep of the arm, not in a niggling way on small sheets of paper? I venture to think that they should be. Then, I would have every child taught to use the potter's wheel while young and undefiled in mind by dogmatic teaching, so that it might give free scope to its fancy; but I would also train it to do exact work to scale. Every boy should go through a course of actual brickmaking, followed by one of actual bricklaying, including the making of mortar, cement, and plaster. The first principles of the art of building should be taught, the use of plumb-bob and level, carpenter's work, plumbing, glazing, painting, and paperhanging, the drawing and using of simple plans. The girls meanwhile would be making and baking pies, and boiling puddings in clay dishes and basins, and learning to cleanse cups and saucers and plates without depriving them of their beauty by chipping them every time they were handled. At intervals, in the interests of the potter, and to appease the gods who preside over the defacement of household goods, a certain number of articles should be destroyed in most solemn artificial manner. Then instinct to kill would be thus satisfied, and if such rites might be made the opportunity of giving training of high moral value to scatter-brained girls. Every effort should then be made to develop the sense of colour, chiefly by attention to real colour in nature, by the contemplation of soap bubbles, soap films, and oil films on water, of objects illuminated by polarised light under the microscope, or of flowers and fruit and growing plants, or in the local well-furnished art museum of the plumage of birds, of insects, of minerals, of pottery, of enamels, of pictures. Those who have it in them should learn to use colour, but these will be a minority. Then clay and other earths should be studied in the field and also from the point of view of learning what can be learnt of their nature by simple experimenting. Here a wonderful story would be unfolded. If not everywhere, clay is one of the commonest materials composing the earth's crust, and yet you are forced to go to Cornwall for the finest material you use. This is because you must have it white, and white clay is but rarely found—apparently because clay has not been produced, as a rule, where it is found, but conveyed from a distance and, as it were, made dirty in carriage. In Cornwall you are at the very seat of manufacture. The clay is not found as such, but mixed with quartz and mica There is little doubt that at one time these materials were associated in a hard solid rock, in granite, which consists of at least three distinct minerals, felspar, quartz, and mica. Clay is formed by the decay of the felspar. How the decay was brought about we know not, but there is some reason to think that it may have taken place under conditions similar to those prevailing in the geyser and hot spring regions in Iceland, and in the Yellowstone district of North America. Granites are rocks which have welled up in a molten state from somewhere in the earth's crust and crystallised on cooling. In Dorset, in the Poole district, where white clays abound, the clay has evidently been carried from a distance as mud and deposited in depressions here and there, and was perhaps derived from rocks which underwent decay in these Midland districts at no very remote period in the past. To find the flints which are used in making the material upon which the potter exercises his art, it is necessary to go into those parts of England in which chalk abounds, somewhere within a line drawn from Exmouth, on the south coast; in the west, to Filey, in Yorkshire, just below Scarborough, on the east coast. Some of the most beautiful scenery on the English coast is modelled in chalk; flint occurs in bands which are a prominent feature in the chalk. Chalk is of interest, not only by reason of its association with flint, but also on its own account, as when burnt it is converted into lime, which is a third material used by the potter. Pursuing the quest, we find that both chalk and flint are organic products—skeletal remains, as it were. When viewed under the microscope, chalk is seen to consist very largely of the outer casings of minute organisms known as globigerina which are still found living on the surface of the sea. The submarine survey conducted by the *Challenger* some years ago showed that the ocean floor over large areas in the Atlantic and Pacific is covered with a mud consisting of the shelly remains or tests of these organisms, with globigerina ooze, as it is termed. Along with the globigerina, however, there are other organisms known as radiolaria,

and the tests of these consist of silica or flint-stuff, whilst those of the globigerina consist of chalk-stuff. On examining flints, they are found to be full of sponge remains, fine needle-like spicules, There is little doubt that the present chalk was at one time globigerina ooze, and that the silicious remains of tho radiolaria have, in some way, been dissolved and their material laid down around the sponge spicules in the form of flints. The globigerina and radiolaria separated the materials required to form their casts from sea water. But sea water, it may be said, is but the washing of the face of the globe, and contains something of everything soluble in the earth's crust. The materials dissolved in it have been derived from pre-existing rocks. The circle is a very wonderful one. It is still more wonderful when the nature of the various materials is taken into account. Clay, sand, and limestone are met with all the world over ; in fact, they are the dominant components of tho crust of the globe on which we live. Little which is fundamental in chemistry remains to be learnt when they are understood. Anyone who knows of his own knowledge how the composition of limestone is discovered, who is really conversant with its properties, and the lessons which their consideration teaches, even if he know little besides, has received a liberal education in the first principles of chemistry. Time does not permit of my unfolding the story of the origin of chalk and other limestones—it is of extraordinary charm and significance. The point I desire to make is that these things should be known generally in such a district as this, so that the sight of pottery might excite in all eyes mental visions of truth and beauty. Then, of necessity, some degree of appreciation, some love of knowledge, would come to prevail everywhere. That most subjects might be taught in school on a pottery basis I have little doubt. The history of the globe is told in various forms of earth, and the early history of mankind is recorded almost entirely in clay remains. We may roam the wide world in search of pottery and find it everywhere. Once understood from such a point of view, geography and history might be continued in any direction.

But above all things, it will be necessary while such practical instruction is going on to teach the arts of clear speaking and of reading, understanding by this latter term the true use of books, fondness for books, not the mere mechanical art. In Mrs. Gaskell's "Mary Barton," the terribly significant words are put into the mouth of the murderer, John Barton, on his deathbed—"When I was a little chap they taught me to read, and then they never gave no books." Is not this the case in schools generally ? Cannot we trace the almost uniform failure to develop the art of reading to this circumstance ? Mr. Carnegie would have spent his money wisely had he done something to provide books for schools. Libraries will be of little use until this be done. But John Barton's words may be taken to heart also by the bookmakers. Most of whom at the present day are writing unwholesome trash. They need to go to school and learn something of Nature's ways, and then come forward as her interpreters. At present, there is an enormous unfilled gap between the producers of knowledge and those who should be assimilators—the general public. As Bishop de Bury remarks in his "Philobiblen" (written about 1345), "All the glory of the world would be buried in oblivion unless God had provided mortals with the remedy of books." The public at present has no conception of the glory buried in the works of scientific investigators, which await interpretation to be understood. The improvement of education will require "All hands to the wheel" if the ship is to be steered safely into harbour. To produce a scheme for the departure I have advocated will not be easy, but most things worth doing are difficult., Teachers may be found and trained for the work—no light task, yet a possible one. And may I urge that in appointing teachers, a large proportion of men be chosen. No man can say a single word in depreciation of women, supreme and wonderful as they are in so many ways ; but there is no reason why we should not recognise their limitations and our own, Women of necessity lack originality ; their evolution has been from a domestic standpoint. As originality of treatment and development of originality are required of the schools, it is essential, however, that the influence of men should be preponderant. I am one of those who view with grave apprehension the threatened predominant influence of women as teachers. In America, the effects are already noteworthy, and to some of us most alarming. If training could be given successfully on the lines suggested, the affect, in course of years, I believe, would be to provide an alert and interested generation of workers from whom the selection might be made of persons specially fitted to undertake this or that task with efficiency. Men and women so educated would have interests which would make it possible for them to co-operate and work together for the common good, whilst leading lives themselves far happier than was possible now, because of the general low standard of knowledge and lack of higher interests. The dull monotony of machine work and consistent repetition of processes would be much relieved, since all those who felt the strain would be sufficiently intelligent to lose themselves at times in the dreamland of wonders latent in the materials they handled. But just as now, there would be great differences of capacity and attainment, for we are not, and never shall be, all alike. No two complex structures ever can be just alike, and we must continue more or less to follow the fashions laid down in animal architecture in very early times. Mayhap in those good times to come, domestic architecture will receive tho attention it deserves throughout the district. Staffordshire clay will be wrought into less uniform, more artistic, forms, and colour will not bo under a ban. And if blatant and hideous advertisements of pills and other condiments and cleansing materials be not displaced by pleasing designs in pottery, public taste will at least forbid defacement of the landscape in the selfish interests of philopecunists. In a district in which prosperity depends on the output of æsthetic feeling every effort will be made to create an æsthetic environment.

I can see an infinite field for the application of science in the industry. You are working with Nature's materials and we know what infinite variety she has made of them. You, however, have scarcely begun to study the material with which you work scientifically. To know it, you also will arrive at new results of importance. So long as you are not scientific your work will be empirical and liable to defy control, as it does only too frequently at present. Nothing is more certain than that leaders and labourers alike will benefit when science prevails throughout the industry. I trust that my platitudes and parable will at least be thought over. My eyes have been very much opened to-day by seeing Mr. Bernard Moore's wondrously beautiful productions. And I have also an example of the work Mr. Burton is doing, an example which illustrates the way in which these discoveries are to be made. He has succeeded in obtaining artificial minerals on the surface of ware, and has produced articles not only of great beauty but of great scientific interest. There is not the least doubt that by following the line of work initiated by Mr. Burton we are going to get important information as to the origin of the minerals composing the globe. What my proposition involves cannot be made clear in a few sentences any more than music can be made audible to deaf ears. Nothing is more wonderful than the power in us to put meaning into familiar objects as these come before our eyes—a train of memories is at once evoked, and a complete history passes at lightning speed through the mind. All have the power and practise it to some extent ; but in the majority the power is far from being developed in any proper way—their eyes see not. This power to live in dreamland is of infinite value, and may make the meanest objects of interest. It is true it has been said :

> Do not all charms fly
> At the mere touch of cold philosophy ?
> There was an awful rainbow once in heaven :
> We know her woof—her texture ; she is given
> In the dull catalogue of common things.
> Philosophy will clip an angel's wings,
> Conquer all mysteries by rule and line,
> Empty the haunted air and gnomed mine,
> Unweave a rainbow. . . . . .

But this is unsound doctrine, written without sufficient consideration at a time when the poetry of science was but little understood. Far from being cold, the philosophy of modern science breathes life into all things, seeks truth and beauty everywhere—and finds them too. Yet the schools continue to withhold the knowledge or do little to give the key to its interpretation. In the past great artistic works were carried out under the influence of simple but deep religious faith and feeling. It would seem that those times are gone never to return ; the days of belief resting on dogma are numbered. Some new impulse is needed which will sustain morals at a high level, and give purpose to life. The one hope before us is that we learn truly to understand Nature—

> For what has made the sage or poet write,
> But the fair paradise of Nature's light ?

that we learn to realise that order and purpose underlie all things, and that the duty is incumbent upon each of us to play the part predestined by innate capacities with utmost desire to attain to the highest standard possible. It has been said by Lord Houghton in his Life of Keats that "the world of thought must remain apart from the world of action, for, if they once coincided, the problem of Life would be solved, and the hope which we call heaven would be realised on earth." Now we think differently ; we are seeking to bring the two into coincidence, feeling that in no other way is it possible to attain to the happiness engendered by the performance of duty. May this be the message of pottery especially.

Earthen and Glass Ware to the value of £7,264 were imported into British Guiana during the fiscal year 1905-6. The import for the preceding year was valued at £7,683.

A Deer in a China Shop.—A wild deer recently invaded a crockery store in Lynn, Massachusetts, U.S.A., and managed to destroy hundreds of dollars' worth of crockery and glassware.

SOME GLASS AND CHINA SHOPS IN IRELAND.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 1404.)

THERE is something significant in the enthusiasm manifested among all classes in Dublin over the coming Exhibition. Tradespeople (and I speak with knowledge of those connected with our trades) as well as manufacturers are already exerting themselves to attract visitors to their "International Industrial Exhibition," to be opened in May. There seems to be a general desire to make Ireland an industrial nation. Those who want to see an industrial spirit infused into the minds of young natives are looking to the Industrial Exhibition to help to do it. The first aim is to stop the drain on the population by cultivating some industrial enterprises that will interest, employ, and remunerate their young blood. It is proposed to exhibit the special productions of the country, and to show also the imperfectly developed industries for the perfection of which facilities are believed to exist. One of the largest tradesmen in the city said to me: "We, as shopkeepers, want to see our countrymen working in the country, and spending their earnings with us instead of spending the fruits of their labour in other countries." The executive of the Exhibition are inviting all nations to exhibit their productions, but they are bent upon making such a display of Irish productions as has never been made before. Some retailers in our own trades are actively exerting themselves to give wide publicity to the undertaking, and are circulating an artistically engraved stamp bearing an allegorical design printed in green, and the words "Irish International Exhibition, Dublin, 1907." There will be exhibits of the cut glass for which Waterford was once famous, and of other glass that was once made in Ireland, and also of that which is being made there to-day. There will be exhibits of the fine china and of the less known earthenware now being manufactured in the country. There does not seem to be any reason why some enterprising capitalist should not successfully develop the manufacture of both pottery and glass in Ireland.

BELFAST.

Belfast is the chief town in Ulster, the most prosperous of the four provinces, and is the principal commercial city in Ireland. In addition to these distinctions, it is the most important manufacturing town in the whole country. There are large factories in different parts of Ireland, but Belfast is the only great centre of manufacturing industry. It has a population of very nearly 350,000, but there is not much evidence of the abject poverty seen in other Irish cities and towns. It may be there, but it does not force itself on the attention of strangers. The whole world is acquainted with the shipbuilding and linen industries of Belfast, and all Ireland is interested in their prosperity. Any improvement in these industries makes such a difference, not only to the county of Antrim but to the country at large, that there is a great desire to see other industries developed, and, if possible, new ones established. The retailers of Belfast, like those of Dublin and elsewhere, want to see money earned and spent in the country, and they complain, and apparently with reason, that the money derived from the cultivation of the land is spent out of the country.

At the time of my visit Ulster was suffering from the effects of the heavy rains. Vast tracts of low-lying country were inundated by the swollen rivers, and I was told that many acres of potatoes were hopelessly lost. But, concurrently with this, both the linen industry and shipbuilding were full of activity, giving an impetus to retail trade generally. The retail tradesmen of Belfast are as fully alive as those of Dublin to the advantages that would accrue to them from extensive industrial development. When Irish manufactures are better known and better appreciated, it will be an immense advantage to the country; Ireland will not be the distressed country it has so long been called, and England's trade with her will expand.

ROBERT HOGG & CO., LTD., 88, High-street and 10, Donegall-square West, have one of the oldest and one of the best china businesses in the city. The business was founded in High-street, the Dougall-square branch being a comparatively recent addition. High-street was for a long time the best shopping thoroughfare, and is still a very important one; but since the extensive alterations and improvements which were made when the new City Hall was built Donegall-square has become the fashionable shopping neighbourhood. Messrs. Hogg & Co.'s shop is within sight of that hall, without exception the finest municipal hall in the United Kingdom. The site is an ideal one. What occupied it before I do not remember, but now the magnificent building of Portland stone, with its central dome 150 ft. high and towers at each angle of the structure, occupy the centre of a space with a much larger area than Trafalgar-square, and on a perfect level. The citizens are proud of their City Hall, and, with the loyalty for which they are famous, they have erected a handsome statue of Queen Victoria in front of it. It is quite natural that with such environment the shops in the neighbourhood should be of the first class. Messrs. Hogg & Co.'s new showrooms do full justice to the locality and to themselves. I called twice, but regret that their manager, Mr. White, was out on each occasion. His courteous deputy showed me over the premises, but was not able to give me all the particulars of the company and their business I should have liked. The premises are quite new and very lofty. The effect of this is seen at once in handsome square windows. Height is a great assistance in an attractive window display, and Messrs. Hogg & Co. take full advantage of this. They have none but high-class goods in their window, and these are arranged with great taste. The shop interior is equally striking. The height makes it look narrower than it really is. The fittings are artistic in construction, and are ingeniously arranged, with an office in a gallery at the end overlooking the shop. The floor space is occupied by tables set out with sets en suite, and with stands that seem low in comparison with those usually found in front shops. They are, however, just right for the display of high-class goods placed on them, while they do not impede the view of the other stands. They were showing at the time of my visit a fine selection of high-class British porcelain vases and figures, and they adopted the practice (not so customary amongst retail dealers as it might be) of giving the names of the artists who had painted the subjects. The painters of fruit and landscapes and figures and flowers for our best porcelain manufactories sign their work, and their names are familiar to many, but the signatures, of course, can only be read when closely examined. The collection of first-class British porcelain and the best Stourbridge cut glass is such as is rarely seen out of London, and not frequently there. The company, of course, stock medium grades of pottery and glass for household purposes, but they do not show them prominently at these rooms.

ROBERT LYNAS & CO., 84 and 86, High-street, and 24, Skipper-street, East, have been established for thirty-six years, and have a capital frontage to High-street. They do an extensive trade—the bulk of which is in best class goods. They have a well established connection, and no doubt that has contributed largely to the maintenance of a high-class trade, notwithstanding the tendency of modern buyers to select cheaper goods. The firm have

a large, and, in fact, complete assortment of medium price goods, but their display of best goods in porcelain and glass is as complete also. They are well situated for a passing trade, as High-street is one of the busiest in the city; and their shop externally is an attractive one. The premises are extensive, and the shop a long one, with the three "well holes" opening up to galleries above. The ground-floor contains principally high-class ornamental and useful goods, attractively set out. Most of the best makers of porcelain and glass are represented by samples of their latest productions. In the showroom on the first floor there is an unusually large display of tea and breakfast ware shown on a long window board. The front of this first floor is practically all window, so that, with the excellent light, the most delicate decorations on the china are seen to advantage. The samples include almost every grade, except low-priced goods. Messrs. Lynas & Co. seem able to meet all demands for medium and best class goods, and they claim that they are able to supply all these at reasonable prices. They show an equally large range of toilet services, dinner sets, dessert services, and fancy goods, and a brilliant assortment of glass. In both useful and ornamental goods their stock of glass is a full one. They have some beautiful examples of reproductions of the heavy cut glass of a generation ago. This revival of the taste for richly-cut glass is as creditable to popular taste as it is satisfactory to glass manufacturers and glass-cutters. The only thing that militates against it is that buyers are not so willing to pay the higher prices as they used to be. To meet their wishes, therefore, Messrs. Lynas stock very beautiful light hand-made and slightly ornamented suites of table glass at moderate prices. They have ample accommodation at the back for receiving and unpacking their stock, and a unique description of hoist for lifting packages from the trucks and into the warehouse.

Mr. E. J. Baggaley, "The Potteries," 49, North-street, is a wholesale and retail glass china, and earthenware merchant. His front shop at North-street is not a large one, but it is judiciously stocked, and the goods are all conveniently arranged. There were several assistants in the front shop at the time of my visit, and they were all kept busy by customers. I had to wait some time for Mr. Baggaley, and had thus a good opportunity of noticing this. North-street would seem to be a shopping thoroughfare, as the customers I saw were clearly casual ones. They were attended to promptly, and there was an evident desire to supply exactly what was wanted. In one instance where this was not possible, the assistants expressed regret and courteously offered to get exactly what was required. Mr. Baggaley at once gives one the impression of a hard-working and thorough business man. He satisfied me on this point during my short conversation with him in his little office, and still more so when he accompanied me round his premises. At the rear of his shop he has very large and comparatively new premises for his wholesale department. There is an entrance from the street at the back where, in addition to stables and stock rooms, there is a large warehouse—lofty, long and wide, with plenty of space for sorting out goods for his wholesale customers. One portion of his wholesale trade is with small shopkeepers, and their orders are mostly taken at their shops, or sent on by post, and the goods are delivered. But the other branch of the wholesale business is with hawkers, and what, in London, are called costermongers. It is for their convenience, and for Mr. Baggaley's protection, that the spacious warehouse is provided. As each man selects his oddments they are placed together on the floor, and when he has completed his order he pays his account and takes the goods away. "They want watching," was Mr. Baggaley's significant remark. These dealers are only supplied at certain hours, when it is arranged that, in addition to the salesman serving them, there are present one or two others—having apparently "nothing particular to do." But they are doing useful work all the same. Mr. Baggaley has a large and very varied stock, and I found him so conversant with every detail of the trade that I asked him if he had been long in it. He said, "All my life." I found that he was a practical potter, and had served an apprenticeship of seven years with Messrs. Mintons, Stoke-on-Trent. He remained with them two years longer, and then went into business with a partner as a manufacturer. The partnership arrangements were not satisfactory, and it was dissolved, and he acted as traveller for a firm for a few years, until ten years ago he commenced business in Belfast. His trade has expanded rapidly. He says his early training was invaluable to him as a dealer, and he finds his knowledge of pottery manufacture and manufacturers of the greatest advantage to him in both buying and selling.

(*To be continued.*)

THE POTTERY AND GLASS TRADES' BENEVOLENT INSTITUTION.

THE Annual General Meeting will be held at the Holborn Viaduct Hotel, E.C., on Monday, February 4, 1907, at seven o'clock. The business will be to receive the report of the Board of Management, and the audited financial statement for the year ended December 31, 1906; to elect the officers of the Institution for the year 1907; to elect by ballot three annuitants from the undermentioned list of candidates.

In the regretted absence of R. P. Copeland, Esq., the President, Ronald D. Doulton, Esq., the Chairman of the Board of Management, will preside.

CANDIDATES FOR ELECTION.

SECOND APPLICATION.

(1) *Subscribing member for 5 years.*

BELCHER, EDWARD, 109, Dames-road, Forest Gate, E., aged 30 years, was employed as clerk by Messrs. Doulton & Co., Ltd., Lambeth. Applicant (unmarried) is suffering from atrophy (wasting) of both optic nerves, and is completely incapacitated from performing any duties requiring vision. He is in receipt of a temporary allowance of £1 per week from Messrs. Doulton & Co., Ltd. (Nominated by Mr. H. Lewis Doulton.) Votes brought forward 216. Annuity £25.

(2) *Mr. Hawkins subscribed for* 11 *years.*

HAWKINS, LOUISA, Keele-road, Newcastle, Staffs., aged 42 years, widow of the late Charles Enoch Hawkins, who was engaged as traveller for 23 years with Messrs. Mintons, Ltd., Stoke-on-Trent. Applicant has three children, viz., two daughters aged respectively 11 and 3 years, and one son aged 6 years. She has no means of subsistence beyond the proceeds of a policy of insurance for £100 on her late husband's life. (Nominated by Mr. H. M. Robinson, Mintons, Ltd.) Votes brought forward 215. Annuity £15.

(3) *Mr. Wright subscribed for* 17 *years.*

WRIGHT, ANNE, 32, Salcott-road, Wandsworth, S.W., aged 65 years, widow of the late William Wright, who was engaged for 16 years as modelling master at the City Guilds Technical Institute and the Polytechnic Institute, London. Applicant has one son (unmarried) aged 30 years, who is not in a position to contribute to the support of his parent. She has a life interest in the house in which she lives, and has no means of subsistence beyond the sum of £4 per annum derived from one-seventh share in a small cottage property. (Nominated by Mr. Charles Fletcher.) Votes brought forward 361. Annuity £15.

FIRST APPLICATION.

(4) *Mr. Harrison subscribed for* 14 *years.*

HARRISON, SARAH, 48, Mildmay-road, Islington, N., aged 63 years, widow of the late Allen Albert Harrison, who was engaged as agent for many years by Mr. W. Lowe, Longton. Applicant has three sons aged respectively 42, 39 and 31 years (two of whom are married), and one daughter (married). They are not in a position to maintain their parent, who has no means of subsistence. (Nominated by Mr. J. B. Rowley.) Annuity £15.

(5) *Subscribing member for* 13 *years.*

JONES, EDWARD W., of 134, Ferndale-road, Clapham, S.W., aged 65 years, formerly an agent, has latterly been engaged as traveller representing Messrs. C. Darke, Day & Co., and Messrs.

M. & J. Guggenheim, London, E.C. Applicant has seven daughters (three of whom are married). He has no means of subsistence and is incapacitated by rheumatism from following his employment. Mr. Jones served as a member of the Board of Management of the Institution for a period of twelve years, viz., 1883 to 1895. (Nominated by Mr. John T. Pitcairn.) Annuity £25.

REPORT OF THE BOARD OF MANAGEMENT,

to be presented at the Annual General Meeting on Monday next :—

The Board of Management have pleasure in presenting to the members of the Institution their twenty-fifth Annual Report, being that for the year ended December 31, 1906.

There are now 444 subscribing members, 53 of whom joined the Institution during the past year. The subscriptions of 48 members have lapsed, but it is expected that at least 35 of these will be renewed.

The Board would again urge on those members—assistants, warehousemen, &c.—who have special facilities for the introduction of new members the desirability of making known the objects of the Institution to their fellow employees and, by inducing them to become subscribers, greatly strengthening the position of the Institution.

In commemoration of the twenty-fifth anniversary of the foundation of the Institution, a festival dinner was held at the Imperial Restaurant, Regent-street, W., on November 20, J. Silvers Williams-Thomas, Esq., J.P., kindly occupying the chair in the unavoidable absence of the President, at which the amounts collected by the stewards for the Anniversary Fund were announced. The result of the collection proved most satisfactory, upwards of £600 being added to the funds in donations and many new annual subscribers being introduced.

The Board desire to record their gratitude for the numerous donations that have been received in connection with the Anniversary Fund, and to express their best thanks to the stewards whose energetic efforts achieved such a splendid result.

By their donations given during the year the following have qualified, as patrons—Messrs. A. B. Daniell & Sons, Ronald D. Doulton, Esq.; Vice-Presidents—Edgar Greenwood, Esq. (of THE POTTERY GAZETTE), J. Pierpont Morgan, Esq., The Swedish United Glass Works Co.

There are now 23 annuitants on the books of the Institution, viz., 7 members and 16 widows of members. Two annuitants have been elected during the year, and temporary relief granted to 4 applicants. The Board regret to report the death of an annuitant, Mrs. Elizabeth Copeland, who was elected in 1890, and received a total payment of annuity amounting to £242 10s. They are gratified to announce that, owing to improved circumstances, the annuities of two widows have been voluntarily relinquished. The record sum of £451 8s. 4d. has been paid in annuities and relief during the year, making a total sum of £5,680 1s. disbursed since the foundation of the Institution in 1881.

The following members of the Board of Management offer themselves for re-election :—Messrs. Frederick Cox, F. Currie, C. J. Dale, Orrok M. Doulton, Ronald D. Doulton, G. D. Francis, Charles Green, Henry Green, J. H. Hart, C. C. Holgate, A. Overton Jones, J. Kendall, Edwin Lawson, Robert Lawson, J. Lockett, J. A. Marshall, J. T. Pitcairn, J. B. Rowley, F. E. Spiers, S. Stanley, W. Thomson, and A. W. Tinsley.

Messrs. John Brock, junr., J. E. Heath and J. T. Mogridge have consented, and been duly nominated, to complete the necessary number of members of the Board of Management.

In conclusion the Board have again to express their thanks to Messrs. John. Ellinger and Henry F. Heybourn for kindly auditing the accounts, to the proprietors of the POTTERY GAZETTE for advancing the interests of the Institution by various means, and to the management of the Holborn Viaduct Hotel for again granting the free use of rooms for the general meetings of the Institution.

Signed by order of the Board,
RONALD D. DOULTON,
Chairman.

January 8, 1907.

RECEIPTS AND EXPENDITURE ACCOUNT, FROM JANUARY 1 TO DECEMBER 31, 1906.

(1905) £ s. d.	*Dr.*	£ s. d.	£ s. d.
	To Balance at Bank, Jan. 1, 1906	101 4 3	
	Cash in hands of Secretaries	4 19 6	
			106 3 9
27 8 0	Annual Subscriptions (05)	40 14 6	
313 13 0	Annual Subscriptions (06)	351 8 6	
28 4 4	Donations (augmented by the 25th Anniversary Festival Fund) ..	612 8 0	
			1,004 11 0
	Carried forward ...		£1,110 14 9

		£ s. d.	£ s. d.
	Brought forward ...		£1,110 14 9
	Dividends—		
121 7 4	Indian Government 3½ per cent. Stock ..	£121 7 4	
11 14 6	New Zealand Government 3½ per cent. Stock	13 6 0	
4 2 4	National War Loan 2¾ per cent. Stock ..	4 2 4	
30 5 0	Great Western Railway 4 per cent. Debenture Stock	30 5 0	
5 14 0	Great Northern Railway 3 per cent. Preference Stock, 1899	5 14 0	
0 17 2	Interest on Deposit ..	3 8 11	
			178 3 7
16 19 7	Income Tax refunded to April 5, 1906	8 17 9	
			8 17 9
2 3 0	Proceeds of Collection Boxes	2 8 11	
			2 8 11
			£1,300 5 0

(1905) £ s. d.	*Cr.*	£ s. d.	£ s. d.
20 15 0	By Rent of Offices	20 5 0	
9 1 10	Office Expenses	5 10 3	
12 5 1	Printing, Stationery and Advertising	31 19 11	
5 19 6	Postage	9 9 1	
2 2 6	Sundries	2 8 1	
105 0 0	Secretary's Salary ..	105 0 0	
10 10 0	Local Hon. Secretary in Potteries Honorarium ..	10 10 0	
			185 2 4
—	Expenses in connection with the 25th Anniversary Festival Fund ..	44 6 9	
			44 6 9
415 18 4	Annuities and Relief ..	451 8 4	
			451 8 4
—	Cash on Deposit	500 0 0	
			500 0 0
	Cash in hands of Secretaries	4 8 6	
	Balance at Bank, Dec. 31, 1906	114 19 1	
			119 7 7
			£1,300 5 0

BALANCE SHEET, DECEMBER 31, 1906.

	Dr.	£ s. d.	£ s. d.
5,898 0 6	To Capital Account ..	6,411 4 4	
			6,411 4 4
			£6,411 4 4

	Cr.	£ s. d.	£ s. d.
	By Cash in hand	119 7 7	
	Cash on Deposit	500 0 0	
			619 7 7
	Investments—		
	£3,650 Indian Government 3½ per cent. Stock	4,116 11 3	
	£400 New Zealand Government 3½ per cent. Stock	414 17 0	
	£150 National War Loan 2¾ per cent. Stock	146 2 3	
	£796 G. W. Ry. 4 per cent. Debenture Stock	934 13 4	
	£200 G. N. Ry. 3 per cent. Preference Stock, 1899	179 12 11	
			5,791 16 9
			£6,411 4 4

Examined with the books and vouchers, and found correct,
January 7, 1907.
(Signed) JOHN ELLINGER,
HENRY F. HEYBOURN,
Hon. Auditors.

A LOOK ROUND THE POTTERIES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

IT was very satisfactory to be assured from so many quarters that business in the pottery trades is fairly good. Manufacturers, as a rule, do not receive, and the majority of them do not expect, many orders from retail dealers in January. But in the face of this, the condition of the manufacturing trade on the whole is good. There are some who repeat the now monotonous complaints about "trade being bad," but it is perhaps safe to assume that even with them trade is not quite so bad as they report it to be. There are, and always will be, chronic grumblers, with or without reason, but they are certainly not so numerous as they were a short time back. When the "Census of Industries" is taken—and published—we shall learn the truth as to the condition of our "Home Trade," but not until then.

Labour conditions appear to be settled in the pottery trades, but, unfortunately, there is trouble in another industry in the Potteries, and one that in a more or less remote degree may in time affect pottery manufacturers, though it has not done so yet to any extent. I refer to the strike of engineers, principally pottery engineers. I called at several of the works which make a speciality of machinery and mechanism for pottery manufacture, and found their workmen had been on strike for seven or eight weeks. It seems to have originated in much the same way as scores of other trade disputes. Business had been brisk amongst manufacturers of machines and appliances for the production of pottery, and the workmen appear to have come to some such decision as: "They," meaning the manufacturers, "are making good money now, and we mean to have some of it." In principle this argument could be defended, provided that in times of depression the men would say: "Orders are fewer and prices are lower than they have been, and factory expenses are no less. It is unfortunate for the employers, and we must accept less in wages for a time." But the British workman very rarely looks at a wage problem in that light. In this case the employers did not feel justified in giving the advance asked, and the consequence is union men are idle, and to some extent non-union men are doing their work. I quite agree that in times of prosperous trade the workmen are entitled to share in the prosperity, provided they are willing to bear their share of the burden in times of depression. But from what I have heard the workmen are not acting fairly to the employers in the present dispute. It appears that there was a demand for an advance of wages by the employees of a firm associated with the Engineers' Federation. According to the constitution of the Federation, all disputes have to be referred to arbitration. This particular demand for an advance has been so referred, and the arbitration comes on very shortly, that is, within the time prescribed for. Although not members of the Federation, the Potters' Engineers promised their employees that if they would continue work they would abide by the award given in the case then pending. That is to say, if the Federated Engineers were required by the award to give the advance asked for, the Potters' Engineers undertook to give their employees an advance. The men declined this offer, came out on strike, and are now drawing their strike pay from their union. By picketing (which I saw) and other methods they are trying to prevent from working men who are quite willing to work for the wage they have refused. For the sake of both parties to the dispute it is to be hoped it may soon be settled on a satisfactory basis. It has not yet inconvenienced manufacturers in our industry, but it is possible it may do if the dispute is prolonged.

Albert E. Jones & Co., Garfield Pottery, High-street, Longton, are not an old firm, but they are active and enterprising. They are manufacturers of dinner, tea, and toilet ware and Queen's white ware in semi-porcelain. Their success in these lines has induced them to acquire another pottery. They have just purchased the Palissy Works, Commeree-street, Longton, and they are now equipping it with the most up-to-date machinery and appliances procurable. They bought the plant as well as the freehold of the extensive Palissy Works, but they have got rid of the whole of it, and will commence manufacturing there with all the advantages that modern and the most perfect machinery and accessories can give them. The Palissy Works are in addition to the Garfield Pottery, and both will be operated by the firm. Mr. Jones has had a long experience in connection with pottery manufacture, and has an intimate acquaintance with every branch of the business. He was trained in practical pottery work at Longton, was initiated into the details of the commercial side of the business, and has had experience on the road. He has very modern notions of manufacturing; antiquated methods he has been replacing by modern ones ever since he commenced at the Garfield Pottery, and he says he intends to conduct manufacture at the Palissy Works with as many labour-saving and time-saving appliances as he can procure. He has evidently the first essential to success in business—confidence in his own schemes. We had a short interview with him in his new works, and he seems well assured that he will soon have both factories in full operation, and that he will be able to keep them so. He says his Garfield Works have been running to the full extent of their producing capacity, and he has kept them on full time. He is sanguine that he will be able to do this with both factories. His future as sketched by himself does not seem visionary by any means, and we can only say that a man of his enterprise deserves to succeed, and we hope he will.

He has always cultivated the wholesale trade, and intends to continue to do so. Considering that the control of the Garfield Works has been very largely in his own hands, it was rather a surprise to hear that he takes charge of the distribution as well. He has no agents and no travellers. He has capable assistance (under his own supervision) in the management of his works. Probably he will find it necessary to have similar assistance in the important task of distribution, but his present opinion is that he will not. The goods he makes are of the popular kind. He manufactures for the middle classes, and a look round his showrooms and ware-rooms shows that he does this very judiciously. Good shapes, neat patterns, and attractive colours are what he aims at supplying. The samples we saw possess these characteristics. The "Carlton" and "Acton" shapes in tea ware are shown in a variety of decorations, printed, printed and gilt, and enamelled. The "Carlton" is also a capital shape in dinner ware, with pleasing ornamentation. The "Coronet" dinner set presents a contrast in shape, but is no less attractive. The variety of shapes in toilet sets is very great, but not so great as the variety in decoration. Some of the ornamentations on toilets are certainly very pronounced, others are just as quiet, while there is an ample choice in the "happy medium" varieties. Messrs. Jones & Co. are very successful with their shaded effects and colour combinations. In miscellaneous pieces there is a large assortment of jugs, amongst them the "Belmont" and "Empress" shapes are shown in many printed and coloured decorations. Flower pots, cheese stands and covers, sweet trays, &c., help to make up a very varied selection of useful domestic requisites. A new toilet pattern just introduced is the "Tokio." The firm have a good line in white spiral dinner and tea ware and all table requisites en suite. This is a useful and attractive stock line for dealers.

John Tams & Son, Crown Pottery, Longton, are amongst the most widely known manufacturers of earthenware suitable for middle-class dealers. I was sorry to find that at the time of my visit Mr. Tams, sen., was absent in consequence of an injury received in falling when alighting from a train. The many friends of Mr. Tams will, however, be pleased to know that the accident was not serious, and that he expects to be about again very shortly. The firm are showing a large number of novelties in useful and ornamental goods. They make special lines in decorated toilet sets, dinner ware, and tea ware, &c. Their useful goods are in a pleasing variety of shapes, and are in decorations to suit all tastes. The novelties in toilet services are both numerous and attractive. The "Ross" shape toilet set is shown in many decorations; a "festoon" pattern is a very neat one in various colours. The "Ross" shape is also shown with a very pretty thistle decoration, appropriately called he "Fife" pattern. One of their most attractive lines is their new pattern dinner ware —"Mosaic"—in assorted colours, still and flow. There are many conventional, up-to-date decorations in useful and ornamental earthenware of every description. The assortment of miscellaneous and fancy pieces includes triple trays, salad bowls, fruit dishes, dessert ware, teapots and stands, and jugs of all kinds in sets. They make flower pots in various sizes of many patterns. Badge ware for hotels, clubs, hospitals, &c., are special lines. The firm have added largely to their assortment of vases in artistic shapes and decorations. Some are shown with pretty embossed patterns on shaded grounds and with gold tracings. Amongst the new decorations are very attractive sunset effects on vases of various forms. They publish an illustrated price list which shows the variety of form and ornamentation in which they supply vases, flower pots, &c. This list may be obtained by persons in the trade on application.

Keeling & Walker, Sutherland Mills, Stoke-on-Trent, are flint and stone grinders and specialists in the preparation of clay, glazes, silicates of lead, &c. They are now supplying special white and coloured opaque enamels for tiles, enamel and underglaze colours, oxides of tin, zinc, cobalt, copper, chrome, white and red lead, and potters' chemicals. Messrs. Keeling & Walker have acquired a good reputation for the excellence of their enamel colours, and they are constantly improving them, as the result of their personal experiments and tests. They have just succeeded (after numerous trials extending over a long period) in producing a splendid enamel colour for earthenware containing less than 2 per cent. of soluble lead. They are assiduously pursuing their investigations in this direction. They have just perfected a new and beautiful egg-shell glaze. Some fine examples of ware treated with this glaze were shown me. Messrs. Keeling & Walker have been trying to obviate the difficulty so often encountered by manufacturers by the settling of glaze in the dipping tub. They now submit their "Anti-Set" as a perfect remedy of this inconvenience. A proportionate quantity of "Anti-set" dissolved in warm water prevents the glaze from setting. This "Anti-Set" is perfectly harmless, and does not deteriorate the quality of the glaze in the least degree. It is found that for 100 lbs. of properly ground glaze 4 oz. of "Anti-Set," added after grinding, is sufficient for the purpose. The use of this simple remedy renders unnecessary the frequent agitation of the glaze to prevent it setting. Messrs. Keeling & Walker having at considerable expense equipped the laboratory at their works with the latest and best apparatus and appliances for analytical and research work, are now open to undertake analyses of all materials used in pottery manufacture for anyone who may require them. They will quote special terms to customers using their silicates of lead and glazes which have to be prepared to a certain standard of solubility. They have secured the services of an expert analytical chemist, who has now charge of their laboratory.

Wood, Mitchell & Co., Ltd., Oriel Works, Hanley, are high-class printers and lithographers, with fine premises, equipped with the most improved machinery and appliances for every description of printing for trade purposes. They are artistic colour printers, and turn out work of the highest class, but they are particularly expert in the production of illustrated circulars, pattern sheets, price-lists, and catalogues of china, earthenware, and glass. They have in their service artists of recognised ability, and they have facilities for producing original, artistic designs with rapidity. Manufacturers have long taken advantage of the usefulness of sheets of illustrations, coloured in facsimile of ornamented pottery, in extending trade. These life-like coloured designs can be sent at once by post when it would be inconvenient, perhaps impossible, to send samples. What is useful to the manufacturer should be useful to the wholesale dealer, the retailer, and particularly to the exporter, in extending his business. This firm are prepared to give quotations for a sheet of coloured illustrations of pottery or glass suited for distribution by a glass and china dealer among his customers. These should be found useful feeders to a high-class business. Wood, Mitchell & Co., Ltd., are eminently successful in their illustrations of glassware. Glass is one of the most difficult substances to depict effectively in catalogues or sheets, but the reproductions I have just seen leave nothing to be desired. The company undertake all kinds of printing for commercial and industrial purposes, and have the most up-to-date machinery and methods for colour-printing in effective artistic style.

(To be continued.)

THE RAILWAY COMPANIES AND THE WEIGHT OF POTTERY PACKAGES.

AMONGST the numerous grievances of dealers brought under the notice of the China and Glass Dealers' Association, the executive are taking action in the matter of the reported inaccuracies in the weights charged by the railway companies. The following circular letter has been sent out by the secretaries of the central office and district branches addressed to pottery manufacturers in all parts of the United Kingdom :—

> DEAR SIRS,—Owing to complaints from several members of our association respecting the weight of packages charged by the railway companies not being correct, it has been decided at our central, Leeds, and Birmingham branches to ask manufacturers to put the weight of each consignment on the invoice, so that it can be checked on delivery. We respectfully request you to assist us as far as possible in this matter. A reply will be esteemed. (Signed by the Hon. Secretaries.)

The manufacturers have responded to this request in the most courteous manner. Many of them already state the weight of each package on the invoice. Some, while expressing their willingness to assist their customers by all the means in their power, regret that they cannot comply with their request inasmuch as they have not facilities for weighing packages on their works, and are themselves dependent on the railway companies for the weights of packages.

Some manufacturers state their willingness to comply with the wish of their customers, but fear it would entail delay in forwarding invoice as they cannot always get the weights from the companies until the following day. These answers are evidently written under a misapprehension, as the idea is to obtain a declaration of the weights from an

independent authority so as to check the weights charged by the railway companies. The result of the inquiry will be satisfactory to the executive of the association, since so many manufacturers at once promise to give weights on invoice, and some even say they will have machines introduced for weighing the packages. Manufacturers, on the whole, have shown themselves willing to do anything in their power to promote the interests of the retail dealers. A few, and they are very few, have expressed the opinion that it would not be possible for them to comply with the request but if the practice becomes general in the trade, it may be taken for granted they will fall into line with others. Dealers who wish to have the weights of packages on invoice should request it to be done when giving their orders.

Foreign Notes.

Porcelain Table Ware to the weight of 23,323½ metric tons was exported from the German Empire during the nine months ending November 30, 1906.

The Rowland & Marsellus Co., 41, Barclay-street, New York, have been appointed the sole agents in the United States for the Worcester Royal Porcelain Co., Ltd., Worcester, and Wileman & Co., Foley China Works, Staffordshire.

Belgian Glass in the British Empire.—It is announced in a Belgian paper that the Glass Manufacturers' Federation at Charleroi has decided to set up a sales department for India and Canada.

Earthen, Stone, and China Ware to the value of $9,805,000 were imported into the United States during the first nine months of last year. The figures are above the average for the corresponding period of recent years.

A Swiss Subscriber concludes a letter containing one or two inquiries with the following gratifying remarks :—"I wish to thank you for your endeavour to bring to your subscribers always very important novelties about the pottery trade. The first of the month is for me always expected with pleasure as it brings me your interesting magazine."

Belgian Glassware Exports during the nine months ending September 30, 1906, consisted of 21,763,700 kilos coarse, valued at £447,720, and 400,400 kilos fine, valued at £40,160. Compared with the figures of the corresponding periods of the last two years the coarse wares show a decrease in quantity and an increase in value, while of the fine wares the quantity is growing and the value declining.

Josiah Wedgwood & Sons, Ltd., Etruria, have appointed Mr. Kennard L. Wedgwood to represent them in New York. Mr. Kennard Wedgwood, who is a descendant of the great potter who founded the firm, has taken showrooms at 25 West Broadway, where he will also represent Messrs. Salt & Nixon, china manufacturers, Longton; Mr. Arthur Wood, jet and fancy teapots, Longport, &c. Mr. G. H. Service, a brother of Mr. James H. Service, the London representative of L. and S. Hingley & Sons, and nephew of Mr. John A. Service, has gone out with Mr. Kennard Wedgwood, and will assist him in his agencies.

Telegraph Insulator Contract Open.—The Commercial Intelligence Branch of the Board of Trade are informed by the Acting British Consul at Christiania that tenders are invited by the Norwegian State Railways for the supply of telegraph insulators—10,000 large and 7,000 small. Tenders sealed and marked "Anbud paa Telegrafisolatorer" will be received at "Jernbanestyrelsens Expeditionskontor, Christiania," up to 3 p.m. on February 15. Copies of the general and special conditions of tender (in Norwegian), together with drawings, &c., may be seen by British makers at the offices of the Commercial Intelligence Branch, 73, Basinghall-street, London, E.C. (NOTE.—Apart from the usual Customs duties, a preference of from 10 to 15 per cent. is given to Norwegian manufacturers. In all cases of Norwegian Government contracts it is obligatory that a resident agent should act for tenderers not residing in Norway, and be responsible to the Government, but it is not necessary for the agent to be a Norwegian firm.)

British Earthenware in Russia.—A journalist who has been travelling for some months throughout the Russian Empire reports that the only import in which England really holds her own is in sanitary earthenware, and one can never be quite sure that what one sees is not a forgery from Dresden. He continues : Germany has a contiguous frontier. She has a large number of subjects who learn Russian from birth. She has a system of education exactly suited for the production of commercial travellers. She never despises a market, no matter how small. She adapts her manufactures to the requirements of customers. She prints catalogues in their language and measures and coinage. She sends agents to explain the advantages of her goods. She sends the goods themselves on consignment to prove what they are like and what they can do. She grants six months' or a year's credit, and takes the risk. If customers demand cheap goods, she sends cheap goods, and is not ashamed if they are nasty. British firms do none of these things.

The Russian Glass Industry.—In view of the coming Russian Glassworkers' Conference, the correspondent of the "Torg. Prom. Gazeta" has interviewed Prince Obolensky, one of the largest glass producers in Russia, whose works are 150 years old. Glass production is an old Russian industry, and first nestled amongst the woods where the timber was cheap ; but naphtha and coal have changed this aspect of the industry. In Moscow, where fuel is dear, there remains but one such works. Machinery is a secondary consideration, he said, in a glass works, where skill and application are more important, especially in the higher classes of goods. There are now art schools in connection with the principal establishments. Generally the class of work can be distinguished by districts rather than by particular works. A feature in the disposal of the product is that in the case of some old factories the neighbouring peasants in the autumn, after the field work is over, buy glass goods on credit and spread the goods all over Russia, going far into Siberia, the Urals, and the North. They sell both direct and to smaller dealers than themselves, and they get good profits. For example, said the Prince, a quarter of the product of his factory is disposed in that way, and sometimes the factory is in difficulty to supply these orders. Ten years ago they took as much as £5,000 worth of goods from his factory in Pensensk, but now they take over £10,000 worth. In reply to further questions, he said the trade just now is flourishing. The strikes have allowed all stocks to be exhausted, and the demand, with the improved civilisation of the population, is increasing. The factories are overwhelmed with orders which they cannot execute for a long time. Nevertheless, there is a "fly in the ointment." Raw material has risen in price, reducing the profits, and it is found hard to increase the price of the finished article. During 1906 prices rose about 10 per cent. in the higher classes of goods. The competition, owing to the low tariff, comes chiefly from the Bohemians and the French, but in the cheaper sorts the Russian producers have all the trade amongst themselves.

Russian Glass and Pottery Concerns' Financial Results.—A statement just issued of the financial results in 1905 of a number of Russian glass works, shows that for the said year the Bolotiny Company (capital 450,000 roubles) made 24,000 roubles, against 61,000 r. in 1904, and paid

2·66 per cent. dividend, against 6·33 per cent. in 1904. The Soulbkovitzky Company (capital 500,000 roubles) made 78,000 r., against 95,000 r. in 1905, and paid a 6 per cent. dividend, against 7 per cent. in 1904. The Kostercvy Company (capital 750,000 roubles) made 22,000 r., against 21,000 r. in 1904, and paid 2·74 per cent., against nil in 1904. The Sizikfeld Company (capital 700,000 roubles) made 138,000 r., against 27,000 r. in 1904, and paid no dividend either year. The Moscow Stekloprom Company (capital 2,250,000 roubles) made 5,000 r., against a loss of 801 r. in 1904, and paid no dividend either year. The Reich Company (capital 800,000 roubles) lost 900 r., against a gain of 22,000 r. in 1904; a dividend of 2.5 per cent. was paid in 1904, but none in 1905. The Riting Company (capital 1,000,000 roubles) made 81,000 r., against 65,000 r. in 1904, and paid 6 per cent. and 5 per cent. dividend in the respective years. The Santurinoff Company (capital 1,704,000 roubles) made 23,000 r., against a loss of 71,000 r. in 1904; and the Smerdomski Company (capital 200,000 roubles) lost 24,000 r. and 51,000 r. in the respective years, and in neither year did either of the two last named companies pay a dividend. A similar statement issued on the porcelain and analogous (terra cotta, &c.) works, shows that the Bergenheim Company (capital 700,000 roubles) made 105,000 r., against 128,000 r. in 1904, and paid 5 per cent. and 7 per cent. in the respective years. The Glin and Gouch Company (capital 800,000 roubles) made 69,000 r., against 45,000 r. in 1904, paid 3 per cent. in 1905, and nothing in 1904. The Warsaw Gouch Manufacturing Company (capital 581,000 roubles) lost 1,000 r. in 1905, against a profit of 9,000 r. in 1904, and paid no dividend in either year. K. Wachter & Co. (capital 1,200,000 roubles) made 73,000 r. and 53,000 r. and paid 2·25 per cent. and 2·5 per cent. dividends in the respective years. The Dsevulsky and Lyange Company (capital 700,000 roubles) made 61,000 r. against 108,000 r.; paid nothing in 1905, but paid 6 per cent. in 1904. The Krinitchna on the Don Company (capital 450,000 roubles) lost 2,000 r. in 1905, but made 23,000 r. in 1904, paid no dividend in 1905, but paid 3·5 per cent. in 1904. The M. S. Kussuctzoff Company (capital 5,001,000 roubles) made 364,000 r., against 422,000 r. in 1904, and paid 6 per cent. and 7 per cent. dividends in the respective years. The Ogneupornya Company (Fireclay) (capital 250,000 roubles) made 14,000 r., against 29,000 r. in 1904, and paid 2·56 per cent. and 5 per cent. in the respective years; and lastly the Goutch Manufacturing Company (capital not defined) made 60,000 r., against 86,000 r. in 1904, and paid 4 per cent. in 1905, against nil in 1904.

The Glassware Trade of Smyrna.—A recent issue of the "Bulletin" of the French Chamber of Commerce at Smyrna contained the following particulars with reference to the annual importation into Smyrna of articles of glassware in general, such as tumblers, wine glasses, decanters, jugs, sugar basins, eruet stands, fruit dishes, round and oval glass dishes, butter dishes ash trays &c.. &c. The articles imported are plain, cut, turned, or engraved crystal; also plain, cut, turned, or engraved half-crystal, as well as ordinary glass plain or engraved moulded glass The most important competitor of France in the crystal (cut glass) branch is Belgium. The Belgian firms deliver the goods free on board at Antwerp, whereas the French manafacturers only deliver free at the railway station, Marseilles. The imports of crystal ware are limited to about £600 per annum, chiefly consisting of dinner services, the reason for this being that the buyer often avails himself of a visit to Paris to make his own choice; consequently the sales of the expensive articles are rather limited, and the imports are restricted to small stock which present very little variety. Half-crystal goods are gradually superseding crystal. In fact, the bulk of the goods supplied in this branch, except for their "ring," possess the outward appearance of the best class articles. They have, on the other hand, the advantage of cheapness, which is highly appreciated. To give only one example: French tumblers of cut crystal No. 2 (Belgian No. extra 3) cost about 44s. per hundred, whereas in half-crystal they do not cost over 27s. This difference of 35 per cent. applies proportionately to tumblers of all sizes as well as to all other articles. The rates of freight are about 20s. per ton of 1,000 kilograms from Antwerp, from 20s. to 24s. from Marseilles, according to the fluctuations of the transport companies' tariff. The imports of half-crystal goods reach the sum of about £1,200 per annum. Ordinary Moulded Glassware.—The most important transactions take place in this class of goods. The annual imports total up to about £8,000, the greater part of which is supplied by Belgium. France follows next in importance. Germany is a recent competitor, but is already supplying f.o.b. Hamburg) an article which, both on account of its quality and price, is attracting the attention of customers. Though a new rival, the older suppliers of Smyrna will have to reckon with its competition. In the moulded glass trade the articles in demand are not only plain glass, but also transparent coloured glass (azure, yellow, and green) and opalescent (ivory, opal, rainbow, sky blue, pearl grey, and "national" or pale green) furnished at the same price. In opal colours the articles chiefly imported are goblets with and without handles, goblets (called "Francmaçons," with short stems), sugar basins, butter dishes, cream jugs, salt cellars, ash trays and match holders, all of which, on account of their setting, are much appreciated by Anatolian customers For some time past the aforementioned articles have been locally painted in various colours or gilt at very reasonable prices (about 4d. per dozen goblets, and 8d. per dozen sugar basins and butter dishes). The humble painters of these articles constitute a highly interesting and very useful body to the importers of these goods. Moulded glassware, like crystal and half-crystal, reach Smyrna via Antwerp. Austria chiefly supplies the ordinary wares of blown glass and the variety know as "Cristal de Bohème," the quality of which is universally known to be intermediary between crystal and half-crystal. The Austrian imports are valued at £1,600 per annum. The rise in prices of raw materials has caused an increase of 20 per cent. on the invoice prices in recent years. This percentage was a year ago reduced to 15 per cent. on the half-crystal and ordinary glassware, and to 10 per cent. on crytsal ware (in 1901), which rates have been more or less maintained in consequence of the decision arrived at by the General Assembly of the International Reunion of Glassware Manufacturers held on December 7, 1901, in Paris. Packing expenses are not included in the sale price, but they figure on the invoice. The French manufacturers charge for packing 7 to 9 fr. and the Belgians 4 to 6 per cent. of invoice prices for common goblets and half-crystal, and 2 per cent. for crystal. The Austrian charge for packing is calculated at so much per box, with or without partition in the middle. Invoices are paid principally by drafts of 120 days from date of bill of lading. Customers, however, claim and very often obtain 120 days from the date of receipt of goods. Discount for cash payment after receipt and examination of goods varies from 3 to 4 per cent; that of dash against bill of lading is 5 per cent.; and payment on delivery of invoice 7 per cent. The local trade in glassware, china, etc., amounts to an annual turnover of £32,000. The report concludes:—The importance of these transactions ought to induce home manufacturers to visit this market either personally or to send travelling agents to study its requirements. This may be applied to British as well as French firms.

PROPOSED POTTERY INSTITUTE AT STOKE.

A CIRCULAR to the following effect has been issued by the Joint Committee, comprising the Encaustic Tile Manufacturers' Association, the Staffordshire Potteries Manufacturers' Association, the English China Manufacturers' Association, the Sanitary Ware Manufacturers' Association, the China Furniture Manufacturers' Association, the Jet and Rockingham Ware Manufacturers' Association, and the Earthenware Manufacturers' Alliance :—"Since the Chairman of the Joint Committee issued his circular in March last the proposal has been considerably modified, and it is now suggested that a Mining and Pottery Institute should be erected at Stoke at a cost of about £12,500. Towards this amount the County Council are willing to subscribe £6,000, and the Mining and Mechanical Institute £3,250, leaving £3,250, which it is hoped may be contributed by the China and Earthenware Manufacturers. The Joint Committee have carefully considered the various schemes that have been discussed during the last few years, and the Sub-Committee appointed to deal particularly with this question are strongly of opinion that in the best interests of the pottery trade it is most desirable that an Institute such as is proposed should now be established at Stoke. Considering what the County is prepared to do, and that when once the building has been established and equipped its further maintenance will entail no direct charge on individuals, it is felt that to assure the position of the pottery industry in North Staffordshire in face of the increased stringency of foreign competition, every manufacturer should be urged to contribute his quota to the fund. The training of the rising generation of manufacturers and managers in the scientific principles underlying our complicated business is one which must commend itself to all who have the future of the industry at heart. Our trade has suffered severely during the last ten years from interference fostered from outside, and such attacks can only be met on scientific grounds. Many manufacturers, realising the importance of the scheme and the urgent need there is for its adoption at the present favourable opportunity, have already promised subscriptions. The appended list of first subscriptions will show that the movement has the approval of every section of the trade :—Johnson Bros. (Hanley), Ltd., £105 ; Twyfords, Ltd., £100 ; Pilkington's Tile and Pottery Co., Ltd., £100 ; Minton's, Ltd., £100 ; W. H. Grindley & Co., £100 ; Doulton & Co., Ltd., £100 ; A. Meakin, Ltd., £50 ; Mr. H. M. Robinson, £50 ; Cannon Street Brick Co., 50,000 building bricks, value about £50 ; the Malkin Tile Works Co., Ltd. (over three years), £31 10s. ; Mr. J. P. Holdcroft, £25 ; J. MacIntyre & Co., Ltd., £25 ; Proprietors of POTTERY GAZETTE, £25 ; Campbell Tile Co., £20 ; T. Arrowsmith & Sons, £10 10s. ; J. P. Holdcroft and W. Jackson (donation from Thermoscope Works), £10 10s. ; J. H. Cope & Co. (Longton), £10 10s. : Mr. Joseph Gray (Hanley), £4 12s. ; J. & W. Powell (Chester), £3 3s. ; G. Woolliscroft & Sons, Ltd. (Hanley). £2 2s. ; T. A. Simpson, Ltd. (Burslem), £2 2s. We trust. therefore. that you will also give us your support, and in this hope we enclose a form for you to fill up and return to Mr. H. M. Robinson (the treasurer of the Committee), Stoke-on-Trent, before January 30, 1907. It is anticipated that the subscriptions will be required during the next twelve months. Should more money be raised in this way than is found necessary to carry out the work, the balance will be returned to subscribers pro rata. —We are, Sirs, yours truly (signed), F. Rawdon Smith, W. Burton, J. C. Bailey, E. Brain, W. H. Grindley, J. S. Goddard, J. P. Holdcroft, Bernard Moore, H. M. Robinson, H. Watkin."

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS.)

ONE hears very little complaint in North Staffordshire at the present time about the state of trade. In our journeyings between Longton and Tunstall, during the past three or four weeks, we have encountered many manufacturers and have done our best to find a pessimist among them, but our efforts have been singularly unfruitful. The only one among them all who definitely declared that things were dull was a brick manufacturer, and even he was constrained to admit that the potters' marl end of his business was good. Longton, I felt sure, would supply a discouraging report, for one may generally depend upon hearing about a slump after the Christmas season is over, at the "neck-end" ; but no, they all unanimously agreed that things were a great deal better this year than they were at the corresponding period of last year, although, of course, not so brisk as they were before Christmas. Some of the china factories, I was informed, had sufficient orders on their books, before the year began to keep them going full time for two or three months. This is excellent news. The china trade at Longton is evidently in a more efficient and robust condition now than it has been for years. It is turning out more novelties, it is making good saleable cheap wares at prices which will compete with much of the inferior foreign china which comes into the market, and, at the same time, it keeps up its reputation for high class artistic china. To-day it is admitted that German china is not competing so keenly with the English product in the home market as it was two or three years ago. The total value of the foreign "porcelain, china and parian" imported into this country last year was £247,230, whereas in 1904 it was no less than £413,943. Some people account for the decrease by saying that the Germans are so busy supplying their own demands, and exporting to the United States, that they have no time to bother with Great Britain. But this is only half the truth. The greater efficiency of the home trade has also something to do with it ; we are unquestionalby winning back some of our own trade from the foreigner. Again, the British house-wife is finding that foreign china has its drawbacks. She is learning to dislike its slovenly finish, the roughness of the surface of the teacups and plates, and, moreover, she finds that when she breaks one or two pieces of foreign ware she cannot take them back to the china dealer and get them "matched." This she can do with English ware, which can now be obtained in excellent qualities at prices which nobody can complain of. These facts, no doubt, have something to do with the greater buoyancy reported in the china trade of the Potteries. The general earthenware trade remains well employed, considering the time of year, and although the building trade is very depressed, sanitary and terra-cotta ware, and electrical and door fittings, are in greater demand. The export trade is as good as can be expected, especially the American trade, which, in Canada and the Southern Republics particularly, is opening out in a most encouraging fashion.

For the sake of future reference, it is worth while taking a brief survey of the principal figures included in the 1906 returns. The exports for the year, as already mentioned, were £2,382,819, comprising china, &c., to the value of £175,681 ; earthenware, &c., to the value of £1,666,557 ; jet, rockingham and terra-cotta to the value of £2,109 ; red, brown, yellow, and stoneware to the value of £326,892 ; and "other sorts," including electrical ware and door fittings, to the value of £211,580. The imports of foreign ware amounted to £950,025, of which £104,805 was re-exported, leaving £845,220 as the net value of the foreign ware placed on the British market during the year. Included in the £950,025 was earthenware worth £652,974, and china worth £247,230. Our principal customers were the United States, which took £572,465 worth of ware ; Canada, which took £251,526 (an increase of £62,000 on the year) ; Argentina, which took £184,883 ; Australia, which took £178,844; the East Indies, which took £160,642 ; and Brazil, which took £119,698. South Africa was only a customer of the Potteries to the extent of £112,272, a drop of close on £40,000, as compared with the previous year. In view of the great expansion which is taking place in our trade with Canada, as shown by the above figures, it cannot but be intensely gratifying to pottery manufacturers to learn that, although the new Canadian tariff diminishes the previous preference granted to British goods in 72 per cent. : of the main items of British export trade, an increased preference is granted to British earthenware and china and glass and glass ware. Furthermore, complaints having been made in Canada

that German goods have been imported into England and then exported to Canada under the British preference, with practically no British labour in them, it is now required that British goods shall have at least 25 per cent. of bona fide British labour in them. This will put an end, so far as Canada is concerned, to the practice of importing German white ware, decorating it, and then sending it out again as British, which is alleged to have been done in recent years on a growing scale.

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The conference arranged between representatives of the operatives and employers engaged in the potting trade, on the potters' asthma question, was duly held last month at the North Stafford Hotel, Mr. William Burton presiding. The proceedings were private, but I am given to understand that the case presented by the operatives was far from strong. As was explained in the POTTERY GAZETTE last month, the operatives' representatives have asked the Home Office to include potters' asthma in the schedule of diseases of occupation for which compensation may be paid under the new Workmen's Compensation Act. The employers object to the extension of the schedule for reasons which have already been stated. Neither side seems to have been provided at the conference with authentic figures as to the number of cases of potters' asthma existing, but observation shows that the number has considerably diminished within the last decade. The operatives' representatives would not commit themselves to any assertion as to whether the cases were many or few, but they contended that when workpeople were incapacitated, compensation should be paid. From what can be learnt, the operatives were not so enthusiastic over the schedule at the conference as they were a month previously. Second thoughts have shown them the drawbacks to themselves of a medical examination, and they indicated that they were not particularly desirous of submitting to one. They also stated that they were willing to consider any alternative proposal, such as a substantial contribution by the employers to a compensation fund. The employers are now considering the points raised.

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A week or two ago, whilst making the round of some china "banks" at Longton, we obtained our first view of one of the new motor wagons which are being experimented with for the purpose of carrying ware in competition with the railway companies. It was only a brief glimpse we obtained, for the wagon was covering the ground apparently at a rate a good deal in excess of the regulation five-mile speed, but the impression left by it was very favourable. The wagon was well laden with crates of pottery, which it drew easily and speedily, and, so far as could be judged, without undue shaking, though it was travelling at the time over rough stone setts. The railway managers, who were at first disposed to laugh at the idea of motor carriage to Liverpool, more especially after a mishap had befallen one of the experimental wagons, are now beginning to grow uneasy. The manufacturers who are at the back of the motor carriage scheme are in earnest in the matter, and mean to see it through. For too long the railways have had a monopoly of the business traffic of the Potteries. Had they exercised their powers in a liberal manner, and endeavoured to foster trade, the case would have been different, but they have not done so. They have seen fit to turn the isolation of the Potteries to their own account by extorting exceptional rates, such as are charged to none of the other pottery producing centres in the country. To all appeals and argument for fair treatment a deaf ear has been turned. Recently, when the manufacturers commenced united action, some so-called concessions were granted, but they were miserably insufficient, and what was given with one hand was taken away with the other. Since then complaint has been made by the manufacturers to the Board of Trade, and an appeal to the Railway and Canal Commissioners is in prospect. But some of the most influential manufacturers have grown tired of all this fruitless circumlocution, and have suddenly turned the tables by deciding to try the experiment of carrying their goods in their own way. The result is that the railway companies now find themselves threatened with a serious competitive system. I understand that negotiations have been completed with the Motor Delivery Company, Ltd., of Belfast Chambers, Beak-street, Regent-street, W., as a consequence of which arrangements are being made by them to establish an efficient service of steam motor wagons in the district to compete with the railway and canal companies. For the time being, goods will only be carried between the Potteries and Liverpool, but, later on, operations will be extended to Manchester, Birmingham, and other centres. Depôts for the collection, delivery, and storage of ware will be established in the Potteries and in Liverpool; a sufficient number of steam wagons is to be provided to deal with all the traffic which may be forthcoming, and a quick and prompt delivery is guaranteed. The company will concede a very substantial reduction in the charges for freight as compared with the existing rates, while the other conditions of carriage will be the same as those upon which the railway and canal companies now carry similar goods, with the same liability as to loss or damage during transit. A form of contract has been agreed upon with the Motor Delivery Company, and some of the leading pottery manufacturers have already promised the minimum amount of traffic required by the company, who are taking immediate steps to commence operations. All that is now asked is that the manufacturers should provide enough traffic to ensure the success of the scheme, and stand by the company in the event of an attempt by the railway companies to smother the competition by "shipping ring" methods. If the district takes due advantage of the opportunity now afforded it, there should be a speedy and permanent reduction in the charges, both for raw material and manufactured goods, as the result of which not only will the manufacturer benefit, but also the retailer and customer. A scheme is also mooted for the institution of a motor barge service for the conveyance of manufactured goods more cheaply by water, but it has not been received with much favour

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In referring last month to Hanley's application to the postal authorities to be raised from the position of a sub-office to that of a head post office, we remarked that, in view of the opposition which had been raised, it was hardly likely that any change would be made. Such has proved to be the case, for on January 17 the Town Clerk of Hanley received a letter from the Postmaster-General, stating that "under present circumstances, he did not feel that he would be justified in departing from the decision which had been given by his predecessors on several previous occasions." Mr. Buxton went on to say that "he was informed that schemes were on foot for the amalgamation of some or all of the Pottery towns, and this fact confirmed his opinion that the present time was inopportune for altering the existing arrangements. If such an amalgamation were eventually carried out, he would be prepared to consider whether the district could be given an appropriate postal title to cover the whole area in question." This last remark, of course, has reference to the complaint of Hanley that a considerable portion of its correspondence at present has to be addressed to "Stoke." Although refusing the main application made by Hanley, Mr. Buxton has, however, granted several minor reforms. For instance, it was a greivance with Hanley manufacturers that the postal authorities would not accept prepaid correspondence in bulk at the Hanley office. Mr. Buxton states that he has given instructions for such correspondence to be accepted in future. In various ways, also, he has ordered the name "Hanley" to be substituted for "Stoke" at the town sub-offices in Hanley, and he has given instructions for the postmaster of Stoke to attend for a considerable portion of his time at the Hanley office. All things considered, therefore Hanley's application has been productive of much more benefit to the town than at one time seemed likely to be the case.

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As to the prospective "amalgamation of some or all of the Pottery towns," of which Mr. Buxton speaks in his letter, the flutter which Hanley caused in the local dovecots by her sudden application to be allowed to join in the Stoke-cum-Longton-cum-Fenton scheme has subsided. Bowing to the inevitable, Hanley has withdrawn the memorial which was presented to the Local Government Board, and people are now waiting patiently for the local inquiry to begin. In the meantime, the supporters of this semi-federation scheme have received a set-back from Fenton, which, as the result of a ratepayers' poll taken a fortnight or so ago, has decided by an enormous majority to oppose the amalgamation scheme. Some of the biggest manufacturers in Fenton voted in the minority. Stoke and Longton are still pushing on with their proposal, though the secession of their little neighbour must materially lessen the chances of its ultimate success.

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The annual dinner of the English China Manufacturers' Association has taken place during the past month. It was held at the Crown and Anchor Hotel, Longton, under the presidency of Mr. E. Brain, and was a well attended function. No complaints were heard of bad trade, and the speeches were all very optimistic in tone. Mr. E. Massey drew attention to the fact that if Stoke, Longton, and Fenton were amalgamated the china trade of this country would be brought pretty well "under one umbrella," and the united borough would derive a great advantage from the fact that a great number of workpeople would be kept in the one centre. The breezy oratory of the American Consul, Mr. E. B. Walker, was just as welcome as usual. Mr. Walker was entrusted with the toast of "The China Trade," and he paid an uncommonly handsome tribute to our manufacturers when he declared that "he had never heard any one speak of English earthenware and china with anything but respect," that "in his own country they always regarded the English stamp as the badge of merit," and that "he had never heard an English china manufacturer charged with unfair methods in the pursuit of business." Somebody in the room ventured to ask Mr. Walker to tell them how to get more business with the United States, and the Consul's reply was characteristically American: "Go after it." This is excellent advice, but, in his response to the toast, Mr. H. J. Colclough pointed

out that there were difficulties in the way to prevent most of them following out the precept. As a body, he observed, they were self-made men who had to look personally after their businesses, and many of them could not leave them to go to seek new markets. While they were absent, their businesses might suffer a greater loss than they would be compensated for by the new trade they secured abroad. Mr. Colclough expressed his belief that there was a growing market for English bone china in the United States, and that any amount of trade could be got if one could only go out after it. He also strongly advocated an effort to get Colonial trade in cheaper lines, in which there was now great competition, and urged manufacturers not to fight shy of a market for cheap goods because of the mistaken idea that cheap lines would soil their reputation. The speeches of Mr. S. L. Plant and Mr. Cecil Wedgwood (President of the Chamber of Commerce) were also interesting. During the evening allusion was made to the decision of the Association to increase the selling price of china by 5 per cent. in order to meet the increased cost of material, and an appeal was made to the manufacturers to act unitedly upon the recommendation. In numbers of cases travellers have been able to secure the advance without demur, but I hear that in some of the Lancashire towns, and probably elsewhere too, retailers have received offers to fulfil orders either at the old rates or at an increase of only 2½ per cent. The increase decided upon in the earthenware trade is also, so far as I can gather, being put into effect in a somewhat disjointed manner. Absolute unanimity ought to prevail in such a matter, for the price of manufacturing coal is now a shilling per ton higher than it was in November, and there is no prospect of a decrease before April. Potters' materials have also increased in price, so that, in justice to themselves, the manufacturers have had to increase prices. But unless the increase is loyally adhered to all round, it will soon be rendered ineffective, in which case the manufacturers will be bearing the whole cost of the higher prices of coal and materials out of their own pockets.

The bi-monthly meeting of the N.S. Chamber of Commerce on January 16, like most of the other recent meeings of the Chamber, was excellently attended and full of interest. So long and controversial was the agenda that fully half the business was adjourned, and two special meetings will have to be held to deal with particular resolutions, one relating to Colonial preferential tariffs, and the other involving some rather delicate economic points. A report presented by Mr. R. Jamieson, of the Longton Porcelain Company (who is the assistant secretary of the Chamber, and has charge of the Central Information Bureau recently established at 10, Glebe Buildings, Stoke), showed that capital organisation work was being done. Mr. Jamieson has secured already 19 new members, and between 20 and 30 other firms have signified their intention of joining the Chamber this year. Mr. Jamieson is doing useful work also in other ways. He is compiling information for a discussion with the object of seeing whether something cannot be done to reduce the burden of local taxation. With this end in view, he is at the present moment taking out the rateable value of firms connected with the Chamber. There are 234 members, and the returns furnished, so far, by 181 of them give a total reatable value of £347,958. These figures do not include a large number of the biggest firms, which have not yet sent in the particulars asked for. By the time the work is completed it is anticipated that the total will be well over £400,000, of which those engaged in the pottery trades represent by far the larger part. It stands to reason that the people who pay £200,000 a year in local rates ought to have a bigger voice than they have now in the disbursement of the money. It is a good sign that manufacturers are waking up to an increased sense of their responsibilities in this direction. If they cannot reduce the rates, they can at least do a great deal to ensure that the money is spent in such a manner as to produce the best return. Mr. Geo. Elliot Meakin (J. & G. Meakin, Ltd.) has set a good example by fighting a municipal contest at Hanley, and carrying it through triumphantly. He has already given proof of his mettle in the council chamber, and has weightily influenced debate on several important matters. Mr. Harry Aynsley, J.P., of Longton, is also to be congratulated on having successfully faced the electors, which he did in a by-election at Longton a fortnight ago. Mr. Cecil Wedgwood has definitely pledged himself to fight one of the Hanley Wards next November, and now that the ball has been set rolling so well other manufacturers ought not to be chary in following suit.

The members of the Chamber entered with great heartiness into a discussion concerning the evidence which is to be submitted on their behalf to the Royal Commission on Canals. A draft of the evidence proposed to be given was laid before the meeting, and proved to be an important document. It directed attention to the fact that the Potteries has a large export business, and that the raw materials used in making pottery were seaborne to the Mersey, the district being consequently deeply interested in any scheme for the improvement of the Weaver Navigation or the improvement of the existing canals to the Mersey. In addition to this, as the district does a large amount of business with the whole country, necessitating the carriage of a considerable volume of traffic, it is also no less greatly interested in the improvement of the inland waterways generally. As evidence of the amount of trade done, it was mentioned that 400,000 tons of pottery materials, coal and coke, earthenware and china, iron, minerals, &c., was carried during 1905 on the narrow Trent and Mersey Canal, the bulk of the trafic on which is between the Potteries and the three ports on the Mersey. Having stated these facts, the draft evidence went on to heartily support the suggestion for two main canals across England, one from the Humber to the Severn, and the other from the Thames to the Mersey. Further it was stated: "The Chamber agrees with the suggestion to make a commencement by the extension of the River Weaver to the Birmingham neighbourhood, viâ the Potteries; or even a a smaller scheme, beginning by extending the River Weaver from Winsford to the Potteries—a distance of 20 miles—fully believing that if a canal were constructed which would pass sea-going craft up to 300 tons it would be possible to reduce the cost of transit very considerably. The completion of such a scheme would give a great impetus to the export pottery business and would greatly reduce the cost of importing raw materials. It would, moreover, in all probability lead to a very great development of the coal and iron industry and the brick and tile trades of the district." As to the ways and means of making such an extension, the opinion was expressed that it would be impossible to raise the money, voluntarily for the scheme, and the Chamber was therefore recommended to urge the Government to guarantee the necessary money, and to suggest that any new or improved main canals constructed be under a Government Trust, and the tolls charged merely nominal, so that the manufacturers and traders would receive to some extent similar help to that given in France, Belgium, and Germany.

Finally, in the draft evidence, it was suggested as highly desirable that in the interests of the Potteries district the canal should cease to be owned and worked by the railway company, as, so long as such joint ownership existed, there could be no real competition As already mentioned, the bringing of this draft of the evidence before the Chamber for its final sanction created a lively discussion which was initiated very ably by Mr. John Ridgway, of Bedford Works. Mr. Ridgway opposed the confirmation of the draft, contending that the extension of the canal system would be costly to the ratepayers, that the engineering difficulties were almost insuperable, that the Government ought not to interfere so as to discourage private enterprise in the matter of carriage, and that the seriousness of the cost of carriage might be most effectually met by imposing an import duty on German and other foreign goods which are carried below cost. Various arguments were put forth by other speakers, but the main fact which seemed to weigh with the meeting was this, that, only 20 miles away from the Potteries, there is a magnificent waterway (the Weaver Navigation) to the sea. If this could only be improved, brought under public control, and extended to the Potteries, if not still further, was not that an ideal worth working for? The meeting thought so, at any rate, and, by an overwhelming vote, it decided to confirm the draft before them, so that the evidence will now go before the Commission in the form quoted.

A word of congratulation must be offered to one of Longton's prominent china manufacturers, Mr. A. B. Jones, on his appointment as an alderman on Jan. 3. Mr. Jones's experience of things municipal is, one would think, unique. Less than fifteen months ago, although he was not a member of the Longton Council, and had no inside knowledge of things municipal, he was elected mayor of the town in the most hearty and cordial fashion. At the end of his year of office the Council was loth to lose his service, and induced him to allow himself to be nominated for a seat on the Corporation. Thus, on November 1, 1906, Mr. Jones found himself a councillor. And now he is an alderman. Mayor, councillor, and alderman, all within a year and three months, is something quite out of the ordinary, and Mr. Jones has indeed cause to be proud of his civic record. A word as to another of Longton's old standard bearers, also a china manufacturer—Mr. H. M. Williamson, J.P. It is stated that Mr. Williamson is about to give up his public work, and if that be the case nobody will begrudge him his retirement, for next October he will reach the age of four score years. I believe I am right in saying that Mr. Williamson has taken no active part in manufacturing for a considerable time, but his public work has been arduous. For 18 years he has discharged the duties of a County Councillor, and for several years he has been Chairman of the Stoke Board of Guardians. It is believed that he contemplates resigning his position on both those bodies, the reason being that his advanced years compel him to seek rest from some of the public work in which he has been for so long engaged. In most respects Mr. Williamson remains hale, happy, and hearty, carrying with him cheerfulness and joviality wherever he goes, though a form of neuralgia, from which it is to be hoped he will soon recover, has caused him much suffering of late.

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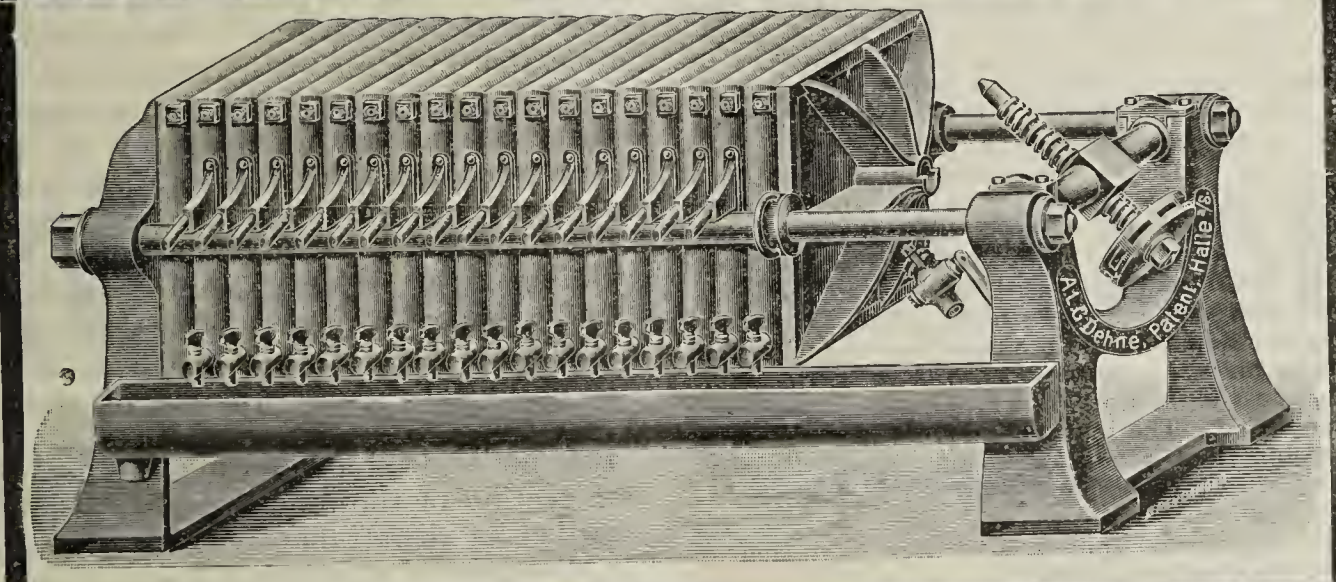
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Like Alderman A. B. Jones, he can boast of a remarkable civic record, for he was elected Mayor of Longton within twelve months of joining he Town Council, in 1884, and he was again appointed to the mayoralty two years ago, when he was in his 78th year. On two separate occasions he has been elected an alderman of the Longton Council. Whilst holding that office on the first occasion, he resigned, but after a short interval he returned to the Council as a councillor, to be once more raised, at a subsequent date, to the aldermanic bench.

Illness has been very prevalent of late among prominent gentlemen in the potting trade. The serious illness of Mr. Thos. Forester, J.P., has caused much regret. Mr. Forester is the head of the firm of Thos. Forester & Sons, Ltd., Phœnix and Blyth Potteries, Longton. In the beginning of the year he underwent a critical operation at the hands of a famous Glasgow specialist, and the latest news is that he is making satisfactory progress towards recovery. Alderman Aaron Edwards, J.P., of Cartwright & Edwards, Borough Works, Longton, has also been laid aside for a lengthy spell by a nasty attack of illness, but is now convalescent. Both Mr. Forester and Mr. Edwards are 75 years of age, and are accounted among the veterans of the trade. They have a host of friends, who will wish them a speedy and entire recovery. A week or two ago Mr. Wilfrid Shirley, of J. & H. B. Shirley, potters' bone merchants, Etruria (son of Alderman Jesse Shirley, J.P.), was stricken down with appendicitis, and for some days his condition gave rise to the greatest anxiety. He, too, is now slowly convalescing. We have all heard with sincere regret, also, of the serious breakdown in the health of Mr. Rawdon Smith, the managing director of Craven, Dunnill & Co., Ltd., Jackfield Pottery. Mr. Rawdon Smith has a very warm place in the hearts of North Staffordshire potters. Though his works is somewhat distant, yet he is so often here, and takes so conspicuous a part in matters affecting the interests of the potting trade, that he is as familiar a figure as almost any of the public men of the Potteries. That he may speedily be restored to robust health is the sincere hope of his many friends.

The annual distribution of prizes in connection with the Wedgwood Institute, Burslem, took place on January 24, and was rendered memorable from the presence of Sir James Fleming, the eminent Scottish potter, who distributed the prizes, and made an excellent speech on the subject of technical education, showing how much England has yet to learn from Scotland in educational matters. Sir James Fleming is a member of the firm of Cochrane & Fleming, of Glasgow, but he has close ties with North Staffordshire as well, his son being a member of the firm of W. H. Grindley & Co., Woodland Pottery, Tunstall. The new Art School for Burslem will be completed this year, and the opening ceremony will probably be performed by the Duchess of Sutherland. We are informed, also, that an important move forward in the matter of the Potting and Mining Institute at Stoke will shortly be announced. A great part of the money required is in hand, and building cannot now be long delayed. The plans of the building are under consideration.

The smaller works of the Empire Porcelain Co., Stoke-road, Hanley, was the scene, on the night of Friday, January 18, of a disastrous fire, which broke out in some warehouses in the centre of the commodious building stretching from Newlands-street to Elgin-street. The flames had got a firm hold before the outbreak was discovered, and although the Hanley, Stoke and North Stafford Railway brigades worked most energetically, there was a great conflagration, which ended in the central portion of the premises being burned to the ground. The two wings of the building were saved, but the damage will probably be well over £5,000, which is covered by insurance. A number of hands have been thrown idle as the result of the fire, but employment has been found for as many of them as possible at the larger works of the company adjacent, pending the rebuilding of the premises destroyed. Such arrangements have been made by the company as will reduce the interruption of business to a minimun. The cause of the outbreak is a complete mystery. The manufactory of A. E. Jones & Co., High-street, Longton, had a narrow escape recently. Heat from a glost oven set fire to the floor and partition of the mould-makers' shop, but happily the outbreak was discovered in its incipient stage, and the fire brigade put it out before more than a few pounds' worth damage had been done.

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Through the tales that quacks have told
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It would be surprising.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE forecast given in the January issue with regard to the Christmas and New Year trade in the retail departments of the industry was fully justified in the event. The turnover would certainly have been even more favourable but for the extreme severity of the weather, beginning on Christmas Eve and continuing more or less until after the New Year had completed its first week. On a review, it is found that the special business fell, if anything, short of the poor results of 1905-1906 over the country generally, with a difference for Glasgow and the Clydeside towns in that the dulness was accentuated by the still lingering effects of the strike in the shipbuilding industry. This, however, was no more than was looked for, and if there was some regret there was no real disappointment. January, as a whole, has been a very quiet time in all the retail houses ; but even in the really fat years this is the usual characteristic of the month, after the New Year's transient push has ended.

The slackness of the wholesale merchants has been still more marked, for their share of the end-of-the-year trade is always well over a week or two before December 31 arrives. A good many of these wholesale houses have been experiencing activity of another sort than booking and fulfilling orders, this being the annual stocktaking, for which the quietness of business gives an opportunity. In fact, for this department of the industry there is usually no return of anything like activity till March, February also being a month of resting, though in good years the spring trade then begins.

The principal event in the trade during January has turned out to be the advance in prices referred to in our last report as being in prospect. The advance has been realised rather earlier than was expected, most of the makers concerned having sent out their notices before the middle of the month. The goods chiefly affected are the white ware section—dinner services, &c.—and glass. The chief cause of the advance is, of course, the high values of coal, of which indispensable material the manufacturing industry consumes very large quantities. The rise is a substantial one, $8\frac{1}{3}$ per cent. being the figure in the main lines ; there are differences, however, and the range, generally stated, may be put as from 5 to 10 per cent. Concurrent with this advance in earthenware and glass is the notification by some of the china firms of a rise of 5 per cent. in that section ; but the movement here is not so general as in the others, many of the firms having as yet issued no notices at all. These increases on first costs have been inevitable, but the first effect on the retail or distributive trade will no doubt take the shape of a certain curtailment of orders, thereby further adding to the already existing slowness of movement. This, however, should soon pass away if 1907, as it progresses, brings with it anything like a stimulus for the general industries of the country.

It is not understood in the trade here that the Rockingham section of the industry will be affected, and that is regarded as regrettable, perhaps, for some corrective in the direction of a quieting down of mischievous rivalry and of reformation generally has long been needed. So low cut has it been, that with the advance in the costs of manufacture makers have been nearing the mark of working for no profit at all, if not actually touching that of working at a positive loss. Reformation in this respect lies with the makers themselves ; there is no necessity for excessive cutting operating upon them from outside. As a contrast with this, the jam pot section is prominent,

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being moderately satisfactory from the profit point of view, and also from that of the bulk of the demand falling in on the makers. The latter are now fairly busy making stock for future needs.

A Report on the Glass and Earthenware Trades in 1906.

From the "Glasgow Herald's" review of the state of trade in various industries in 1906 we extract the following :—

Flint Glass.—Not so many hands are employed in this trade in Glasgow or Edinburgh as at this time last year, nor has the trade increased in England during the past year. Foreign competition is as keen as ever, caused by the "dumping" process of Continental and American manufactures. At one time a large market for British cut glass was found in the United States, but, owing to the high tariff of 60 per cent., our manufacturers are shut out of that market entirely, and a large quantity of what appears to be heavy richly-cut bowls, decanters, and whisky bottles are imported from America. These are blown in iron moulds by compressed air, which leaves a pattern impressed on the article, which is smoothed over on the cutter's stone and acid polished. This, of course, is not cut glass in the sense of the word, but is often sold as such, at far below the prices the British workman would want for cutting a pattern of the same discription. They make in large quantities, get a big price in their own market, and "dump" the rest at about cost price in Britain. But in the United States there is to an extent a prejudice against this kind of so-called cut glassware, owing to its brittleness from unexplainable causes, which is accountable for so many turning from cut glass to engraved rock crystal and intaglio. Good lead glass, made and cut by British cut-glass manufacturers of high repute, is strong enough to resist the ordinary wear and tear of generations. This industry once flourished in Glasgow and the Midlands of England, and there is some satisfaction left to us in the knowledge that even now there are manufacturers who still stand pre-eminent in the production of cut glass of the finest quality and artistic patterns; but the common trade has dwindled to a hopeless state, and is being displaced in favour of foreign-made goods. The success of this foreign competition is asserted to be due to restrictions put upon the men by their Union. Few trade unions have exercised such control over their members as the Flint glass Makers' Union. With the same privileges and advantages in the trades union and tariff as America had manufacturers could be as busy in this country as they are in America at the present time, but unfortunately many of our artisans are leaving the country for the States, where they are receiving a much higher rate of wages and permanent employment. Such is the state of the British glass trade. Men who have learned the art of glass making are forced out of their trade by the "dumping" of the over-production of foreign countries. The trade in this country is also greatly restricted regarding the employing of young labour, also female labour, as to the age and hours they shall work by the Factory Acts, which are no doubt very advantageous to the employees; they are protected by the Employers' Liability Act, which is a very good one, but, seeing that the law protects the operators, it should also to some extent protect the manufacturers against unfair trading. The glass trade has been very quiet during the past year in Glasgow, the Midlands, and in the Stourbridge district. Workers have not been fully employed, furnaces standing idle, and many hands out of employment.

Earthenware.—The demands for earthenware during 1906 has, on the whole, been better than for some time previously, and a firmer feeling is gradually pervading the trade. Prices were at a low ebb at the commencement of the year, and all that can really be said is that during the year there was no further yielding to the pressure for further reductions. During the latter half of the period under review various of the materials that enter into the manufactury of earthenware have increased in price—some of them to a serious extent—and these have in the aggregate added decidedly to the cost of production. This created a strong feeling amongst the manufacturers that something must be got in the way of increased prices, if only to meet this addition to their costs, quite apart from the fact that prices were too low before. A movement in this direction has already assumed some definiteness in the Staffordshire pottery district, and should the demand keep as steady as it is now this advance in prices is bound to be carried through successfully, not only in Staffordshire, but in Scotland as well—indeed, it will be general throughout the country. There is a decidedly hopeful feeling pervading the trade with regard to 1907.

Unmanufactured Clay to the value of £66,991, and weighing 60,340 tons, was exported from the United Kingdom during September last. The export for the nine months ending September was 459,171 tons, valued at £496,804. Both for the month and for the nine months the figures show a steady increase.

The Gazette.

Dissolutions of Partnership.

Note.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

Bailey Peter & Sons (George Henry Bailey and Charles Allen Bailey), Heaton Mersey, potters and brickmakers. Nov. 30. Debts by G. H. Bailey, who continues. (Jan. 15.)

Barnacle Hall Brick and Tile and Terra Cotta Co. (Joseph Simpson, John Williamson, and John Wm. Liddell), Barnacle Hall Brickworks, near Shilton, brick and tile makers, terra-cotta manufacturers, and sand merchants. Dec. 31. Debts by J. Williamson and J. W. Liddell, who continue. (Jan. 4.)

Clements & Sons (Thos. Wm. Clements, Frank Petvin Clements, and Frederick Wm. Clements), Yeovil, china and glass dealers, &c. June 23, 1906. Debts by F. P. and F. W. Clements, who continue. (Jan. 1.)

Gibson Thomas & Sons (Thomas Gibson, Richard Wright Gibson, Hugh Gibson, and Wm. Roland Gibson), 49, Chapel-street, and 34, London-street, Southport, glass and china dealers. Dec. 8. Debts by H. and W. R. Gibson, who continue. (Jan. 1.)

Machin A. & Co. (Edwin Thomas Thorley and Lloyd Davies), Chancery-lane Works, Longton, china decorators. Dec. 31. Debts by E. T. Thorley. (Jan. 15.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

Cape Glass Co., Ltd. Meeting, 29, Essex-street, Strand, W.C., Feb. 4, for an account of the winding up.

London Victoria Tile Co., Ltd. Resolved Nov. 28:—That the company be wound up. J. H. Gladstone, 3, Coleman-street, E.C., C.A., liqr.

The Mosaic Workers' Co-operative Society, Ltd., manufacturers of floorings, mural decorations, and glass mosaic. 8, Upper Chadwell-street, Myddelton-square, E.C. Under a winding up order made against this society in November last, the Official Receiver has now issued to creditors the usual summary of the statement of affairs, together with his observations upon the case. The statement of affairs shows liabilities £224, estimated assets £153, and a total deficiency of £575 with regard to the shareholders. The Official Receiver reports that the society was registered in Dec., 1903, and 757 shares of £1 each had been issued. It carried on business until Sept., 1905, and, according to a trading account prepared at that date, the society had earned a sum of £3,536 for work done, and had paid for materials, &c., £3,718, thus incurring a trading loss of £182. The failure of the society is attributed by some of the officers to a trading loss incurred in 1903, and to bad debts.

Notice of Intended Dividend.

Duxbury Thomas, 7, Manor-street, Bridlington, and Waterhouse-lane, Scarborough, glass dealer, &c. Claims to D. S. Mackay, Scarborough, O.R.

Notice of Dividend.

Gee Thomas, 361, Coventry-road, Birmingham, china and glass dealer. First and final, of 1s. 5d., at Ruskin-chambers, 191, Corporation-street, Birmingham.

Trustees Appointed, Meetings, &c.

M'Millan John & Co., Rothes, china merchants. Tr., J. R. Stewart, Elgin, to whom claims by March 7. Meeting, Sheriff Court, Elgin, March 28.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—Eds. *P. G.*)

Clarke Edward (? Ernest), trading as E. A. Clarke, 62, Saville-street, North Shields, 75 and 79A, High-street, Wallsend, and the Grand Parade, Tynemouth, glass, china, and hardware merchant. Dated, Jan. 12. Filed, Jan. 19. Liabilities unsecured, £483 14s. 11d. Property, after deducting secured claims, £143 4s. 9d. Tr., R. Chapman, Barrington-street, South Shields. The following are creditors:—Faudels, London, £19; Jonas Lang & Co., London,

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£41; L. H. Simon Bros., London, £49; Everton & Wilson & Lovett, Walding & Co., Birmingham, £24; Daniel & Arter, Birmingham, £26; Mrs. Gunn, Blaydon-on-Tyne, £10; J. Sadler & Sons, Burslem, £14; Royal Crown Pottery Co., Hanley, £10; J. W. Beswick, Longton, £46; Hildesheimer & Co., Ltd., Manchester, £16; Rylands & Sons, Ltd., Manchester, £15; Francis & Sons, Newcastle-on-Tyne, £35; R. Collins, North Shields, £14; H. Barnascone & Sons, Sheffield, £29; Kirkland & Co., Stoke-on-Trent, £15; Sargeant, Turner & Sons, Ltd., Stourbridge, £18.

HOLDCROFT ARTHUR, Hanover-street Pottery, Hanover-street, and residing at 3, Maddock-street, Burslem, jet and rockingham manufacturer. Dated, Jan. 7. Filed, Jan. 14. Liabilities unsecured, £678 6s. 3d. Property, after deducting secured claims, £131 2s. 6d. Tr., R. E. Clark, Hanley. Secured creditors, £372. The following are creditors:—C. Hare & Co., Bristol, £26; Sneyd Collieries, Ltd., Burslem, £101; T. Arrowsmith & Sons, Burslem, £12; W. Kent, Burslem, £85; A. H. Baker, Burslem, £17; Alcock & Abberley, Burslem, £16; J. Bowden (exors. of), Burslem, £33; Clemenson Bros., Hanley, £15; A. Woodward, Longton, £23; P. Birchall, Tunstall, £16; bankers' claims, £346.

LIVESEY JOHN, Great Shaw-street, Preston, glass and china dealer. Dated, Dec. 21. Filed, Dec. 28. Liabilities unsecured, £316 15s. 5d. Property, after deducting secured claims, £47 9s. 7d. Tr., J. Todd, 3, Winckley-square, Preston. The following are creditors:—E. Enderlein, London, £59; R. Johnston & Co., London, £37; E. Harrison, Blackburn, £36; Goodman & Adams, Burton-on-Trent, £10; D. Methven & Sons, Kirkcaldy, £16; A. Cain (c.o., &c.), Preston, £11; J. Harwood, Preston, £45; J. Bamber, Preston, £16.

ROWBOTHAM SARAH and EDWARD ROWBOTHAM, trading as W. White Rowbotham, 113A, High-street, and residing at 3, Tower-street, Stockton-on-Tees, glass merchants, &e. Dated, Jan. 10. Filed, Jan. 17. Liabilities unsecured, £320 17s. 11d. Property, after deducting secured claims, £171 10s. Tr., W. Harland, 40, High-street, Stockton-on-Tees. The following are creditors:—Jonas Lang & Co., London, £61; C. J. Dams & Co., London, £41; C. H. Moody & Co., London, £12; J. G. Van Weede, London, £30; T. Ferry & Sons, Gateshead, £23; J. G. Wright, Newcastle-on-Tyne, £45; R. Rowbotham, Southport, £52; Ayre's Quay Bottle Co., Sunderland, £22.

Private Meeting.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

CATHCART JAMES, china merchant, 2, Lennox-place, Dalmuir. Prefcrential creditors, £27 19s. 11d. Liabilities, £55 8s. 9d. Assets (after deducting preferential claims), £2 0s. 1d. Showing an apparent dividend of 9d. per £, or thereby, subject to expenses. At the meeting of creditors herein held on Dec. 17 it was resolved to have the estate wound up under a trust deed.

Bankruptcy Proceedings.

BOYSON WM., 17, Warrington-road, Platt-bridge, Hindley, earthenware dealer. R.O., Jan. 2. First meeting, 19, Exchange-street, Bolton, Jan. 16. Exam., C.C. Wigan, Feb. 12. Adj., Jan. 2.

BRYANT Joseph Charles (trading as J. Bryant & Co.), 120 and 122, Bermondsey-street, S.E., glass merchant. R.O., Jan. 8. First meeting, B.C., Jan. 22. Exam., B.C., Feb. 20. The statutory first meeting of creditors under this failure was held on January 22, at the London Bankruptcy Court, Mr. W. P. Bowyer, Assistant Receiver, presiding. The receiving order was made on Jan. 8 upon the petition of trustees of the estate of Moores de Saulles & Co., the act of bankruptcy being the debtor's non-compliance with the requirements of a statutory bankruptcy notice. The chairman reported that, according to the debtor's statements, he began business as above nine or ten years ago with a capital of £100. He also borrowed £400, but had repaid that amount. He had filed a statement of affairs showing liabilities £614 16s. 8d., and estimated assets £35. subject to preferential claims amounting to £26 15s. A deficiency of £574 11s. 8d. was accordingly disclosed. As to the household furniture, which was said to belong to the debtor's wife, the debtor stated that she had purchased it out of her earnings. There was no proposal before the meeting, and the debtor consented to an order of adjudication. The case, being a summary one, remained, in the absence of any resolution, in the hands of the Official Receiver as trustee for summary administration. The public examination is appointed for February 20. Appended is a list of the principal creditors:—Bullock & Co., London, £28; Corner & Co., London, £40; J. Harradine, London, £20; Ide & Co., London, £12; Ihlee & Sankey, London, £15 10s.; Koempf & Tempel, London, £23; Lobenthal & Co., London, £22; Measures & Co., London, £23; Moore de Saulles & Co., London, £92 12s. 8d.; Nathan & Co., Ltd., London, £51 3s.; Nickols & Clarke, London, £36; Philcox, London, £16; C. B. Wright, High Halden, £130; Angel & Son, London, £10; Stayner, London, £10. Partly secured—Bryant, Mrs. A., London, £44 (security valued at £15). Prefcrential—Tax, £17.

CUNNINGHAM CHARLES, 3, Temperance-row, Wheeler-street, Hull, crockery dealer. R.O., Dec. 17. First meeting, O.R.'s, Hull, Jan. 5. Exam., C.C. Hull, Jan. 21 at 2. Adj., Dec. 17.

ENGLAND THOMAS HAYDN, 92, High-street, Merthyr Tydfil, china dealer. R.O., Dec. 18. First meeting, Townhall, Merthyr Tydfil, Jan. 3. Exam., Townhall, Merthyr Tydfil, Feb. 6. Adj., Dec. 18. In this case the first meeting of the creditors was held last month at the Law Society's room, Townhall, Merthyr Tydfil. The unsecured liabilities were stated at £1,041 19s. 6d., and the deficiency £949 odd, the latter being ascribed to bad trade, keen competition, ill-health, pressure by creditors, and loss of nearly £200 by the death of horses.

HUMBERSTONE JOHN, trading as John Humberstone & Sons (? Son), 59, Church-street, Edgware-road, late 254, High-road, Willesden-green, glass and china dealer. R.O., Jan. 16. First meeting, B.C., Jan. 30. Exam., B.C., Feb. 28. Adj., Jan. 16.

O'NEILL SADIE J. (spinster), trading as O'Neill & Co., 61, Castle-street, Belfast, china merchant. Sitting, County Court-house, Belfast, Jan. 16, for the proof and admission of debts. O.A., R. S. Grainger, 86, Donegall-street, Belfast. Sol., S. Ross, 10, Arthur-street, Belfast.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

BED PAN, No. 818.—J. F. Holloway and EllenHolloway. Improved bed pan. Jan. 12, 1907.

BED PANS, No. 29,009.—Elizabeth Beardley. Improvements in or relating to bedpans. Dec. 19, 1906.

BIN CASE.—C. W. Hughes and W. H. Chaplain & Co., Ltd. Improved bin case for holding and conveying sealed bottles. January 11, 1907.

BOTTLES, No. 28,788.—A. Fuchs. Improvements in bottles. December 17. 1906.

CERAMIC ARTICLES, No. 29,531.—H. B. Hancock. Novel or improved construction of ceramic, glass, porcelain, stoneware, cement, terra-cotta, and other articles. Dec. 28, 1906.

COMBINED BATHS AND BASINS, No. 470.—F. Melton. Improvements in baths and washhand basins combined. Jan. 8, 1907

CONVEYING GLASSWARE, No. 28,607.—H. H. Lake (Heyl & Patterson (Incorporated), United States). Improvements in apparatus for conveying glassware to leers. Dec. 14, 1906.

DRAWING GLASS ARTICLES, No. 147.—O. Imray (Window Glass Machine Co., United States). Improved method of drawing hollow glass articles and apparatus therefor. Jan. 2, 1907.

FIREPROOF CLAY, No. 547.—B. Kuntz. Self-glazing fireproof clay. Jan. 8, 1907.

GLASS, No. 120.—F. A. Lindemann. Improvements in or relating to glass or vitreous substances and the production thereof. Jan. 2, 1907.

GLASS FURNACES, No. 29,427.—C. Mayer. Improvements in furnaces for burning glass, porcelain, majolica, stone-ware and like articles. (Date applied for under Patents Act, 1901, December 29, 1905.)

GLASS HEADS, No. 29,154.—H. F. Neuss. Improvements in appliances for use in the manufacture or production of glass heads or knobs of pins or analogous articles. Dec. 21, 1906.

HOT-WATER BOTTLES, No. 696.—Jenny L. Salt. Improvements in and in connection with hot-water bottles. Jan. 10, 1907.

JOINT FOR STONEWARE, No. 477.—J. Perks. New or improved joint for stoneware and other pipes and the like. Jan. 8, 1907.

KILNS, No. 28,226.—Anna M. Chmelewski, née Gustin. Improvements in kilns. Dec. 11, 1906.

KILNS, No. 28,297.—A. Meakin, Ltd., and W. Jackson. Improvements in or connected with kilns for firing or drying ceramic and similar wares. Dec. 13, 1906.

KILNS, No. 820.—E. Turner, J. B. Ashwell and Jessie C. Hollins, trading as Minton, Hollins & Co. Novel or improved construction of kilns for baking, hardening-on or otherwise fitting tiles and other articles of earthenware, china, or like material and tubular blocks or bricks therefor. Jan. 12, 1907.

MANUFACTURE OF BOTTLES, No. 734.—F. Page. Improvements in the manufacture of bottles. Jan. 11, 1907.

MANUFACTURING COCKS, No. 717.—O. Hoffman. Improved process and apparatus for manufacturing cocks and the like from ceramic material. Jan. 10, 1907.

MILK JUGS, No. 28,643.—Bessie Taylor. Improvements in and relating to milk jugs. Dec. 15, 1906.

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France.—H. Mulotte & Cie, 14, Rue de Paradis, Paris.
Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co.(Mr. A. E. Potts),Sydney & Wellington
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Catalogue on application.

PRODUCING PLASTIC COMPOSITION, No. 28,468.—H. Schudt. Method of producing plastic composition. Dec. 13, 1906.

"SCOURING" CERAMIC-WARE, No. 29,254.—C. F. Bailey and T. H. Wainford. Novel or improved method of and machines or apparatus for use in "scouring" ceramic-ware. December 22, 1906.

TILE FRAMES, No. 29,239.—D. Campbell and R. Galloway. Improvements in and relating to cast metal frames for containing decorative tiles. Dec. 22, 1906.

TOILET SUITES, No. 29,190.—A. E. Manby. Improved safety lock up toilet suite. Dec. 21, 1906.

Specifications Published.

1905.

26,073.—Rawson. Construction of cupels for assay purposes and trays employed therewith.

1906.

8,040.—Walker & Martin. Bottles and similar vessels intended to contain poisonous substances.
17,125.—Douglass. Face bathing basins.
12,995.—Long & Standard Optical Co. Machines for grinding the surface of lenses.
20,507.—Menzel. Process of and apparatus for drawing window or plate glass.
20,905.—Whitmore & Poole. Bottle.
22,850.—Redl. Process of manufacturing glass ware.
8,678.—Clowes. Bottles and the like.
16,698.—Offenbacher. Form of glass slab of plate for glazing roofs and the like. (Date applied for under International Convention, July 24, 1905.)
19,119.—Rembaux. Tables for casting glass.
75.—Crotch & Walz. Production of glass mosaic.
3,353A.—Sankey. Manufacture of silica, cement, crucibles, and other articles. (Date applied for under Rule 5. Patents Rules 1905, Feb. 12, 1906.)
4,341.—Adams. Urinals.
9,731.—Garsed. Jugs, water bottles, and other like vessels, for containing liquids.
12,052.—Duffield. Bottle moulds. (Date applied for under International Convention, May 25, 1905.)
16,165.—Jonkergouw & Destrez. Manufacture of glass articles. (Date applied for under International Convention, April 11, 1906.)
18,240.—Soper. Straining device for bottles and like vessels.
24,801.—Pitt. Bottles. (Date applied for under International Convention, March 20, 1906.)

Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement."

491,164.—Doulton & Co., Ltd., Lambeth Pottery, S.E.
491,558-9.—Taylor, Tunnicliff & Co., Ltd., Eastwood, Hanley.
491,837.—United States Glass Co., 55, Farringdon St., E.C.
491,137.—Pilkington's Tile and Pottery Co., Ltd., Clifton.
491,896.—T. A. Simpson & Co., Ltd., Furlong Tile Works, Burslem.
491,897.—Beatson & Co., Glass Works, Rotherham.
491,908-9.—M. Emmanuel & Co., 41 & 42, Shoe Lane, E.C.
491,993-4.—G. Helps, Izone Croft, Ansley, Atherstone.
491,995.—Naylor Bros., Denby Dale, near Huddersfield.
491,996.—A. Morrell, Ltd., Olive Works, Redditch.
492,005.—Rheinische Glashuetton, Koeln-Ehrenfeld, Germany.
492,051-2.—Cunningham and De Fourier Co., Ltd., 40, West India Dock Road, London, E.
492,145-6.—Bishop & Stonier, Hanley.
492,161.—A. Emanuel & Sons, Ltd., 13, George St., W.
491,455.—Rouse & Co., 12, Wigmore St., W.
491,898-900.—Corn Bros., Ltd., Albert Street, Tunstall.
491,969.—H. J. Stockford, 102, Great Portland St., W.
491,997.—Crown Staffordshire Porcelain Co., Ltd., Fenton.
492,243.—Pilkington's Tile and Pottery Co., Ltd., Clifton.
492,243.—Saunders & Shepherd, Ltd., 58—61, Fetter Lane, E.C.
492,244.—J. Walsh Walsh, Lodge Road, Birmingham.
492,293.—M. Emanuel & Co., 41—2, Shoe Lane, E.C.
492,313-9.—Henry Richard Tile Co., Tunstall.
492,320.—B. Schomann, 18, Rugby Chambers, Chapel St., W.C.
492,399.—G. A. Lloyd, 101, Upper Parliament St., Liverpool.
492,400.—Sandlands, Ltd., Litchfield Pottery, Hanley.
492,468-70.—M. Kray & Co., 7, Boekhstrasse, Berlin.
492,633-6.—Pilkington's Tile and Pottery Co., Ltd., Clifton Jn.
492,720.—Henry Richards Tile Co., Tunstall.
492,726.—Weiss & Biheller, 70, 71, Chiswell St., E.C.
491,743.—W. Poulton, Hillingdon, Reading and S. Turton. Brunswick Hill, Reading.
491,901.—J. Clews, The Fields Avenue, Alsagar.
492,473.—Noye & Co., Dunston House, Mincing Lane, E.C.
492,537.—Thos. Forester & Jons, Ltd., Phœnix Works, Longton.
492,809-10.—M. Stolle, 19, City Road, E.C.
492,914.—Cauldon (Brown-Westhead, Moore & Co., Ltd.), Stoke-on-Trent.
492,973.—W. H. Hadfield, Daisyfield, Linden Avenue, Altrincham,
492,974-6.—Rhodes Tile Co., Ltd., Reginald Street Works, Burslem,
493,073-4.—Pilkingtons Tile and Pottery Co., Ltd., Clifton Jn.
492,923-4.—M. Stolle, 19, City Road, E.C.
493,080.—T. Webb & Corbett, Ltd., Tutbury.
493,091.—Edwards & Son, Hadderidge Pottery, Burslem.
493,236.—Naylor Bros., Denby Dale, near Huddersfield.
293,247-8.—Burgess & Leigh, Middleport Pottery, Burslem.
493,287.—W. T. Copeland & Sons, 3, High St., Stoke-upon-Trent.
493,288.—Thos. Forester & Sons, Ltd., Longton.

LATEST COMPLETE SPECIFICATION.

Manufacturing Glass Ware.—Rudolf Redl, No. 8, Neustädter-strasse, Bischofswerda, Saxony, claims:—(1) The process of coating glass with one or more glass films of any desired colour or colours, in which the film or films are produced by reducing a suitable vitreous mass to a finely divided state, converting the powder into a paste, distributing the latter in cold condition over the foundation and melting the deposit in a furnace or the like, substantially as described. (2) A process as claimed in Claim 1, in which the finely divided pasty mass is deposited on the foundation by means of suitable blowing apparatus, substantially as described. (3) The process of manufacturing glass articles with one or more films of any desired colour or colours, substantially as hereinbefore set forth.

New Foreign Patents.

United States Patents.

636,991.—J. J. Power, Pittsburg, Pa. Apparatus for making glass articles.
836,731.—W. O. Amsler, Pittsburg, Pa. Glass-melting furnace.
837,400.—W. R. Jones and C. E. Blue, Wheeling, W. Va. Machine for making glass insulators.
838,427.—S. O. Larkins, Roland Park, Md. Kiln-heating apparatus.
838,768.—R. D. Brown, Muncle, Ind. Glass-gathering machine.
838,875.—L. N. Loveland, Mannington, W. Glass-pressing apparatus.
838,889.—W. T. Nicholls, Wellsburg, W. Va. Manufacturo of glass tiles.
839,053.—E. Woodruff, Toledo, Ohio. Method of making light-edged pressed glassware.
839,421.—A. Raspillaire, Morgantown, W. Va. Machine for making glass articles.
839,220.—J. R. Speer, Pittsburg, and G. H. Harvey, Glenfield, Pa. Apparatus for manufacturing glass.
839,187.—W. B. Norton, Detroit, Mich. Process of ornamenting hot glass or metal.
839,724.—W. Buttler, Indianapolis, Ind. Method of polishig glass plates.

COMPLETE SPECIFICATION.

Mining and Washing Clay, Kaolin, &c.—M. Wanner, New York, N.Y. (U.S. Patent.)—The process consists in disintegrating the deposit by means of a series of water columns under pressure carried through the overburden and projected against the deposit maintaining water pressure in the cavity formed in the deposit, conveying the fine material disintegrated by the water columns to the surface of the return flow of the water in the escape from said cavity, the several water columns being so located relative to each other that the series of excavations made by them in the deposit will be of such area and so located as to permit uniform subsidence of the superposed deposit without producing material rupture of or fissures in it.

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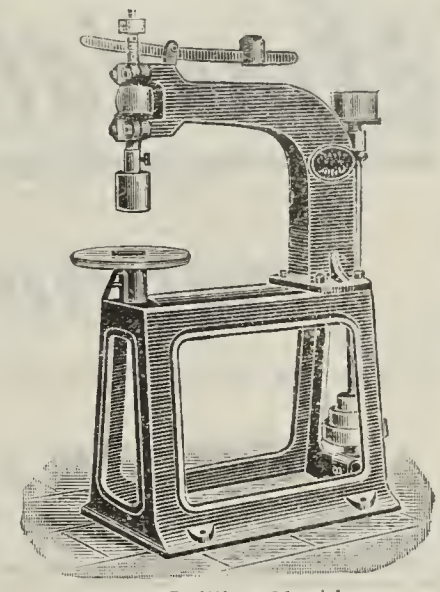
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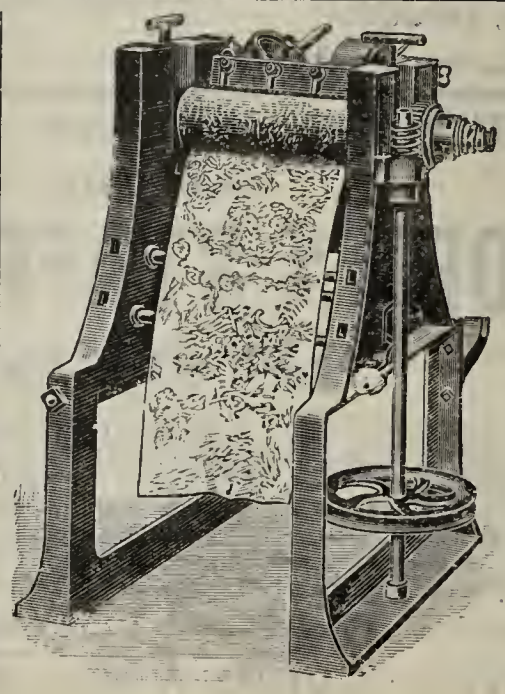
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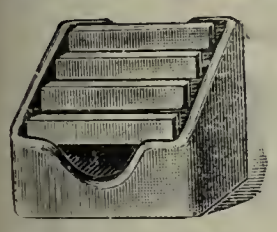
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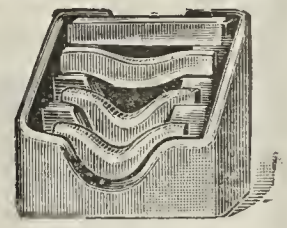


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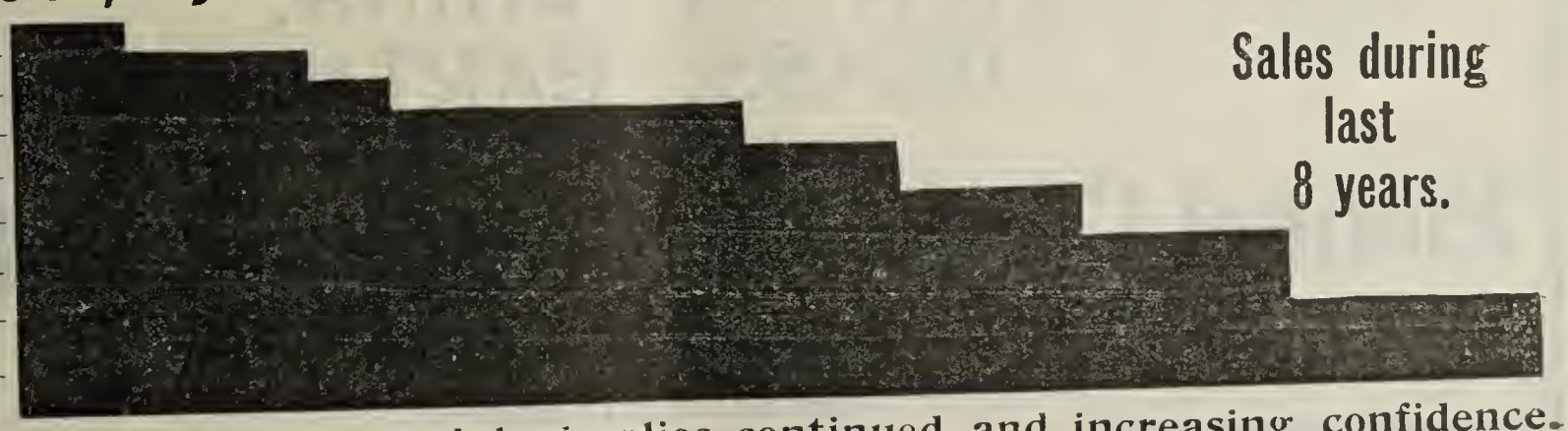
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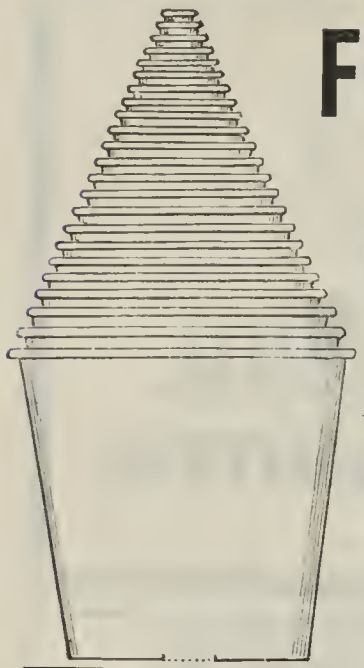
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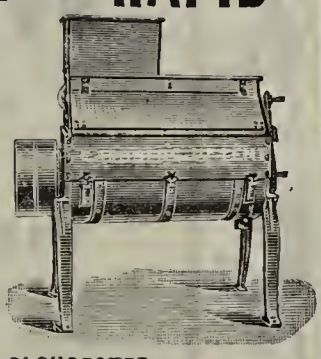
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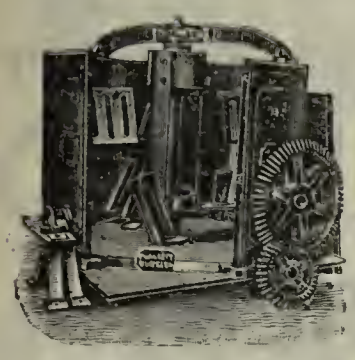
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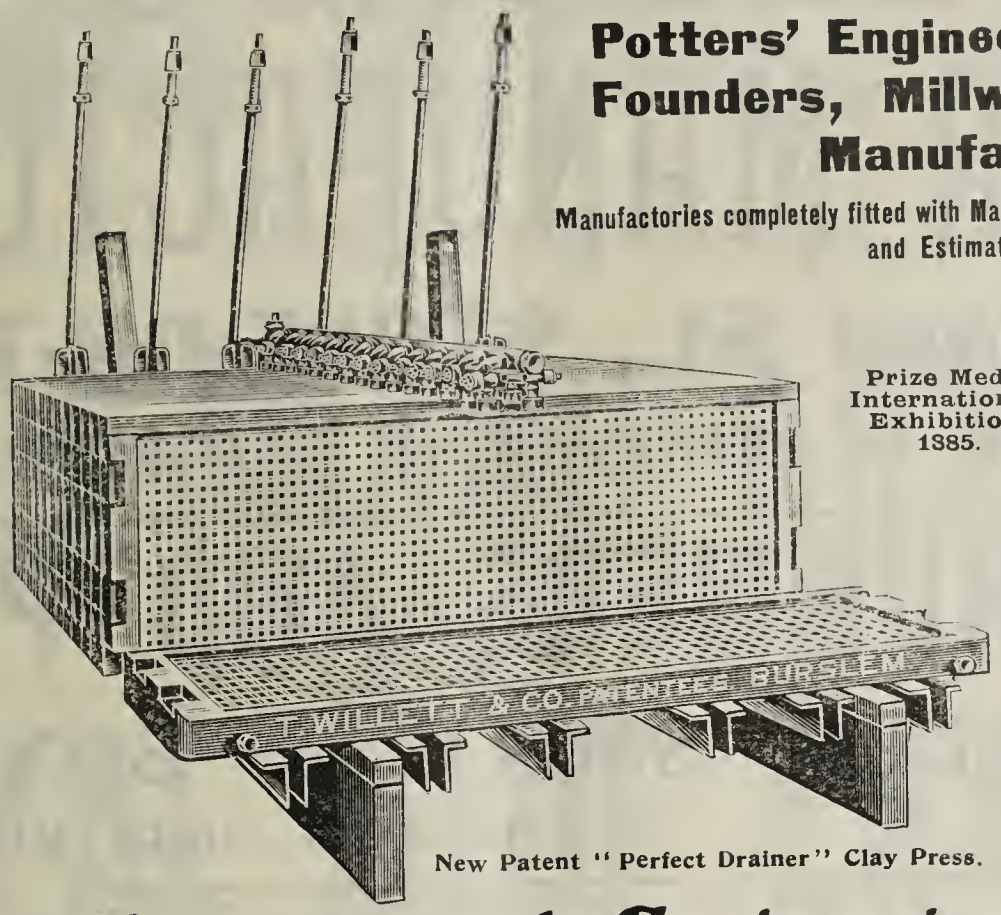
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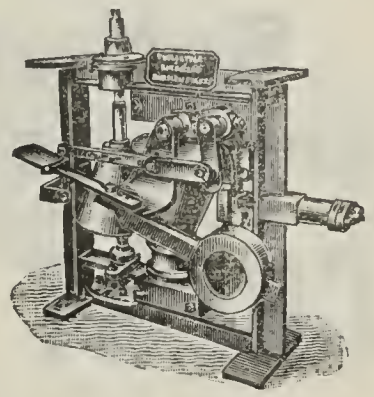


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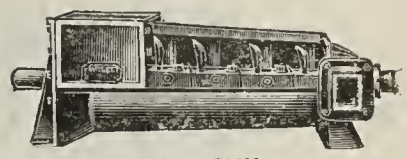


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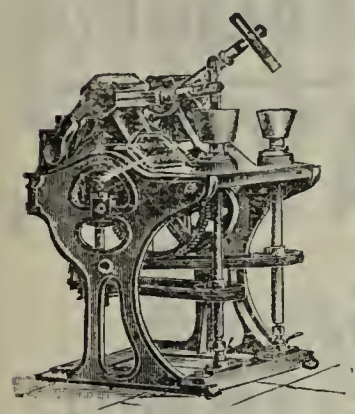
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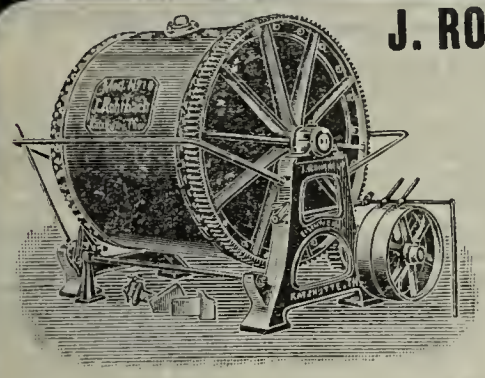
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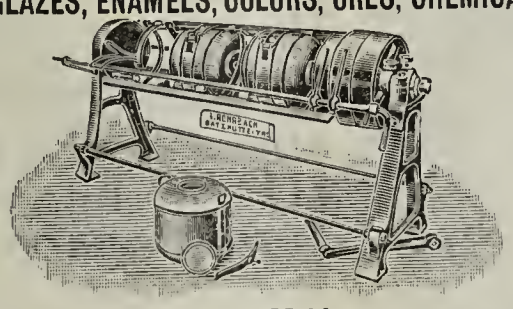
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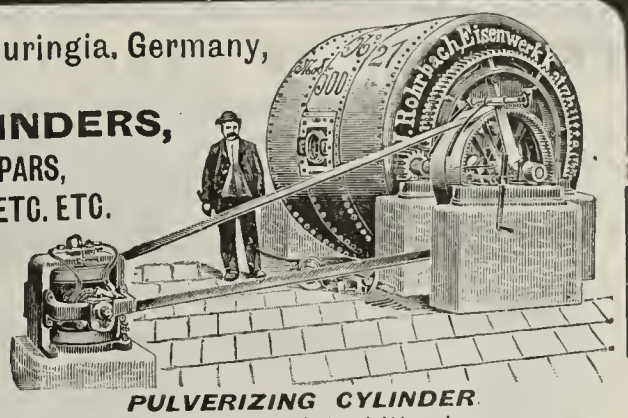
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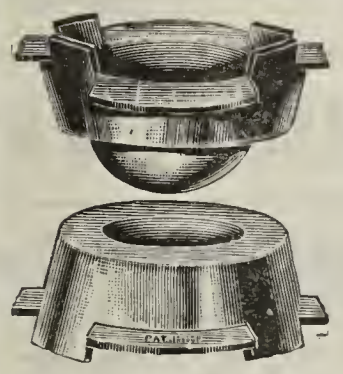
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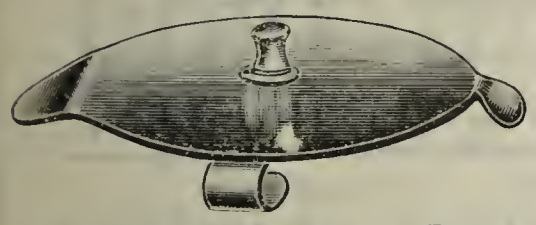
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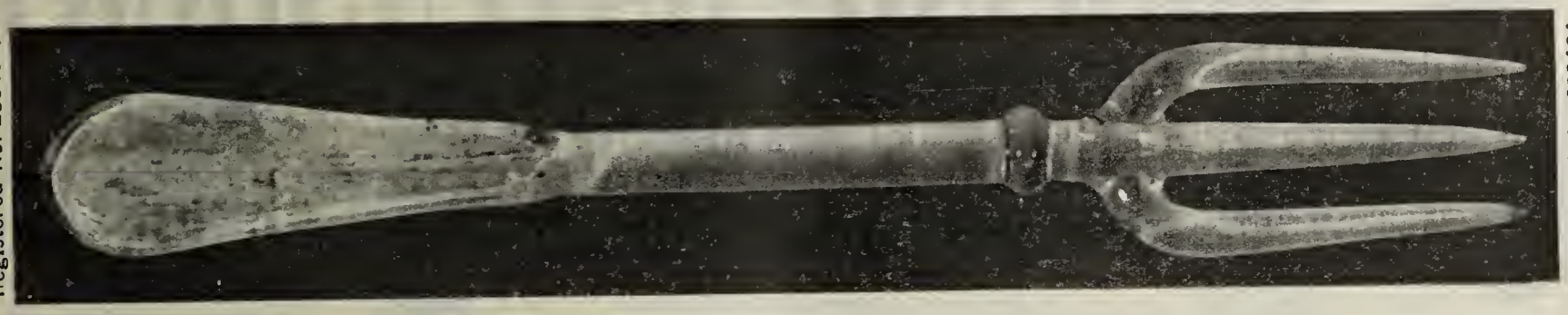
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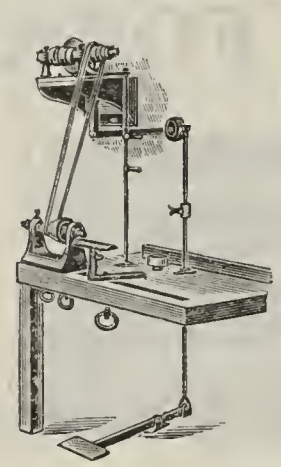
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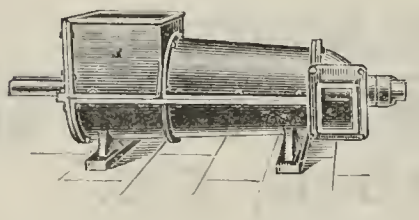
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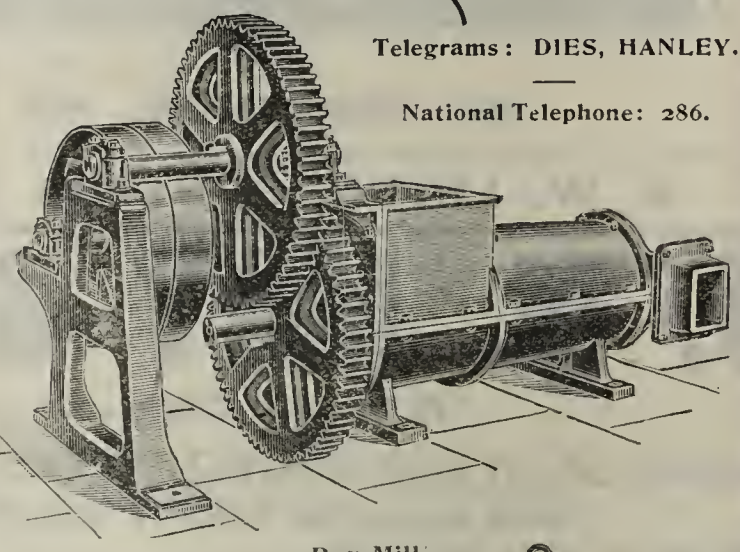


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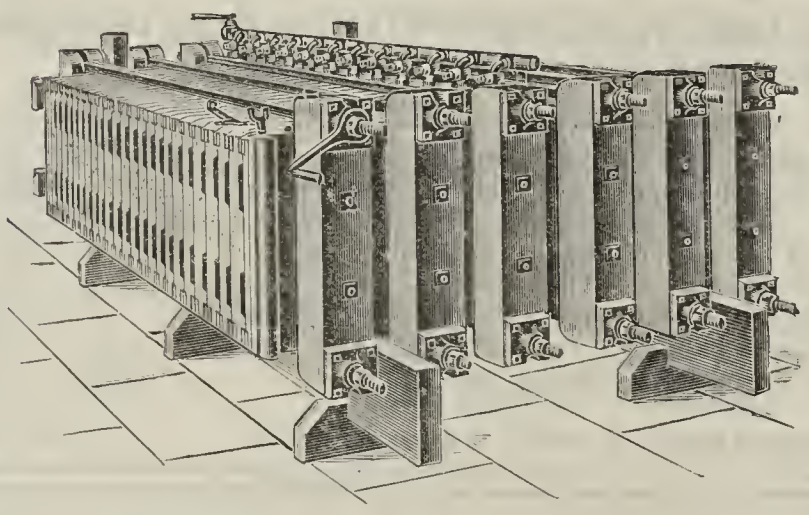
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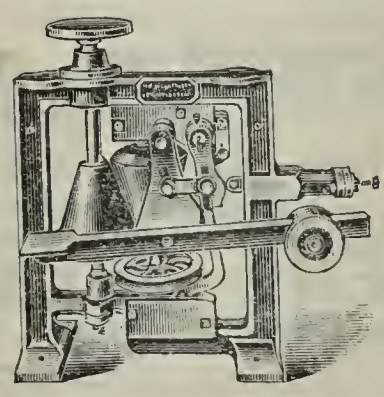
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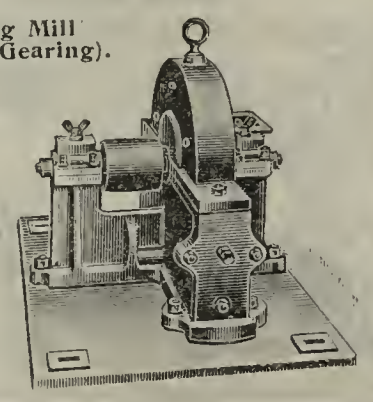
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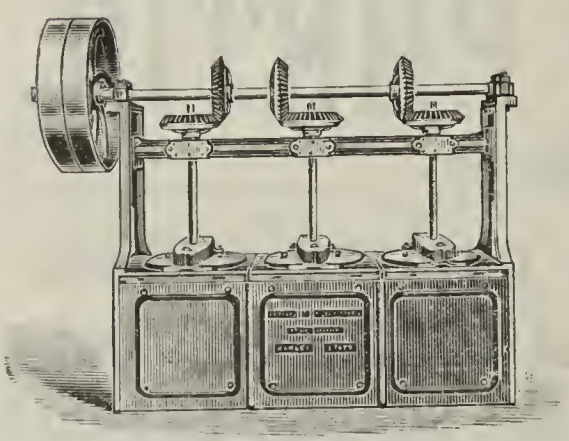
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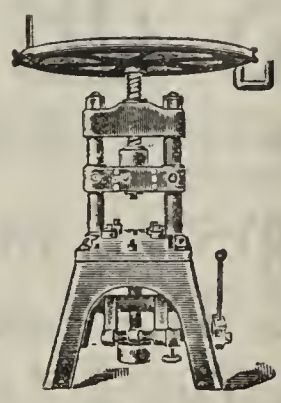
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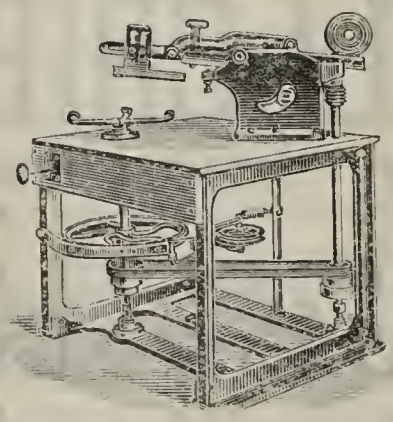
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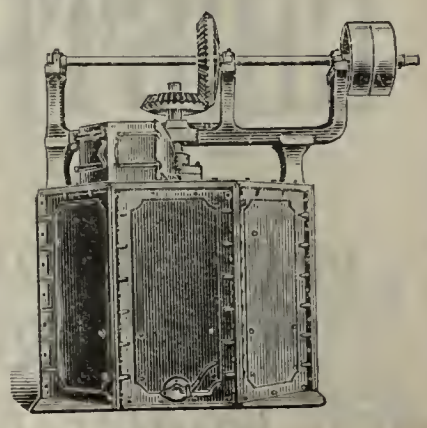
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Continued on page 244.

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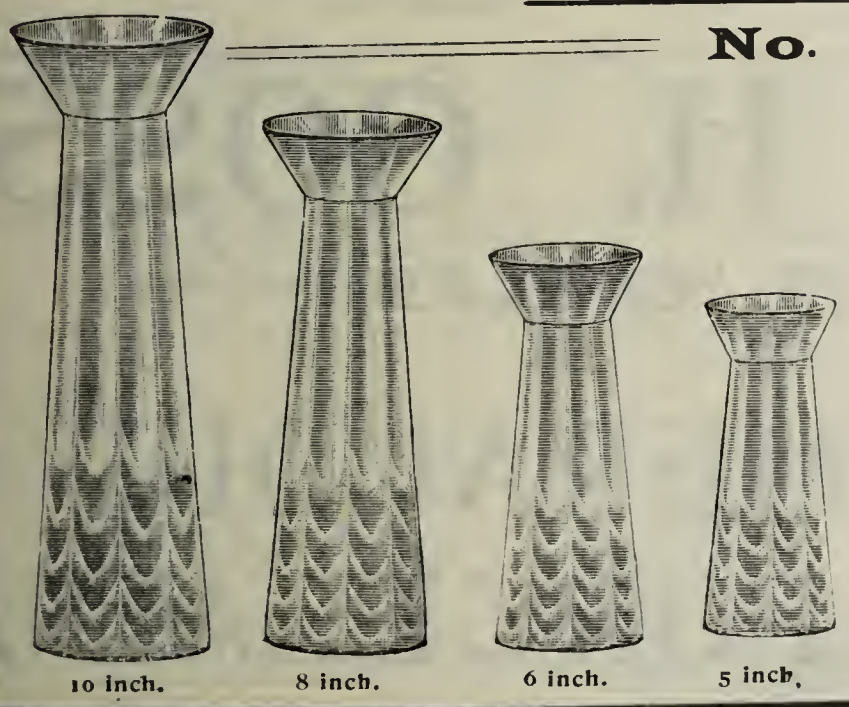
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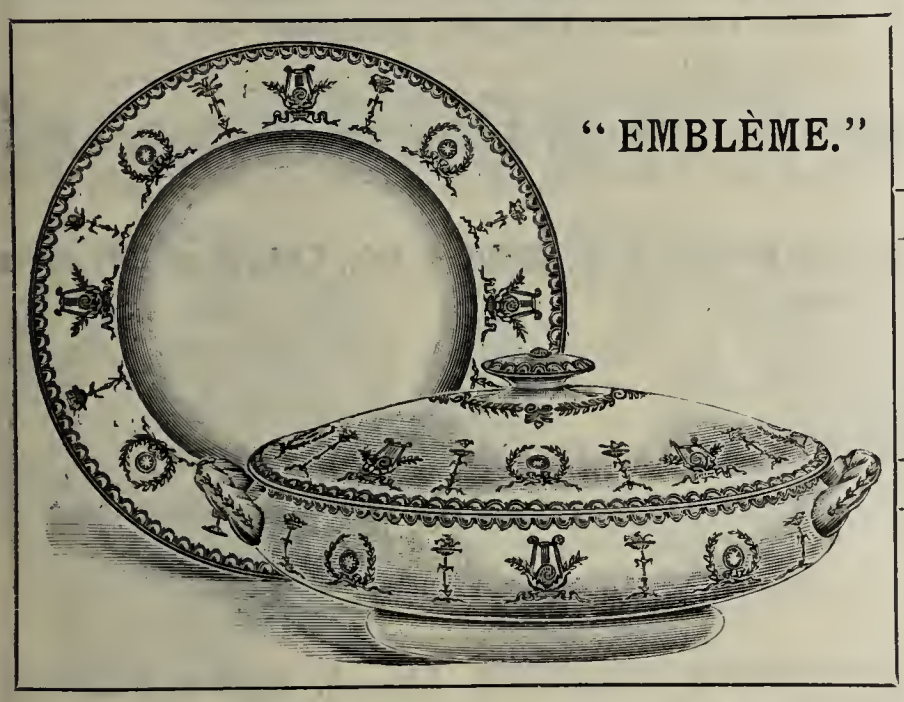
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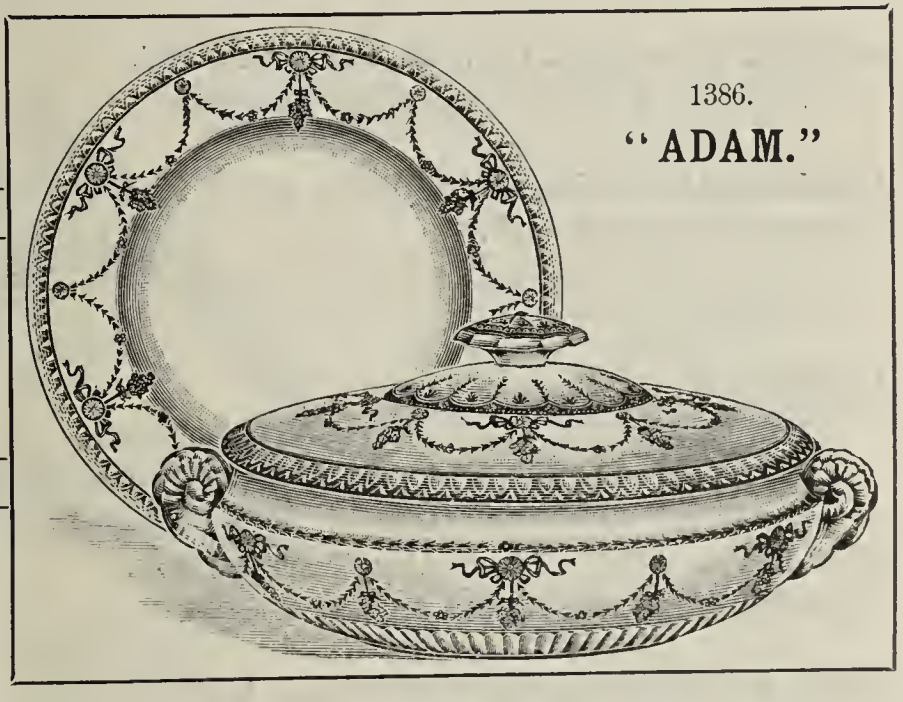
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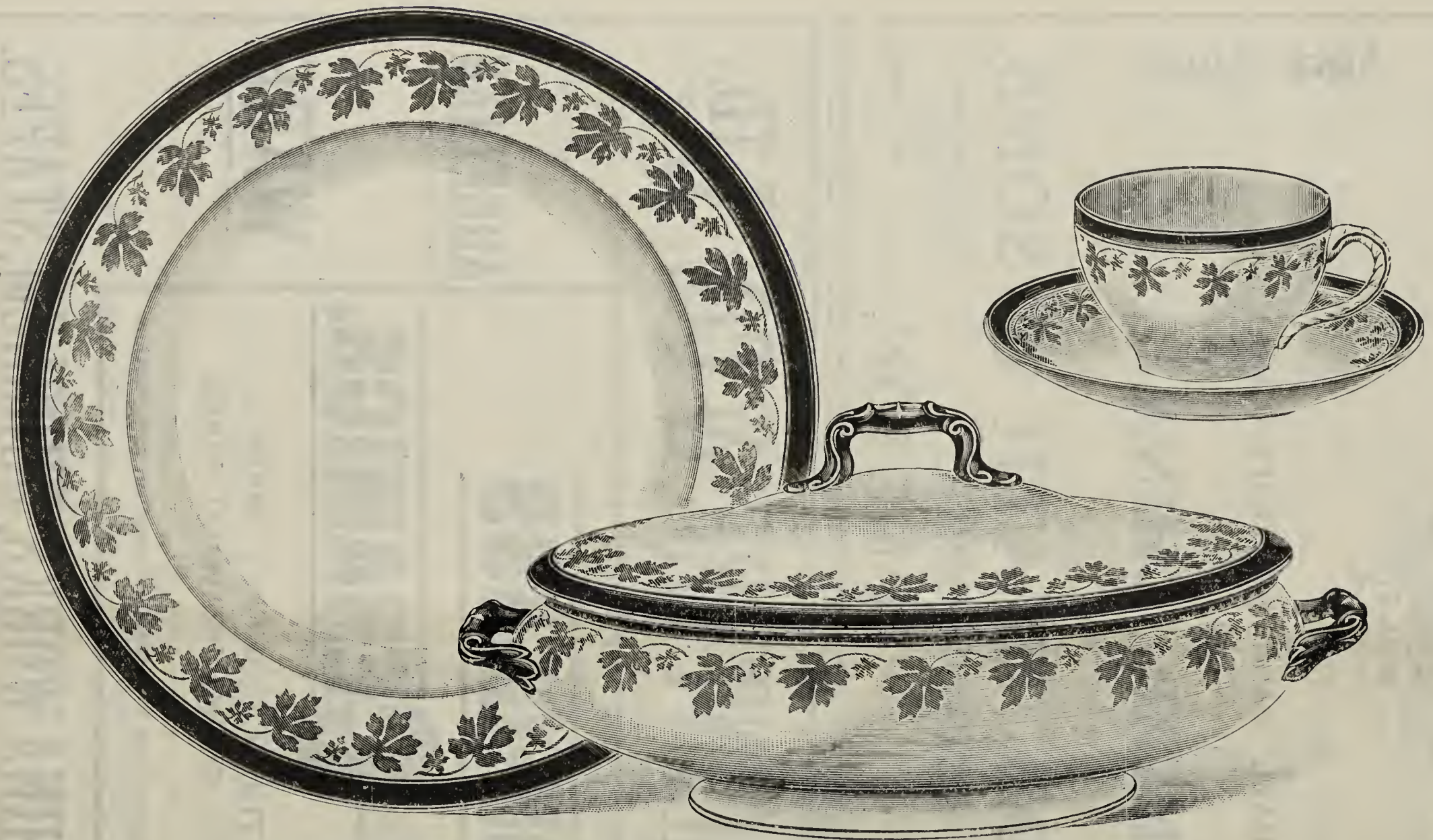
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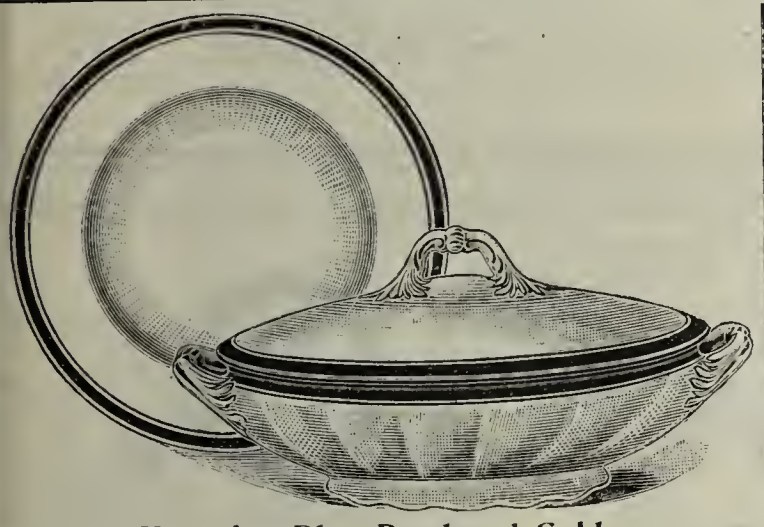
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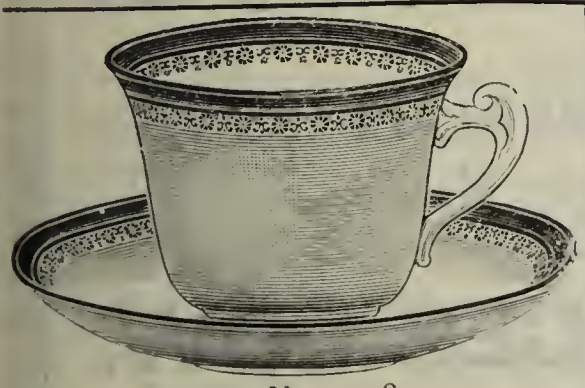


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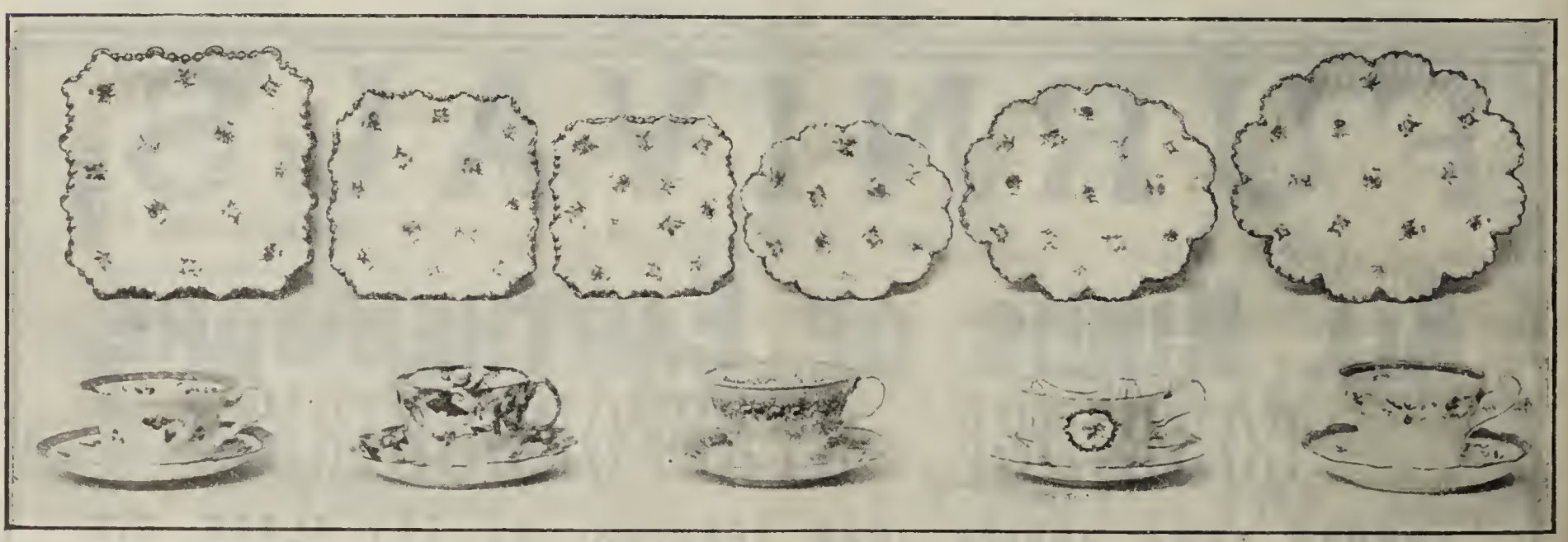
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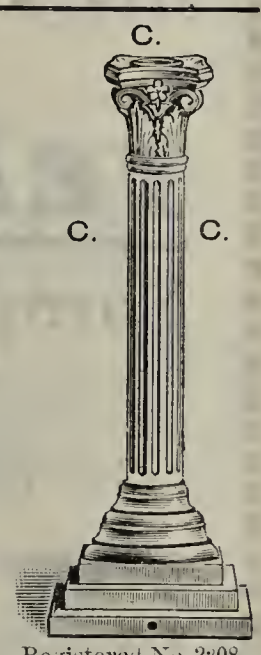
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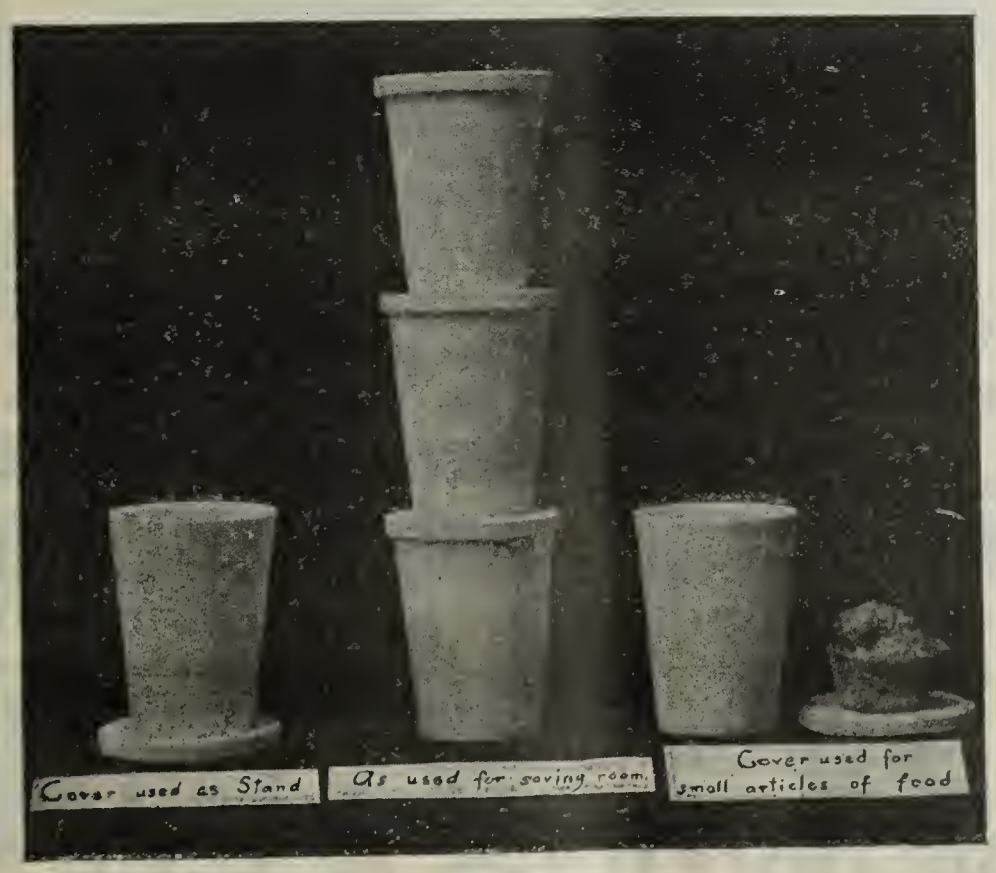
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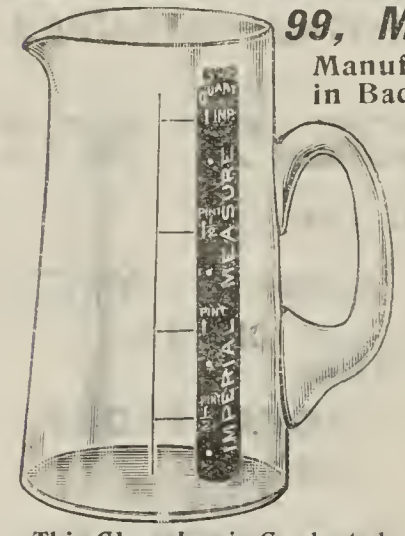
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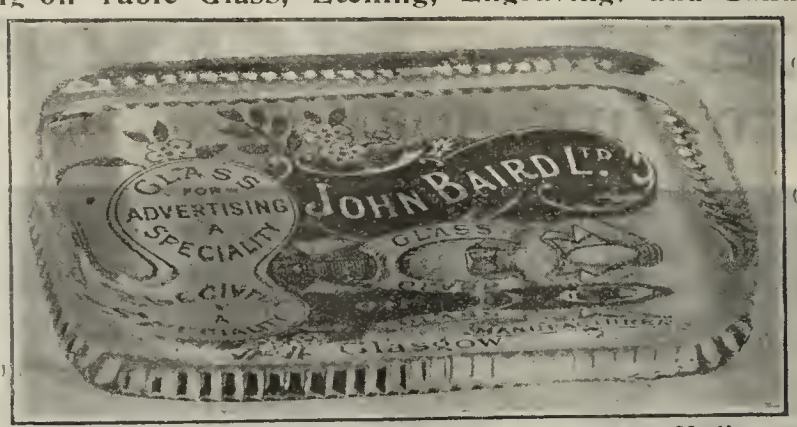
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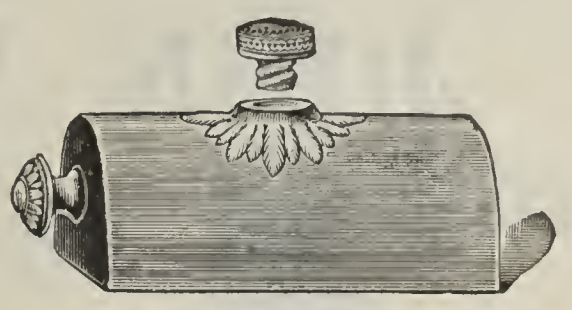
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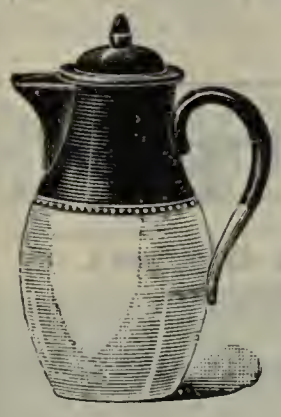




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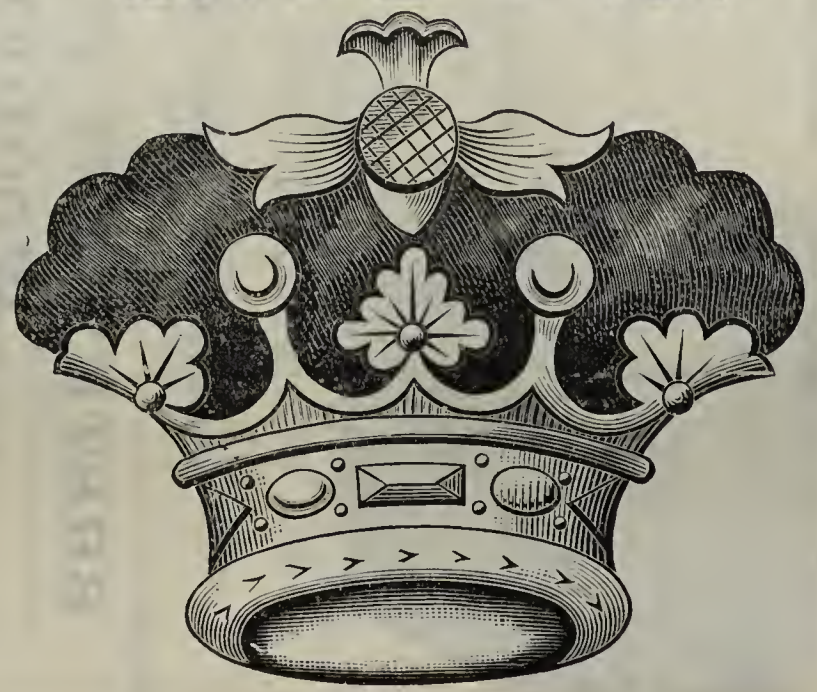
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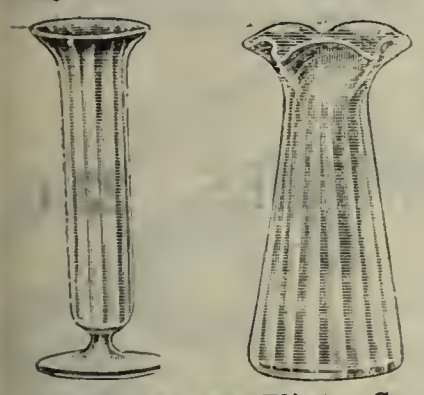
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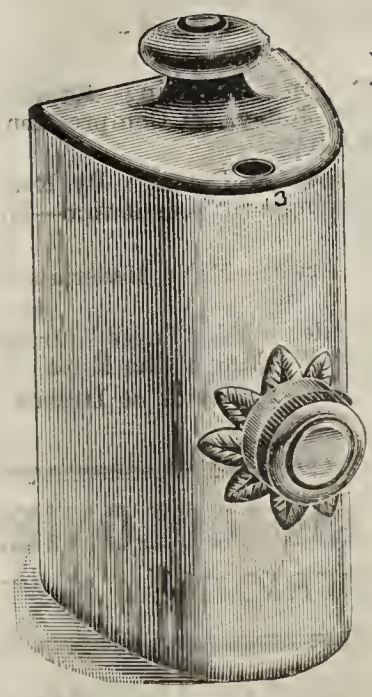


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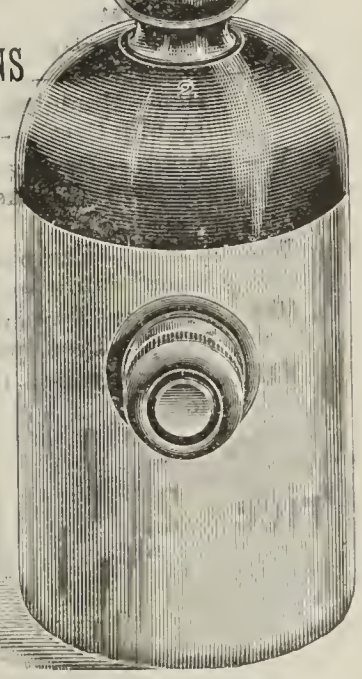
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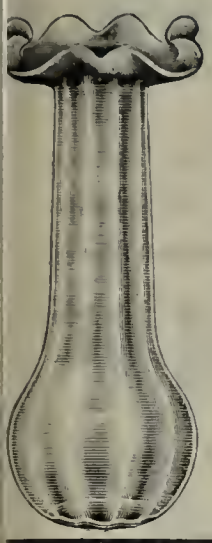
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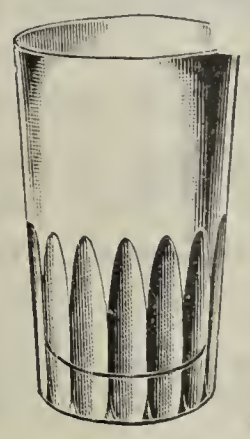


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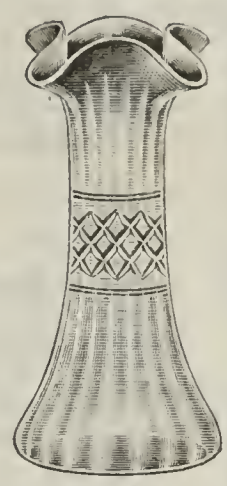
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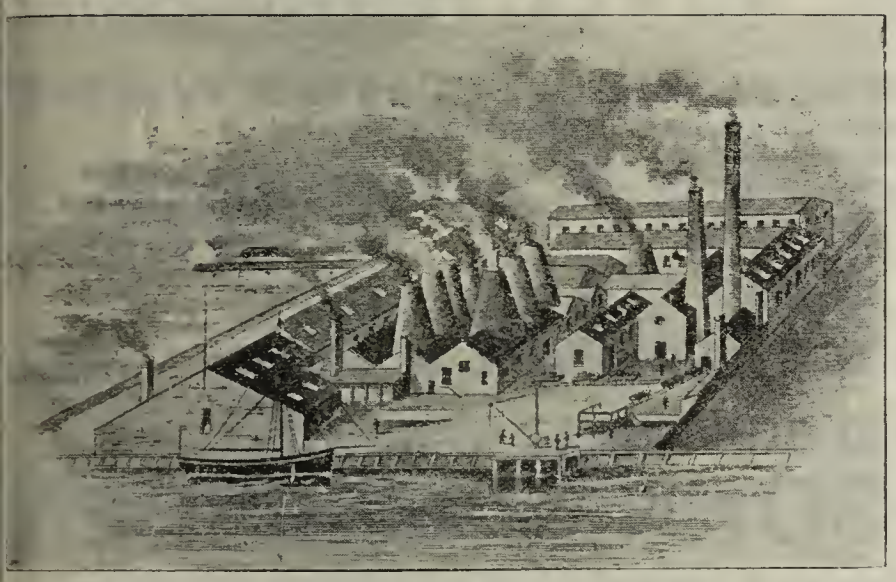
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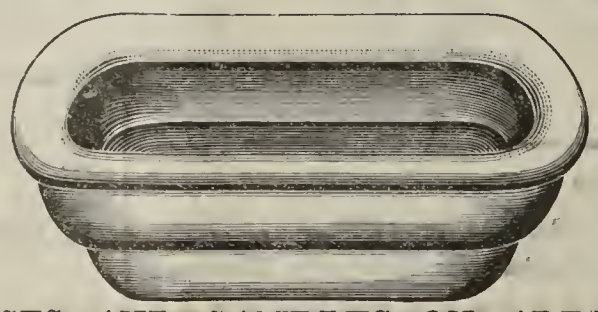
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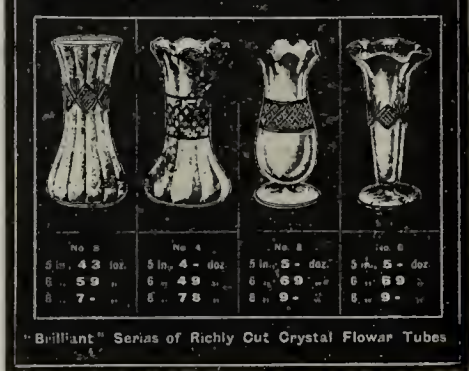
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THE ANOLO-BELOE GLASS ASSOCIATION, LTD.

Ports - 3/3	Fingers - 7/6	Tumblers—	
Sherries 3/3	Decanters—	½ quart - 2/6	
Liqueurs 3/-	1 pint - 18/-	¼ pint - 3/-	
Clarets - 3/3	2 „ - 24/-	Carafes and Ups - 10/6	
Champagne 6/6	Claret, 2 pt. 27/-		

THE "SCROLL" SUITE

ETCHED. Highly Recommended.

Standard Sample Case Contains	3 doz. Port	3/16 1 pint Decanters	Total cost of case £3 4 0
	3 „ Sherry	3/16 2 „ „	
	1 „ Liqueurs	3/16 Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ¼ pt.	
	1 „ Fingers		

13, ST. ANDREW ST., HOLBORN, LONDON, E.C

CRYSTAL OPTIC FLOWER TUBES.

The A. B. G. Assoc. Ltd. LONDON.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Packed in small Sample Cases each containing 12 dozen assorted.

CRYSTAL OPTIC FLOWER TUBES

FINISHED IN GOLD.

Contents of Cases	3 doz 6¾ in high at	2/11
	„ 8 in „ „	3/11
	„ 9½ in „ „	5/11
	„ 12 in „ „	7/9
	Total cost	£3 1 6

Cases and Packing Free.

13, ST. ANOREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 3/6	Fingers - 9/-	Tumblers—	
Sherries 3/6	Decanters—	½ quart - 3/3	
Liqueurs 3/3	1 pint - 24/-	¼ pint - 4/-	
Clarets - 5/-	2 „ - 27/-	Carafes and Ups - 12/-	
Champagne 7/6	Claret, 2 pt. 30/-		

THE "SAVOY" SUITE OF CUT GLASS

In Orrefors' Brilliant Quality. Highly Recommended.

Standard Sample Case Contains	3 doz. Port	3/16 1 pint Decanters	Total cost of case, £3 15 3
	3 „ Sherry	3/16 2 „ „	
	1 „ Liqueurs	3/16 Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ¼ pt.	
	1 „ Fingers		

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE "SAVOY" SUITE OF CUT GLASS

In Orrefors' Brilliant Quality.

An Established Favourite.



THE ANGLO-BELOE OLASS ASSOCIATION, LTO

				1 pint.	2 pint.	Claret.
JOVE	2 Pint size only	18/- doz.	JACQUES	20/-	24/-	27/-
JUNO	. .	2 „	JENA	27/-	36/-	42/-
JULES	. .	21/- „	JEAN	22/-	33/-	36/-
JUPITER	„ „	21/- „	JULIEN	30/-	39/-	42/-

— RICHLY CUT —

CRYSTAL DECANTERS

Small Sample Package	8 Pint Decanters 16 2 Pint Do 4 Claret Jugs (28 Decanters in all).
The "JOVE" assortment	£3 4 3 PER CASE

13, ST ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



THIN TUMBLERS
(Demi-Crystal).



MADE IN VARIOUS SIZES ⅛ qt., ⅙ qt., ⅕ qt., ½ pt., ¾ pt., 1 pt.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

LINES IN EVERY-DAY DEMAND
QUALITY AND FINISH
EXCELLENT

CASES & PACKING FREE.

THIN TUMBLERS DEMI CRYSTAL.

PRICE LIST.

25 dozen in case.	⅛ qt.	⅙ qt.	⅕ qt.	½ pt.	¾ pt.	1 pt.
Plain	10d.	10½d.	11½d.	1/	1/3	2/-
Circles	1/3	1/3½	1/6	1/6	2/-	3/-
Fern	1/2	1/2½	1/3	1/3	2/-	3/-
Key	1/3	1/3½	1/6	1/6	2/3	3/3

13 dozen in case.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.
13, ST. ANDREW STREET, LONDON, E.C.



The "Prism" Cut Flower Tubes.

4½ in. 6 in. 8 in.
3/6 4/6 5/6 per doz.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

4½ in. 6 in. 8 in.
3/6 4/6 5/6 per doz.

THE "PRISM" CUT TUBES

Packed in small Cases of 4 doz. each 3/-, 4/-, 5/- doz

Or in Cases of 12 doz. each at 2/9. 3/9. 4/9.

Cases and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Cut Hollow	8 to qt	25 dozen in case.	1/8	1/10
„ Spike and Hollow	6 to qt.		1/9	1/11
„ Ball and Spike	5 to qt.		1/10	2/-
„ Pen Flutes	½ pt.		2/-	2/2
	¾ pt		3/-	3/3
	1 pt	12½ doz	3/9	4/-

CUT TUMBLERS.

Special Assorted Cases, 6¼ dozen each of the four patterns illustrated, 2nd choice, 25 dozen in all, at 1/9 per dozen.

THE "CLIMAX" ASSORTMENT.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE "CLIMAX" ASSORTMENT OF CUT TUMBLERS.



Packed 6¼ doz. each = 25 doz. in all in a case.
5 to quart size.

THE ANGLD-BELGE GLASS ASSOCIATION, LTD.

50 dozen of any one of these four patterns in case.

THE "ARTEMUS" TUMBLERS

All one price.	1/- per dozen.	Case and Packing Free.

Economical Packing for Export. Cases measure 80 × 60 × 60 c/m.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

THE "ARTEMUS" TUMBLERS.
PRINTED DECORATIONS.



All Half-pint size. Packed in cases of 50 dozen.

HEAVY BOTTOM TUMBLERS
DEMI CRYSTAL

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



SPLENDID VALUE.

MADE IN VARIOUS SIZES ⅛ qt., ⅙ qt., ⅓ qt., ½ pt., ¾ pt., 1 pt.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

		⅛ qt.	⅙ qt.	⅓ qt.	½ pt.	¾ pt.	1 pt.
Plain	Barrel, Conical, or Cylindrical	11½d.	1/-	1/1	1/3	1/6	1/11
	Flanged or Footed	1/1	1/2	1/4	1/6	1/9	2/3

— HEAVY BOTTOM —
DEMI-CRYSTAL TUMBLERS,
PLAIN and CUT.

25 doz. to case. 1 pt. 12½ doz. to case.

		⅛ qt.	⅙ qt.	⅓ qt.	½ pt.	¾ pt.	1 pt.
Cut	Barrel, Conical, or Cylindrical	1/8	1/9	1/10	2/-	3/-	3/9
	Flanged or Footed	1/10	1/11	2/-	2/2	3/3	4/-

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

All these Bottles are in Crystal quality,
Packed as Required.

— BEAUTIFULLY CUT —
CRYSTAL LIQUEUR BOTTLES.

STOCK SAMPLE CASE CONTAINS	12 Assorted Pairs of 24 Liqueur Bottles.	The "MATLOCK" Assortment, £1 11 10

Case and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANOLO-BELOE GLASS ASSOCIATION, LTD.

Packed in Cases of 12 dozen.		
	Thin Plain	2/9 per dozen
	Festoon Optic	2/9 „
	Cut Hollow	4/- „
	Etched Circles	4/6 „
	Fine Engraved	4/6 „
	Cut Pillars	4/9 „

SPLENDID VALUE
. . IN . .
CARAFES AND UPS

THE "PREMIUM" ASSORTED CASE
Contains 1 doz. only of 6 assorted patterns
Cost of case £1 3 6 Case and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

All these Bottles are in Crystal quality
Packed as Required.

— CRYSTAL —
CUT LIQUEUR BOTTLES
In Great Variety.

STOCK SAMPLE CASE CONTAINS	12 Assorted Pairs or 24 Liqueur Bottles.	The "MUNSTER" Assortment, £1 15 4

Case and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.





THE ANOLO-BELOE GLASS ASSOCIATION, LTD.

Prices for Sugars and Creams, or Butters and Covers.

Plain	4/- doz.	Engraved ..	.. 6/- doz.
Straight Optic	.. 4/- „	Cut Hollow	6/6 „
Festoon Optic	- 4/- „	Cut Hollow & Cross	7/6 „

12½ dozen in case.

— CHEAP LINES IN —
BLOWN SUGARS & CREAMS & BUTTERS

The "IDEAL" Assorted Case as above contains:	6 doz., viz.:— ½ doz. each pattern Covered Butter, and the same in Sugars and Creams.

Cost of case. £1 12 6

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BRILLIANT CRYSTAL MOULDED DISHES



THE "RADIANT" (CRYSTAL).

5½ in. 4/6 7½ in. 6/6 8½ in. 8/6 9½ in. 10/6 per dozen.

THE ANOLO-BELGE GLASS ASSOCIATION, LTD.

5½ ins 4/6; 7½ in. 6/6; 8½ in. 8/6; 9½ in. 10/6 dozen.

THE "RADIANT" CRYSTAL DISHES.

Packed in Cases containing One dozen each size.	£1 10 0 the Case.

Case and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANOLO-BELOE GLASS ASSOCIATION, LTD.

	1	1½	2	3	4	Pint.
Plain or Festoon	2/9	3/3	3/6	6/-	9/-	Per doz.
Engraved Fern	3/6	4/6	5/-	6/-	12/-	„
Etched Key	6/3	6/9	7/6	10/6	15/-	„
Cut Hollow	3/6	4/6	5/6	6/6	12/-	„
Contents of Cases in dozens	15	12½	10	6	6	doz.

CHEAP TANKARD JUGS, ETC.

In Small Assorted Cases of 6 dozen
1 dozen of each pattern All 2 Pint size
The "CAMBRIDGE" Assortment
£1 10 0 per case
Including 1/- for Patent Packing

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

"ANGLO-BELGE." JUGS, 2 pt. size, 10 doz. in case.



THE ANOLO-BELGE GLASS ASSOCIATION, LTD.

CASES FREE		PACKING FREE	
9-in	12/- doz	10-in	15/6 doz.

BRILLIANT CRYSTAL - - MOULDED DISHES.

Sample Cases contain 2 doz assorted	½ doz each 4 varieties for £1 7 6

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE "SUNBURST" CRYSTAL DISHES.



BROUSSON'S AGENCIES

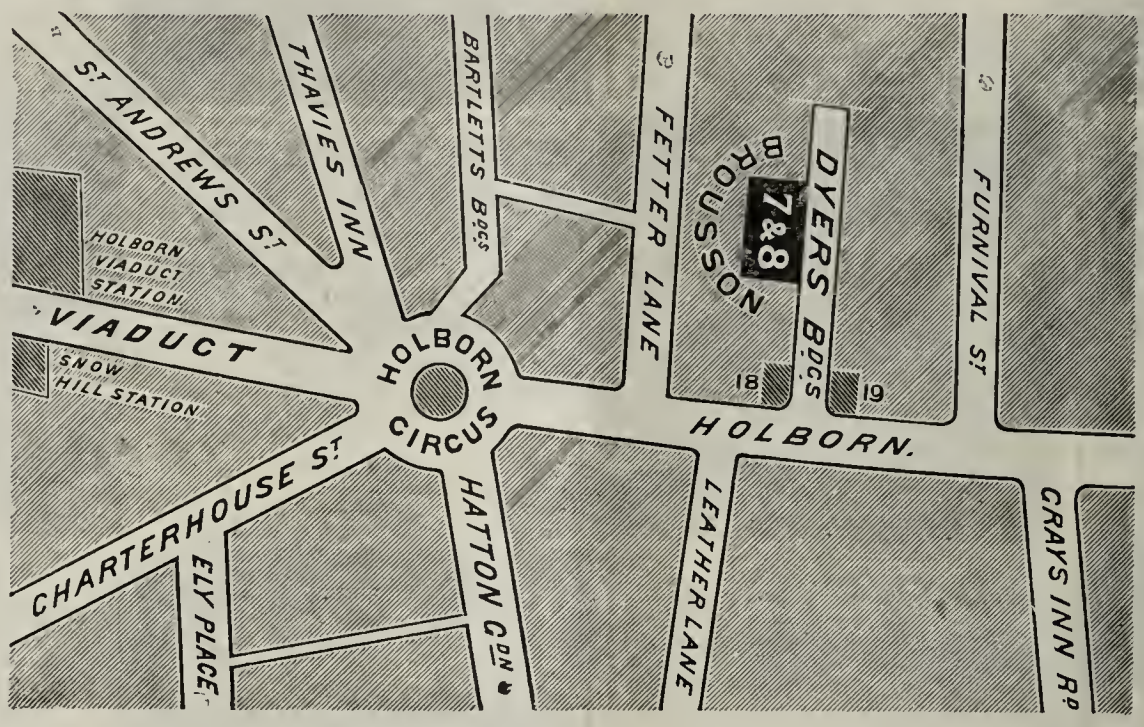
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London Show Rooms: 8, Dyer's Buildings, Holborn, E.C.

Up-to-date Showrooms.

Inspection Invited.

Call Early! or Write for Lists.



12 Makers' New Samples on Show.

Unsurpassed

Every Buyer should Inspect.

BRITISH ANCHOR POTTERY CO., LTD.

New Earthenware Productions.

New Line of Art Flower Pots. New Art Toilet Ware.—3 New Shapes.

HERBERT J. COLCLOUGH.

See Advt. on page 293.

Improved Queen's China and Tea Sets.

First English View and Crest China at popular prices.

HERBERT J. COLCLOUGH. *Majolica Art Pots.*

Former successes to be revived.

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WATSON & CO. New Management. *English Epergnes, &c.*

A fine New Show at Popular Prices.

VERRERIES DU CENTRE BELGE. *Belgian Glass.*

All Demi-Crystal in Superior Colour only.
Speciality in Gas-finished Table Glass. Popular Prices.

FOREIGN USEFUL CHINA.

Eighteen Years in the Market. The Largest Show of any Foreign Maker.
Any Assortment made up. Crest China. New Alexandra Shape ready.

DECORATIVE FAIENCE. Should be seen by every Buyer.

ALL GOODS DIRECT FROM THE FACTORIES AT FIRST COST.

See also Advertisement on following page.

BROUSSON'S AGENCIES LTD.

HERBERT J. COLCLOUGH

GODDARD WORKS,

GODDARD ST., LONGTON, STAFFS.

MANUFACTURER OF

QUEEN'S WHITE CHINA

in largest variety, over 70 pieces, all just remodelled.

CHINA TEA SETS,

An immense display at low prices.



STOCK CHINA,

ALL VARIETIES.

MAJOLICA FLOWER POTS AND HANGING POTS.

Specially High-class at moderate prices.



In addition to the above I claim to offer a new line of

BEST ENGLISH CHINA AT FOREIGN PRICES.

If you want **Seaside** and **Present Ware** or **Bazaar Goods** in **Views,** Plain or Colored and Gilt, **Gilt Mottoes** and other well-decorated Lines, see my **New Goods.** I can supply you with **Moustache Cups** and **Saucers, Pairs of Sugars** and **Creams,** Slop Bowls, Creams, Milks, Cake Plates, Tea Cups and Saucers, Breakfast Cups and Saucers, Mugs, Sweet Trays, &c., &c. Prices from **3s. 6d.** to **4s. 6d.** dozen.

We also supply all the above in **COATS OF ARMS, CRESTS** and **MONOGRAMS,** finely coloured, at similar prices, making an immense variety of goods suitable for Presentation purposes.

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Messrs. JOHN DERBYSHIRE & Co.
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QUALITY GOOD. PRICES LOW. DELIVERY PROMPT.

SHIPPING, HOTEL, AND RESTAURANT TRADE SPECIALLY CATERED FOR.

Send for List and a few Samples. Orders are sure to follow.

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Goddard Works, Goddard St., Longton, Staffs.

H. AYNSLEY & CO.

Commerce Works, Commerce Street, LONGTON, STAFFS.

Manufacturers of General Earthenware

Suitable for the HOME, AUSTRALIAN, CANADIAN, AMERICAN, INDIAN, and AFRICAN MARKETS.

Special Lines in **DINNER, TEA, and TOILET WARE.**

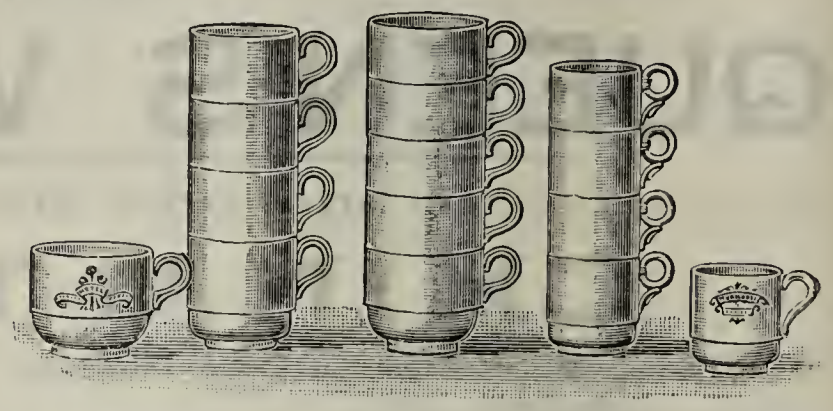
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"Patent" NESTING CUP

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In Semi-Porcelain.

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R. FLOYD & CO.,

Lovatt & Hall St. Works,

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MANUFACTURERS OF

Toilet Ware, in all decorations, also Art Toilet and Fancy Goods,

Cheap lines in Flower Pots, Cheese Dishes, Bread Trays, Spittoons, Jumbo Cups & Saucers, Jugs, Bowls, Bakers, &c.

Speciality: **AMBERINE WARE.**

This is a dark rich Amber Glaze, effectively shaded in Dark Colours, with the engravings showing through, and made in Vases, Pedestals and Pots, Art Toilet, &c.

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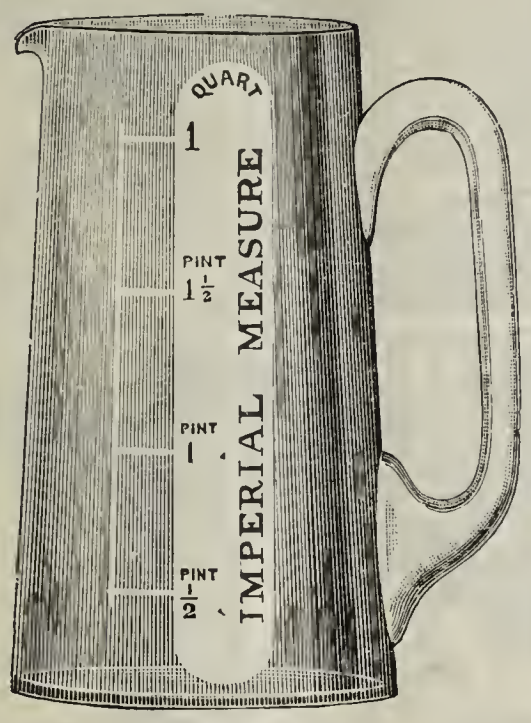
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SELLS AT SIGHT.

Are you showing them?



IF IN DOUBT — READ OPPOSITE.

TRIAL SAMPLE CASE OF ONE DOZEN QUARTS 8/- CASH WITH ORDER

It's your customers' friend, order at once, and secure the cream of the business.

It politely tells the milkman that there is a possibility of offending a good customer if proper measure is not given.



Pays for itself,

AND

Saves 10% on the Milk Bill.

Packed in cases of 6 dozen; can be Assorted if desired.

1 PINT SIZE, 6/- DOZEN, 1 QUART SIZE, 7/6 DOZEN.

FREE on Rail, FREE Case, FREE Packing.

We are presenting free (with each case of jugs) 1,000 handbills, printed at foot with your name and address. The handbills, if distributed to your local residents, will immediately create a demand for these jugs.

F. H. TAYLOR & SONS.

NEW WHARF ROAD, KING'S CROSS, LONDON, N.

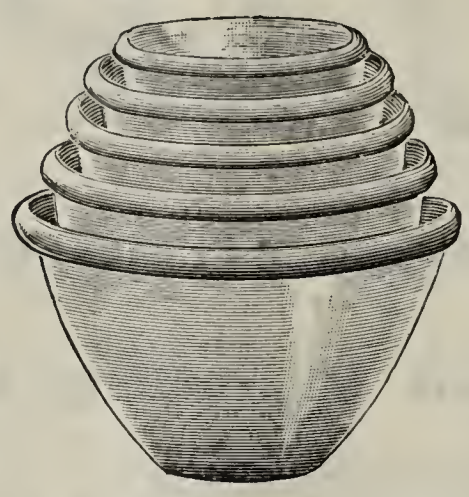
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Please mention "POTTERY GAZETTE."

TOILET SETS,
DINNER SETS,
TEA AND
BREAKFAST SETS,
TEAPOTS,
VASES.

PUDDING

BEST DEEP
SHAPES.
LARGE SIZES.
9's, 12's, 18's,
24's, 30's, 36's.



BOWLS.

2/6

PER
WAREHOUSE
DOZEN.

COVERED
CHEESE STANDS,
SETS OF JUGS,
FLOWER POTS,
and
all kinds of General
and Decorated China
and Earthenware
for Home and Export.









Teapots, Ivory body, Samian, Jet, or Rockingham Ware, lettered to order
Prices on application.
These are excellent lines for presents or advertising mediums.



TOILET SET, No. 398313. New Registered Pattern, "MONTROSE,"
Printed various colours, complete with covered Soap and Vase, 5 pieces, 3/-. 6 pieces, 3/9 per set.

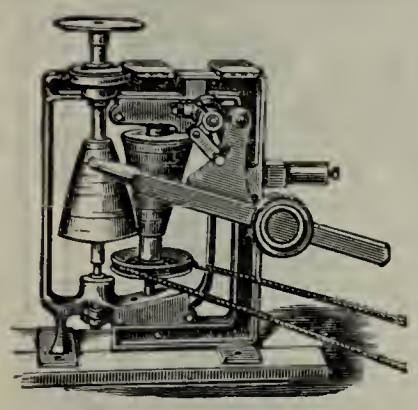




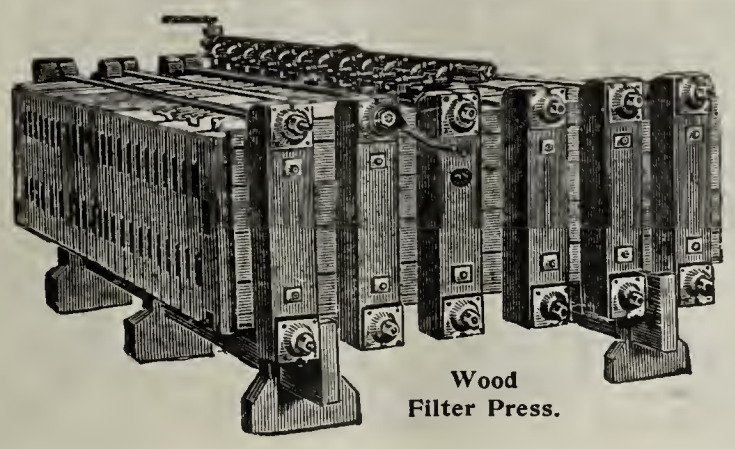


WAGSTAFF & BRUNT, *Richmond Pottery,* LONGTON, STAFFORDSHIRE.

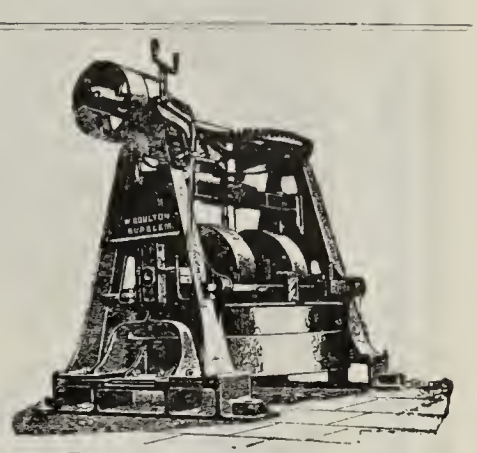
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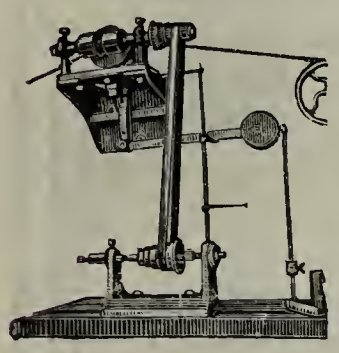
Small Throwing Wheel.



Wood Filter Press.



Pan and Edge Roller Mill Type C.



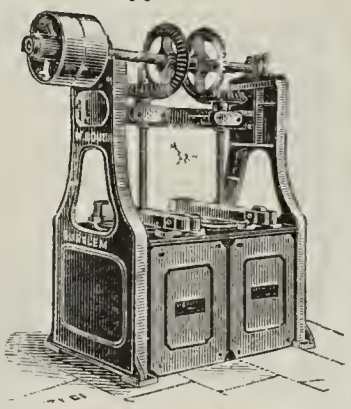
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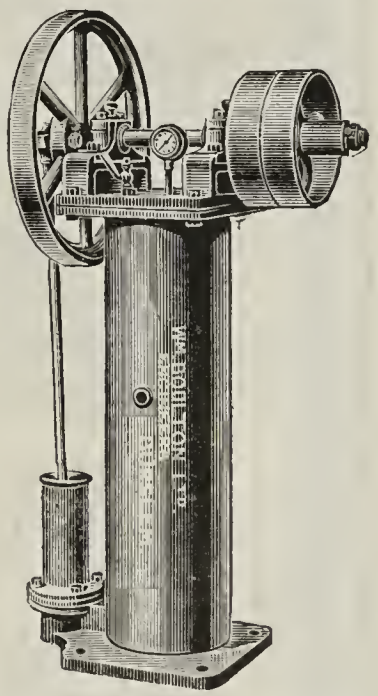
BURSLEM,
England. **N. STAFFS.**



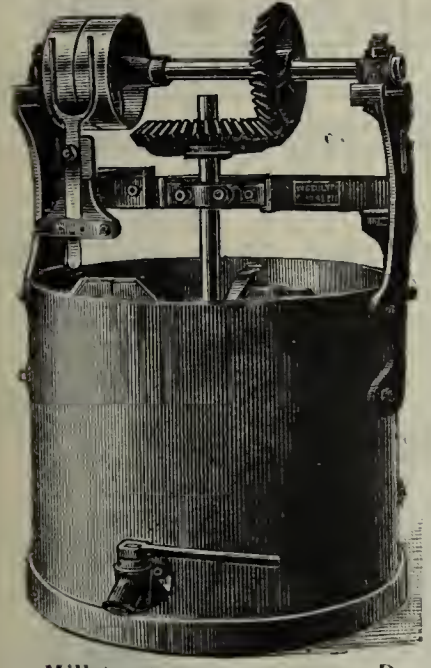
Colour and Enamel Mills.



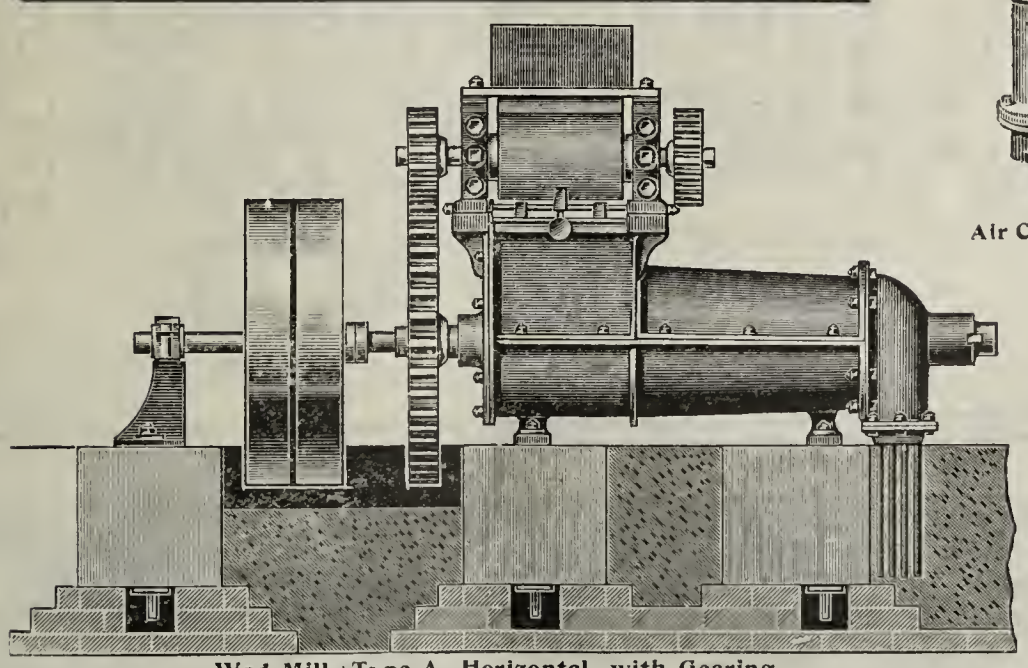
Plate-making Machine.



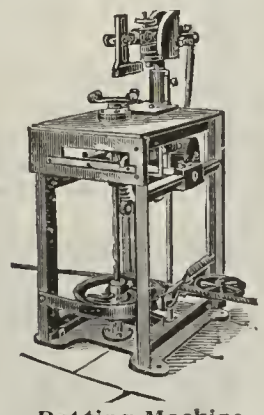
Air Compressor for Aerograph.



Mill for Soft Glazes, Type D.



Wad Mill, Type A, Horizontal, with Gearing.



Batting Machine No. 1 Size.

COMPLETE PLANT FOR PREPARATION OF CLAY, AND FOR THE MANUFACTURE OF ALL KINDS OF EARTHENWARE, CHINA, ENCAUSTIC TILES, &c.

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WORKS SWADLINCOTE NEAR BURTON ON TRENT

HIGHEST AWARD WORLD'S FAIR CHICAGO

LONDON SHOW-ROOMS GAMAGE BUILDINGS HOLBORN CIRCUS · E.C.

SPENCER EDGE. 1905.

Largest Manufacturers in the World.

BY SPECIAL APPOINTMENT TO HIS MOST EXCELLENT MAJESTY THE KING.

Established over 50 Years.



Quotations can be given for ANY quantity Carriage Paid.

NO WAITING! Orders executed the same day as received.

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Samples Gratis.

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ENQUIRY DEPARTMENT.

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PRINTERS' RECEIPT.

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This is to Certify that we have printed **10,000** Copies of the March issue of the **POTTERY GAZETTE,** and that we have received **10,000** Envelopes and Wrappers for the despatching of these copies.

February 28, 1907.

UNWIN BROTHERS, Ltd.

Editorial Notes.

RETAIL TRADE CONDITIONS.

IN this issue we give copious extracts from the replies of members of the retail trade to the last four of the dozen questions we submitted to them. It will be remembered that on the form on which we sent out those questions we provided for any "General Remarks" our correspondents might wish to make, in addition to their replies to our questions. Very many of them took full advantage of that provision, and in covering ground not traversed by the questions have furnished information that we think will add materially to the value of the inquiry. We shall give extracts from these "General Remarks" next month, and regret that, although they are in type, we cannot find room for them in this number. We thank those manufacturers who have approved, and also those who have kindly criticised, our endeavour to ascertain the real views of dealers on matters affecting the interests of the trade. We shall have something to say about those views when the publication of them is complete. Meanwhile, we may say that the opinions we have quoted are those of members of our trades only, and that we hold the originals. We received a number of replies without name or address; some with initials only, and no address; and others (but we are pleased to say not many) duly authenticated by signatures, but couched in discourteous terms. All these we have ignored.

THE BENEVOLENT INSTITUTION.

AT the annual general meeting of the Pottery and Glass Trades' Benevolent Institution, held on the 4th of last month, three annuitants were elected; one, a member, will receive £25 a year; and two, widows of members, will receive £15 a year each. There are now twenty-six annuitants on the funds of the Institution, namely, eight members and eighteen widows of members. The Board of Management must feel that it is a privilege to be the dispensers of the relief provided by members of the pottery and glass trades for fellow members and widows of members who are overtaken by adversity. But they must also realise that it is a great responsibility. An Institution of this kind does not work automatically. It requires the constant activity of those to whom the conduct of its affairs is entrusted. In addition to paying out relief, the Board of Management have to watch very closely the sources whence the relief funds are derived. Annuities and relief, according to the rules, can only be paid from

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the interest on invested donations and bequests and from members' subscriptions. Donations themselves cannot be used for the payment of relief to members. It is, therefore, of the greatest importance that additional members should be obtained, not only that the annuities now enjoyed by the twenty-six recipients may be secured to them, but also in order that other applicants may be relieved.

There are not so many members from the provinces as there should be. We fear that the scope of the Institution is not clearly recognised in the country. It is essentially a national organisation, and is entitled to the support of persons associated with the pottery and glass trades in all parts of the United Kingdom. We have reason to think there is some misunderstanding in the Potteries as to the objects and methods of working of the Institution. If this is true, it is very desirable, in the interests of an excellent charity, that it should not be whispered. Let it be openly expressed in order that it may be removed. The Institution is doing most excellent work, and we do not know of any reason why it should not enjoy the confidence, and receive the support, of every employer and employee in our trades.

SIX MONTHS' CANADIAN IMPORTS.

CANADIAN import statistics for the six months ending September 30, 1907, are just to hand, and supply the following figures. The large or small (i) or (d) denotes a large or small increase or decrease as compared with the corresponding periods of the last two years:—Earthenware, china and granite ware, U.K., $592,612 (i); U.S.A., $141,858 (d); Germany, $127,834 (i); total, $1,002,187 (i). Glass, other than plate or window, U.K., $141,130 (i); U.S.A., $354,741 (i); Germany, $68,661 (d); total, $738,838 (i). Although these figures appear fairly satisfactory, there still seems to be room for British exporters to improve their position in this important market.

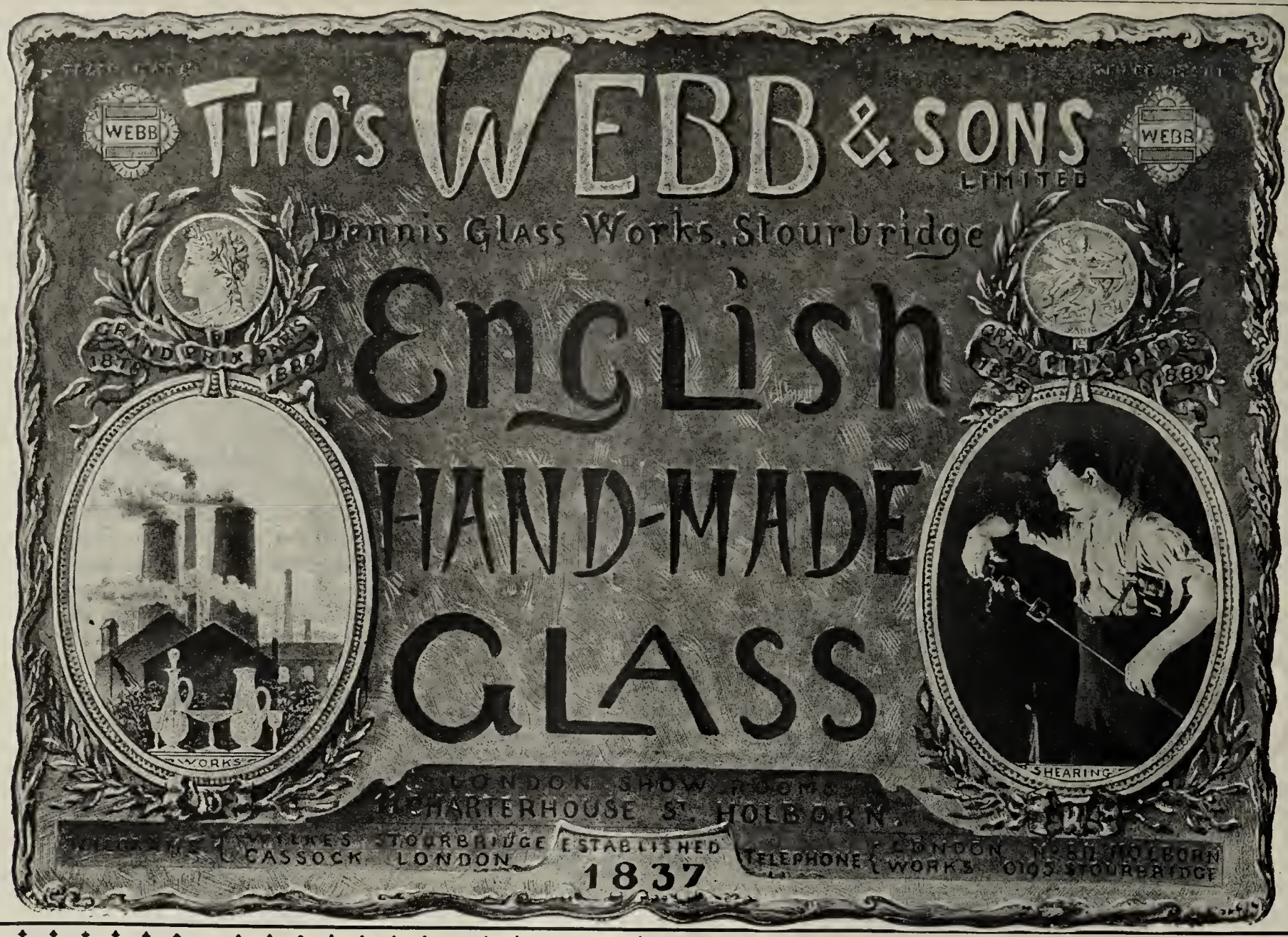
THE TRADE SHOW DAYS IN LONDON.

FOR many years now Tuesday and Friday in each week have been generally recognised as Show Days by manufacturers' representatives in the glass and china trades in London. On these two days it has long been, and still is, the rule for manufacturers' representatives to be found in their showrooms during the usual business hours—except when they "go to the post." Country and suburban dealers know this, and when they have other business in the City they arrange to do it on one or other of these days, so that they can on the same day look round the china and glass showrooms. We venture to ask, first, why Tuesday and Friday were originally chosen as Show Days? and, in the second place. why they are retained as such? The answer to the first question would probably be interesting, and some of our readers may be able to supply it. But it is not very material just now. The answer to the second question, if there is one, is of great importance, and we should certainly like to know what it is. Supposing there was a really good and sufficient reason for the selection of those days at the time they were selected, it is most unlikely that the same reason would have any weight to-day. Having regard to the trade conditions which prevail to-day, Tuesday and Friday are, perhaps, the most inconvenient days (if we except Saturday) that could be chosen for Show Days. In the great majority of places throughout the country the early closing day for retail shops is either Wednesday or Thursday. London representatives of manufacturers are, therefore, often unable to complete their calls in a partitular district on a Thursday because it is early-closing day in that neighbourhood, and they cannot complete their work in the following day, because it is Show Day, and they must be in their rooms. The inconvenience of this is far greater to representatives of works who come up to London for a week periodically. During the run of every trade exhibition held in London, there are cheap excursions from most parts of the provinces—always on the Wednesday and Thursday. China dealers taking advantage of these cheap trips, would like at the same time to visit the glass and china manufacturers' show rooms in London, but the representatives are not there on those days. Then, again, there are many shopkeepers who do not keep a large staff, and cannot conveniently leave their business to visit the showrooms, except on early-closing day. There are many who do this by making special appointments with the manufacturers' representatives. Dealers who do not really want to order just then would like to run round and see what is new, but naturally will not trouble the agent to go specially to the rooms for them since they cannot promise an order. Much more could be said on the subject, but we invite retailers and representatives to say it, and perhaps a change to Wednesday and Thursday may be made to the convenience of many, and, as far as we can see, the inconvenience of none.

THE EXPANSION OF EGYPTIAN TRADE.

DURING the last twenty-five years the annual revenue of Egypt has risen from nine millions sterling to fifteen millions. The imports of the country have increased at an even greater rate. In our article on Egyptian trade a month ago it was shown that the import trade was steadily increasing and that Great Britain had 38 per cent. of this trade. It is true that our exports to Egypt are improving, but not in the same proportion as those of other countries. British manufacturers and exporters never had a better opportunity of increasing Britain's share of Egypt's total imports. The Egyptian question is too huge to discuss here, but one point is of great importance. Suggested reforms have at present to receive the assent of fifteen Powers. The result is that many measures of reform are shelved, because of the difficulty of getting the consent of all these Powers. Lord Cromer has strongly urged that the Powers should transfer to Great Britain the legislative functions which they now collectively possess, as the only satisfactory method of governing Egypt for the country's welfare. Sooner or later Egypt will become a British Protectorate, and trade will receive a fresh impetus. The expansion of Egypt is a subject not much before the public. Egypt is seldom mentioned in the newspapers and rarely in the House of Commons. So little is heard of Egyptian affairs, that in this country we can hardly realise what rapid strides towards prosperity the country has made under British administration. The work of all the Government and public offices is being directed by clear-headed, capable British subjects, who are specialists in their own departments. At the head of all is a man of whom this country may well be proud. Lord Cromer changed a bankrupt, chaotic dependency, ground down by Turkey, into a prosperous, well-governed country, in which the Egyptians are making money fast and blessing "Cromer Pasha."

Pottery and Glass manufacturers who desire to study Political Economy in its changing aspects, will find a large range of subjects discussed in Dr. Crozier's "Wheel of Wealth," published by Longmans.



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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

"STAFFORDSHIRE POTS AND POTTERS."

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I beg to thank your reviewer for his intelligent and appreciative review of the book on "Staffordshire Pots and Potters," written by myself and brother.

Judicious criticism is always helpful, and the criticisms on our estimate of Josiah Wedgwood's work give me an opportunity of enlarging on certain points which, perhaps, have been too bluntly expressed in the book itself. Certainly we do not complain of anyone differing from us, and we were not ignorant when writing these chapters of the weight and value of opinions contrary to our own, and, if we had been, we have been sufficiently reminded of it in many reviews. Even we ourselves—the two writers of this book—are not in absolute agreement on every point concerning Wedgwood's creative powers. But our criticisms referred exclusively to his productions as an artist, and to his influence in potting as an art. The quotation of authorities is futile because it only resolves itself into a conflict of opinions prompted or tempered by the personal tastes of the authors. Still, we do not lack support from writers of great prestige, who express themselves even more strongly than we have done.

Josiah Wedgwood was undoubtedly a great potter, and his greatness was many sided. But his fame has overshadowed that of other great potters, and his reputation is popularly founded on a class of pottery, i.e., the jasper, which is, in our opinion, among the least successful of his productions from an artistic point of view. The shapes are, with few exceptions, to be found in Hamilton, Moses, and other works dealing with contemporary discoveries of classic ceramics, and the applied decorations are almost generally copied from these or similar works on Greek and Roman pottery and sculpture. There was no valid reason for this, for Wedgwood had command of the services of the greatest designer of his time—John Flaxman—who was capable of designing finer work of the same type than most of the sixth-rate Greek stuff which he was commissioned to copy. Let anyone who doubts this compare the average jasper designs with Flaxman's outlines to the "Odyssey," the "Iliad," or "Hesiod's Works and Days."

Now, it is a lamentable fact that Flaxman was not a great sculptor. He was not a remarkably able executant, and (with one or two curious exceptions) his modelling was, technically, only of an average kind. Yet this great designer was employed on work for which he was not best fitted, and was only given rare opportunities for the exercise of his genius and these rare productions surpass the copied work surprisingly. As to the classic (or quasi-classic) type itself, that was merely the vogue of the time, permeating literature, the stage, music, and art.

It is altogether to Wedgwood's credit that he adopted this vogue in preference to the vile "rococo," so largely used by Chelsea, Bow, Worcester, and even Sèvres. And it is a proof of his taste that he turned his attention chiefly to Oriental motifs in preference to "rococo," when not engaged in the production of imitation Greek. But after all, those were adaptations and compilations, and not creations—a subtle distinction, perhaps, but a vital one.

And we regret that the skill displayed—directed by such a commander-in-chief—was not employed in the development and perpetration of a national style of ceramic art, which existed prior to Wedgwood's time, and was exterminated, as national art often is, by the fascination o admirable technique applied to alien conceptions.

"English girls, by an English painter," exclaimed Ruskin, in praise of a certain picture, and deprecating the quasi-Greek in British art. Ruskin was right, and the popular voice, which jeered him then, has now relegated Leighton, the apostle of classic art, to a position below his true merits.

The Englishman is never comfortable in a chiton or toga. The Frenchman (because of his Latin blood perhaps) adapts himself more readily, but he is French at the finish. Millet, Jules Breton, Corot, and Carries are greater than David, Gericault, and Baudry and—if I may say it in a whisper—than even Ingres. Sir Joshua Reynolds was a great painter, but when he tried to be classic he was ridiculous.

That Wedgwood, with his versatile genius, produced a quantity of pottery which is insufficiently known and some of it sufficiently national in type, we hope, at a future period, to show. Our chief regret is that he did not produce more.—Yours, &c., FREDERICK A. RHEAD.

The Poplars, Friars Wood-road, Newcastle-under-Lyme,
February 5, 1907.

SOUP PLATE WITH INSIDE SPLASH RIM FOR DINING CARS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—We are desirous of adopting for use in our dining cars a soup plate with an inside splash rim, similar to the wash basins which you have, no doubt, noticed in lavatories of railway carriages.

I shall be much obliged if you will kindly give me the names and addresses of one or two makers of this description of soup plate.

Probably the soup plate I am referring to is used by steamship companies.—Yours truly, ———

[The above letter has reached us from the Stores Department of one of the leading British railway lines, who are subscribers to the POTTERY GAZETTE. We shall be pleased to forward any information sent to us for that purpose.—EDS. P. G.].

RAILWAY COMPANIES AND OWNERS' RISK.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—You have done a very proper thing in calling the attention of manufacturers and traders generally to the over-reaching conduct of the railway companies as to Owners' Risk Notes. You mention that in 1896 eighty-three different articles were classified as coming on the Owners' Risk note, whereas in 1906 that classification has been increased to one hundred and eighty—more than double.

As an instance of how our only company, the North Eastern, are throwing their tentacles round the necks of pottery manufacturers, we give an instance of what they are seeking to impose upon us.

They have sent us what they call No. 3 Consignment Note, which is no doubt intended to cover the one hundred and eighty different articles they have classified they will not carry except at owners' risk. It reads as follows :—

"In consideration of your receiving and forwarding the undermentioned goods, not properly protected by packing and of the consequent saving to me of packing, and of the reduced weight of the consignment, and of any other advantage which I derive therefrom, I agree to relieve all the companies from loss or injury, &c., &c."

This seems to us to be a very serious position to put a pottery manufacturer in, and we have protested, and have

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declined to sign such a statement, for the reason that it is contrary to the facts. We say, and every manufacturer will say, that our goods are properly protected by packing, that there is no saving of packing, that there is no reduced weight of the consignment, and that there is no advantage we derive from so packing. And traders who buy truck lots will bear us out in this, that for heavy goods such as ours packing in trucks loose, as the companies call it, but tight as we call it, entails less breakage than if packed in crates ; and, of course, are only carried at owners' risk when so packed.

We should be glad to know, through the medium of the POTTERY GAZETTE, if any other manufacturer has been asked to sign this obnoxious consignment note, and what the view of the trade generally is on the matter.

We may mention that we have taken the matter up with the heads of departments at York, who say they are considering our protest. We enclose a consignment note with the words we object to underlined red.—Yours, &c.,

Sunderland, Feb. 15, 1907. BALL BROS.

TURNOVER AND STOCK.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I find the following inquiry and reply in a trade journal :—"SIR,—Will you kindly inform me through your paper what value of stock should be held in furniture for a turnover of £4,000 a year ; also value of china, glass, and hardware for a turnover of £1,400. Thanking you in anticipation.—Yours, &e., INQUIRER. [Speaking generally a stock should be turned over twice a year. We therefore should consider that a turnover of the sum named should be done on a stock of about £2,000. The china and glass stock should turn over more quickly, say three times a year.—ED.]."

I venture to say that the editor who affirms so positively that a china and glass stock should "turn over three times a year" has had no experience in the trade. Cheap, useful, everyday goods in our trade do, of eourse, find a quicker sale than better grades and articles of less frequent use. The ironmonger and the furniture dealer leave the slower-selling goods to the regular dealer, preferring to handle only the daily requisites. Manufacturers ought to help to keep the trade in its entirety to the regular dealers, and not encourage outsiders to cut the prices of goods in most frequent demand.—Yours, &c.,

A GLASS AND CHINA (NOT FURNITURE) DEALER.

London, E., February 11, 1907.

[The number of times a stock should be turned over in a year depends largely upon the class of trade. Some years ago we heard, on good authority, of a drapery house turning over its stock eight times a year. In the glass and china trade we do not think any of the better class dealers turn over stock more than once a year. A man in medium class trade, who is pushing, and keeps his stock fresh, may turn it over, say, three times in two years. We do not believe any man exclusively in the glass and china trades can turn his stock over "three times a year" —unless he is a barrow man !—EDS. P.G.]

"THE POTTERY GAZETTE" ENQUIRY DEPARTMENT.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I have to thank you for your attention to my inquiry as to the maker of small glass cruet bottle. It is certainly a great advantage to have your help in the business—help that is so intelligently and successfully supplied. —Yours, &c.,

Eastbourne, February 1. E. HAYWARD.

[Particulars of the Enquiry Department, of which subscribers can avail themselves, for tracings and matchings, will be found on page 299 of this issue.—EDS. P.G.]

RETAIL TRADE CONDITIONS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—The information which you are placing before readers of the POTTERY GAZETTE regarding the present condition prevailing in the retail trade throughout the country, especially as regards the proportion of business which is annually placed with foreign firms, is of great value and interest to all connected with the allied trades. To manufacturers, in particular, it is of vital importance to learn from reliable sources of the ebb and flow of the public demand for their productions, and we beg to offer you our sincere thanks for having collected and tabulated this information for our mutual benefit in such an admirable way. We would suggest that you might follow the series of articles which summarise the experiences and difficulties of the retail side of our trade, by a corresponding series in which the views of manufacturers are placed before your readers. Such an exchange of experience could not fail to benefit both branches of the trade.—Yours, &c.,

THOS. WEBB & SONS, LTD.

Stourbridge, February 21, 1907.

ANSWERS TO CORRESPONDENTS.

Willesden.—The toilet ware was made by E. F. Bodley & Co., a firm not now in business.

F. B.—The pattern is antiquated, and not good enough for any manufacturer to revive without a special order.

Belfast.—The small advantage to the dealer would not compensate for the cost and worry to the manufacturers.

A. R.—You are clearly liable. We have answered this question many times. It is a question of fact, and not of law.

Paisley.—The "Poppy" dinner ware was registered by Sampson Hancock eighteen years ago. Kindly see reply to "Crouch End."

Weybridge.—The only pattern called "Oban" that we know was sold to Hughes & Co., Fenton, at the Brownfield Sale. (See our 1903 Diary.)

A Buyer.—The pattern is a registered one, and must not be copied. It might not be illegal, but it certainly would be dishonest to do as you suggest.

Crouch End.—The name of makers of china tea ware, registered No. 221,271, has been sent to you. This pattern was registered in 1893, and the search involved nearly an hour of our expert's time. Kindly note in future that inquiries must be accompanied by three penny stamps.

Nursery Rhymes Ware, Berne.—China and earthenware for children with pictures are specialities not confined to German manufacturers. Several firms in England make nursery rhymes ware, and we have sent you their names. We are glad to note that the POTTERY GAZETTE is so useful to you in Switzerland.

Assistant.—You would have to commence in a very small way indeed with so little capital. We do not think you would be justified in accepting credit on the usual terms to the amount you name from the manufacturers who have kindly offered it. If they would spread this amount over a couple of years, supplying you with goods on three months' account in the meanwhile, it would help you. But even then you would not be free to buy elsewhere. Wait till you have a little more capital, then do your buying on a cash basis.

Pottery and Porcelain in Russia.—A report of the Austrian Consul-General at Moscow states that the Austrian porcelain ware, such as vases, statuettes, and numerous other articles of delicate colour decoration, are in great demand in Russia. The cheaper manufactures, in the shape of figures and ornaments, of the most varied kinds, also find a good market. Table and tea services, toilet sets, &c., are imported mainly from England and Germany.

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Middleport Pottery,

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51, Paling's Buildings, Sydney.

Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Josiah Wedgwood & Sons, Ltd., potters, Etruria, Staffordshire.—During my recent visit to the Potteries I called at Etruria. I was sorry that Mr. Cecil Wedgwood was abroad, but I was favoured with a short but interesting interview with Mr. Goodwin, one of the company's designers, and Mr. Austin, an expert in the art department. On my return to London I was favoured with a more extended interview with Mr. Barnard, the company's resident representative in London. Mr. Barnard was for some time a designer at the works, so that my informants were each well qualified to talk about the present productions of the company, and it was about them I was seeking information. I am, therefore, indebted jointly to the three gentlemen named for what I have to say. Happily the reputation of a pottery is not made by, and its maintenance does not depend upon, its architectural features or its picturesque surroundings. It was from unavoidable circumstances that Josiah Wedgwood "converted a rude and inconsiderable manufacture into an elegant art" in a building with a most unattractive external appearance. It is also from unavoidable circumstances—though very different circumstances—that his descendants to-day are completing his transformation of the original "inconsiderable manufacture" into "an important part of national commerce" in the same unpretentious looking buildings. But the refining influence of the work done by Wedgwood himself and by his descendants has caused those same buildings to be described as "the famous pottery by the canal side at Etruria." I have frequently commented upon the purely ornamental productions of the company, so I shall speak principally of their useful goods now. Wedgwoods are always artistic, whether making for use or ornament. Their toilet, dinner, tea and breakfast, no less than their dessert services, are artistic, and on this account many dealers conclude they are expensive. The company, however, while continually seeking to improve both in the variety and in the perfection of their productions, are fully alive to the requirements of the times, and are presenting less costly but still artistic forms and ornamentations. They also recognise, as business men, that whether the incessant demand for something new and cheap can be justified or not, it has to be met by manufacturers. They are, however, adopting the most satisfactory methods of meeting it, and they are reproducing many of their own artistic shapes in useful ware that have been lying unused for a generation, and they are applying to them tasteful but inexpensive decorations in up-to-date style. In toilet ware, for instance, their "Louis Seize" decorations on plain surface are appropriate to the furniture now so popular, and is inexpensive. They are showing neat and pretty festoon decorations in white, with little colour relief.



JOSIAH WEDGWOOD & SONS, LTD. *Photo by "The Pottery Gazette."*

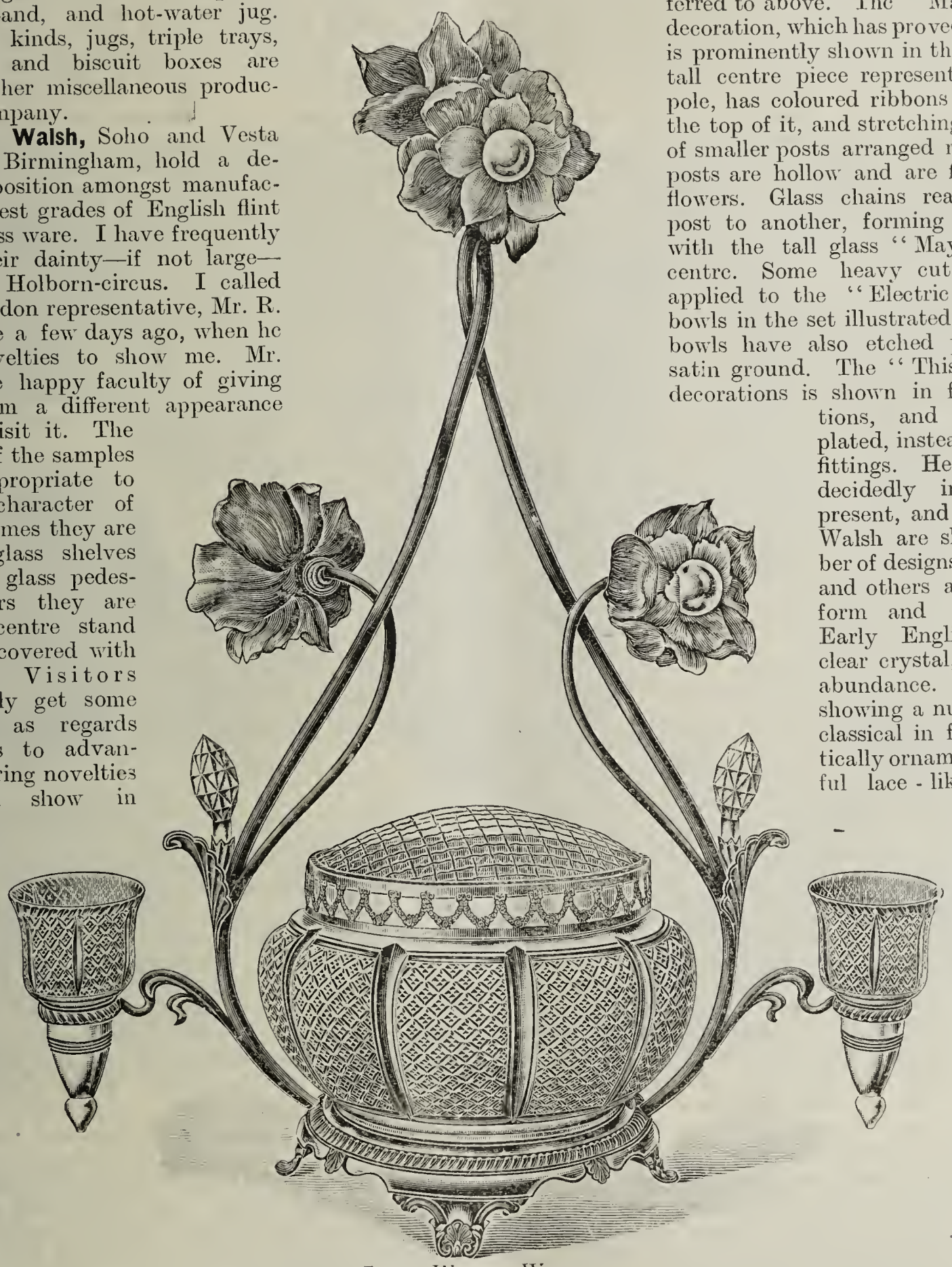
Many excellent toilet shapes—all reproductions—are now ornamented in artistic but less costly styles. They are good, or Wedgwoods would not execute them. With the incomparable moulds and facilities at their command Wedgwoods can, and do, produce beautiful forms as cheaply as any manufacturers—the decoration must, of course, bear a price in proportion to the skill and time and expense attending the execution of it. They are now applying a variety of ornamentations that they think meet the demand for eheap goods. The "Bullfinch," "Cuckoo," "Camelia," are neat and cheap "old-time" decorations that should commend themselves to buyers of medium class goods. They make a departure in dinner ware in the new "Stephenson" pattern. This is quite out of their beaten track, and shows that Wedgwoods ean be new if it is desired they should be. This is a eonception if anything even more advanced than what is commonly called "New Art." Other shapes that are not on what are recognised as "Wedgwood" lines are shown. I cannot say that they are improvements on any of the company's productions, but there is no degeneracy about them. They are good forms and artistically, but not expensively, decorated. The old "Queen's Ware" in dinner services is ornamented in quite new styles in free-hand work. As this "Queen's Ware" is popular in favour now, the company are producing it in green and blue dragon tea ware in the styles of 1813–1815. It is interesting to learn that a Wedgwood tea serviee with green dragon decoration was used by Napoleon in exile at St. Helena. A novelty in Wedgwood ware is "Eastern flowers," an old style Japan decoration, prettily arranged on all shapes—vases of various shapes and sizes, pot-pourri jars, flower pots, jugs, &c. This is a judicious intermingling of underglaze, blue and red, with delicate lustre. We are aware that there are dealers who will not buy anything from Wedgwood but the orthodox Wedgwood styles. They say they can get variety enough elsewhere, and want "Wedgwood" from Wedgwoods. They will be interested in knowing that the company are now showing at the London showrooms, 108, Hatton-garden, E.C., a splendid collection of reproductions of shapes and decorations of the best period —1767 to 1790—taken from the original sketchbook now to be seen in the museum at the works. These are all underglaze free-hand paintings. Mr. Barnard is also showing in London a large collection of fine jasper cameos, mounted in gold, as pins, brooches, pendants, &c. Some handsome gold lockets with jasper cameos are supplied complete by the company in pretty silk-lined cases. He has also a great variety of jasper plaques and medallions, to which further reference cannot be made at present.

Burgess & Leigh, Middleport Pottery, Burslem, have a large number of novelties for the spring season, and their London representative, Mr. Pointing, has now samples of them at his rooms, 44, Farringdon-street, E.C., which are always open. I was pleased to see Mr. Pointing so far restored to health as to be able to resume business, and I am sure his many friends in the trade will be glad to hear of it. The new samples in "Burleigh Ware" maintain the reputation that distinctive line in pottery has acquired for itself. One feature of "Burleigh Ware" is that it does what we all should do—it grows better as it grows older. In addition to producing new forms and decorations, Messrs. Burgess & Leigh's designers, like wise men, improve upon some of their old ones, either by modifications or additions. In the ornamentation of pottery, experience is the best of all teachers. The firm's strongest lines are toilets, dinner services, pots and pedestals, and teapots. In each of these there is at present a fine show in London. The display of toilets is particularly noticeable, as I have before mentioned, by reason of the imposing array of samples of ewers and basins, which fills one side of the long room from front to back, and even takes up part ol the bottom end of the showroom. These samples are welf displayed and attract attention the moment a visitor enters the room. The place of honour at present is assigned to a very graceful new shape, the "Etruscan" toilet set. It is a good model, and the ewer has quite a classical appearance. The form is well adapted for a variety of decorative treatments, and many are shown. The basin is round and deep—a serviceable size. One very attractive treatment is ground laid, with medallions. The same shape is also shown shaded and jewelled. Pleasing in shape and decoration, the "Etruscan" service should have a long career. Another new toilet shape is the "Cyprian." This is a good form, classical in character, and in several appropriate ornamentations; one a pretty treatment with Dresden flowers and gold. The same shape looks well in blue and gold decoration, and also in a pretty combination of two greens. The "Etruscan" shape is supplied in solid art eolours, of which many specimens are shown, including several new shades. Buyers who want a nicely varied selection of really good self colours will find it here. The "Portland" shape toilet set is shown in a number of new, neat, and inexpensive decorations, including floral sprays and others. Several new designs in pots and pedestals are shown. These are admirable from every point of view as specimens of skilful designing, modelling, and potting. In "Burleigh Briar Ware" new decorations are shown. In this ware all miscellaneous table articles are included. The coloured and shaded combinations are good. Teapots and stands are lines in which Burgess & Leigh excel. They are showing some useful forms and pleasing decorations in both.

Gibson & Sons, Ltd., Albany and Harvey Potteries, Burslem, have a splendid suite of rooms in Gamage-buildings, 118-122, Holborn, London, E.C. These rooms are very lofty and have the advantage of plenty of light. The goods have the further advantage of being well displayed. The London representative of the company, Mr. C. J. Berry, is showing the different elasses of ware as distinctly as if they were in separate rooms. It will be remembered that the company moved into these rooms last summer in order to find more accommodation for the increasing number of their samples. It looks as though the number had increased even more than they expected. Since the acquisition of the Harvey Pottery the business of the company has grown rapidly, and is still extending. They make useful and ornamental earthenware of practically all descriptions, including many specialities. They are also manufacturers of jet, Rockingham, russet and mosaic bodies. There are several new shapes in toilet ware, and some new departures in the way of pleasing decorations. The "Grecian" is one of the new ones; it has a finely modelled ewer and a useful oval basin. The "Antique," another new toilet shape, has several distinctly uncommon features. It has a tall ewer, nearly square—at any rate, the sides are flat and taper slightly towards the foot. There are embossments at the top of the ewer and round the basin. Another new toilet set is the "Albion," a graceful shape, with slight embossments, and variously decorated with neat designs, and also in shaded and gilt. The "Richmond" toilet service is shown with pretty rose-bud decoration and gilt. This is a very pleasing pattern; the neat simplicity of the ornamentation suits the shape exactly. The large range of toilet samples includes some with pretty embossed panels, which look well alone, or as frames for floral and other decorations. Several new flower pots have been added recently, including the "Antique," on the lines of the toilet shape called by the same name. This pot is variously decorated. The "Savoy and the "Grecian" are otlier new flower pots.

Amongst miscellaneous goods are the "King's Jester" series, the Royal Edward, Malacca, and Impasto art ware. The first named has the King's Jester in cap and bells, in various attitudes, nicely coloured, on light body. The company are well-known as manufacturers of jet and Rockingham, russet and mosaic bodies, and they show a large number of samples. There is a table board round one side of the room on which the samples of the various suites are arranged in sets of three pieces —a teapot, stand, and hot-water jug. Teapots of all kinds, jugs, triple trays, cheese stands, and biscuit boxes are amongst the other miscellaneous productions of the company.

John Walsh Walsh, Soho and Vesta Glass Works, Birmingham, hold a deservedly high position amongst manufacturers of the best grades of English flint and artistic glass ware. I have frequently referred to their dainty—if not large—show room in Holborn-circus. I called upon their London representative, Mr. R. H. Wood, there a few days ago, when he had many novelties to show me. Mr. Wood has the happy faculty of giving the pretty room a different appearance each time I visit it. The arrangement of the samples is always appropriate to the general character of them. Sometimes they are on tiers of glass shelves supported on glass pedestals, at others they are shown on a centre stand with flat top covered with silvered glass. Visitors would probably get some useful ideas as regards showing goods to advantage. The spring novelties are now on show in London, and at the works, and Mr. Wood is presenting at his rooms one of the finest collections of samples of artistic and useful glass the firm has ever shown. Amongst the most interesting novelties, there is a table decoration in which beautiful rose bowls for flowers are fitted with an electric light. The combination is handsome seen under any conditions, but with the electric light switched on at the head of the arrangement, the effect is sweetly pretty. The accompanying illustration gives an excellent representation of this very latest development of the art of table ornamentation. The firm have had a long experience in this particular line. In looking round the room I saw some straw coloured rustic table decorations. I remarked to Mr. Wood that it must be a long time since these were popular. He says they are more popular to-day than ever. It is seventeen years since they were first introduced, and they have never been withdrawn from the samples. There have been many series of table decorations since these quaint rustic forms first took the public taste, and it is interesting to find the first one selling concurrently with the last one—the "Electric Rose Bowl Flower decoration" referred to above. The "Maypole" table decoration, which has proved so successful, is prominently shown in the rooms. The tall centre piece representing the Maypole, has coloured ribbons running from the top of it, and stretching to a number of smaller posts arranged round it. The posts are hollow and are filled with cut flowers. Glass chains reach from one post to another, forming an enclosure, with the tall glass "Maypole" in the centre. Some heavy cut patterns are applied to the "Electric" glass rose bowls in the set illustrated. Some of the bowls have also etched patterns on a satin ground. The "Thistle" range of decorations is shown in fresh combinations, and with electro-plated, instead of lacquered fittings. Heavy cutting is decidedly in demand at present, and Messrs. Walsh Walsh are showing a number of designs, some modern, and others antique alike in form and ornamentation. Early English styles, in clear crystal, are shown in abundance. Mr. Wood is showing a number of vases, classical in form and artistically ornamented. Beautiful lace-like effects are shown on some of the vases. These are sure to appeal to a lady of refined taste wanting a few ornaments for her own room.



John Walsh Walsh.

The Barnstaple Art Pottery.—The proprietor of this special line of ware is Mr. W. L. Baron, Rolle Quay Pottery, Barnstaple. Mr. C. J. Berry, Gamage-buildings, 118, Holborn, E.C., is the London representative of Mr. Baron, and has a representative selection of samples of Barnstaple art pottery always on show at his rooms. The pottery comprises decorated, grotesque, and motto ware, made and decorated entirely by hand. The pieces are similar in character, yet each one is unique, since all the ornamentations are free-hand work. Many additions have been made to the samples since we

saw them—additions in styles, we mean; for of course the pieces themselves are constantly being changed, and others similar to them, but not exactly like them, substituted. The colouring is very good, and plays an important part in the peculiar effects of the ware. The blue and green, with touches of red, are happy combinations. Mr. Baron produces a number of miniatures and some large vases decorated with well executed incised work.

Henry G. Richardson & Sons, Wordsley Glass Works, Stourbridge, are represented in London by Mr. R. Wheeler and have capital showrooms at 11, Thavies-inn, Holborn Circus, E.C. The rooms on the ground floor are filled with a choice selection of Stourbridge glass by one of the oldest firms in the trade. Samples are shown of flint and coloured table glass, flower stands, flower vases, and many special lines of glass for table decoration. The flower holders of the last named are fitted with plated metal stands and branches. Some very pretty epergnes in a variety of patterns are on show. Pleasing combinations of colour are employed, such as citron and green leaf and flint with green leaf. The "Sunflower" table decoration is the latest speciality in that line, and is a handsome and realistic ornament with rustic stems and branches, and an open sunflower as the receptacle. Messrs. Richardson pride themselves upon their reproductions of old English cut glass of the George III. and early Victorian periods.



INCANDESCENT C. FITTING.



INVERTED INCANDESCENT.



INVERTED INCANDESCENT.

They are showing beautiful examples of the heavy cut-glass ware so much in demand at that time, and which is increasing in favour to-day. There are decanters, many styles of water jugs, salad bowls, fruit dishes, flower tubes and vases. They make some high class specialities for the American market. These include several handsome suites of table glass, with tall wines with threaded stems. Tall sweets are shown to match these. The idea of these tall sweets, &c., is that the fruit or cake they contain can be conveniently and safely obtained by ladies wearing sleeves. The samples include a large number of suites of table glass with nicely etched patterns. They have high class glass services at very moderate prices. A cut glass liqueur set on show would make an acceptable gift for special presentation purposes. The set comprises a nicely cut dish, a liqueur bottle and six liqueurs—an elegant and useful present. The firm are manufacturers of globes and shades for gas, incandescent, and electric lighting in a bewildering variety. They have a large room devoted to samples of these, and it is so arranged and fitted that shades and globes for oil lamps and for gas, incandescent and electric lighting can be seen in position and in actual use—the only way in which the beautiful and delicate effects of these specialities can be appreciated. In the same room are handsome pendants in cut glass, and others satin-finished and ornamented in the "Adams" style. Satin-finished etched shades are a special feature of the firm, and they show a large assortment of them. They are their own designs, with the festoon and wreath decoration. We give illustrations of three new globes. The first is an ordinary incandescent C fitting, and the others are inverted incandescents with pure "Adams" decoration. Art colours are introduced with beautiful effects, and quite a new production is what they have named "Pinkolene"—a remarkably delicate satin-finished rose-pink for electric lights. There are many other tints suitable for use in conjunction with artistic furniture and draperies.

R. H. & S. L. Plant, Tuscan Works, Forrister-street, and Stanley Works, Bagnall-street, Longton, are manufacturers of "Tuscan China," which they claim to be the "china for all markets." The firm's London representatives are Messrs. Mogridge & Underhay, 10, Bartlett's-buildings, Holborn Circus, E.C., who have a large and well-selected assortment of their samples always on show. The firm give particular attention to tea and breakfast ware, plain and decorated, and they show a very large collection of samples in London. They have a number of new shapes and up-to-date decorations of the most varied descriptions. The new patterns are in very different styles; some very pretty ones are on what is understood as "New Art" lines. But Messrs. Plant's shapes and decorations in tea ware have always been interesting, and they are likely to maintain their reputation by the recent productions. Some new teas and breakfasts are well shaped, and look very pretty with decorations that suit the slight flange on the cup. Blue band and gold lines, and green band and gold lines, are good stock lines. A neat border pattern applied to tea ware on fluted shape is an attractive line. The firm have several quite new border patterns and floral decorations, with and without gold. They are just developing the manufacture of vases, and have already a number of art forms and several effective floral and other decorations. Their artistic pieces have pretty floral and other patterns on good forms. There is a range of small pieces in the popular style of decoration. There is a vellum ground, shaded and tinted, and there are pretty views of Dutch seascapes and landscapes running round the pieces. There are touches of red in the shading of the land and sea scapes, figures being introduced on the former and boats on the latter. Another range of vases is decorated somewhat on the lines of the bright Japan patterns, in which there is a combination of blue, brown, and gold. (These are sometimes called "Crown Derby" patterns.) Enamelled heraldic ware is a good line. Arms of different towns and counties are applied to tea and breakfast ware. Tête-à-tête sets, coffee sets, sweet-trays and dishes, and fancy china generally are found in Messrs. Plant's useful samples.

Tooth & Co., Bretby Art Pottery, Woodville, near Burton-on-Trent, are represented in London by Mr. E. Gamage, and they are now showing at the London rooms, 127–131, Audrey House, Ely-place, E.C., a splendid col

lection of samples of their goods. "Bretby Ware" is a familiar line in the trade from one end of the United Kingdom to the other, and the firm are evidently determined that it shall remain so, for they spare no effort to keep it in line with the constantly improving taste of the day. Not only are they regularly increasing their already multitudinous forms, but they appear to have nearly as many different ways of decorating their productions as they have forms to decorate. For instance, their range of colours comprises beautifully transparent greens, reds, yellows, and browns in self tones, while in blended colours there is apparently no limit to the different combinations as applied to pedestals and pots, jardinières, made many additions to their beautiful "Bronze and Jewelled Ware," many interesting examples of which are included in the accompanying illustration. This is a very happy conception of Messrs. Tooth's, for there could not be a more suitable accessory to the furniture and furnishing now in vogue than this attractive "Bronze and Jewel Ware." The bronze pieces supplied by the firm are so much like real bronze, that when the two are placed side by side it is difficult to say which is real bronze and which is the pottery imitation. But there is a great difference in the cost, for, although superior as a ceramic, this ware is reasonable in price—as, indeed, are all the productions of the firm. The jewels constitute an additional charm to



Bretby Art Pottery.

&c. The firm are showing a number of new pieces in their now popular "Ligna" ware. There is a fine range of samples of this ware, which include excellent representations of wood effects with metal mountings. "Bamboo Ware" is another speciality which has caught the public taste, and is now a regular line. It is an imitation of Japanese carved bamboo, on which illustrations of scenes from Japanese mythological lore are portrayed. Samples of pedestals and pots, flower vases, umbrella stands, and many other pieces are shown in this "Carved Bamboo." Like all other enterprising firms, Messrs. Tooth & Co. are meeting the incessant demand for novelties. Each time a visit is paid to their London showrooms it is made evident they are meeting this demand very successfully, for there is always something new. Since my last visit they have what was already a beautiful creation. In any case, the firm are now in a position to please those whose taste leads them to choose the simple bronze, as well as those who prefer the more elaborately adorned bronze set with jewels. The firm have just sent up to their London showrooms a centre-piece and vases to match in this ware. The centre-piece will be noticed in the group. There are several ranges of flower-pots (many sizes) in new blended colours. The patterns include new and artistic designs with neat embossments. Mr. Gamage showed me a good range of useful rose-bowls, or bulb-bowls, in self colours and also in shaded. Some pleasing additions have been made to the line of novelties, such as small trays with imitation fruit and biscuits, pipes and cigars with matches, nuts, crackers, &c. A good show is made with new samples of parti-

coloured goods, such as pots, vases, pedestals, and useful and fancy goods.

The Royal Aller Vale and Watcombe Art Potteries, Newton Abbot, Devon, are extensive manufacturers of what is known as "Devonshire Ware." The term has a specific meaning, and the company make all that is comprised in it, but in their case it is of much broader application than usual. The company are represented in London by Mr. F. Findlay, who has a complete line of their samples always on view at his rooms, Buchanan-buildings, 24, Holborn, E.C. (there is an entrance to the buildings from Fetter-lane). The company are manufacturers of richly coloured and glazed art ware, and also of tea sets, pots and pedestals, vases, flower pots, &c. They have recently brought out a new decoration, of which a full range of samples is shown. As arranged together in Mr. Findlay's rooms, they have an atrractive appearance; dealers will see that they would make a good special show in the shop window and on the shelves inside. It consists of a combination of green and chocolate. There is chocolate inside and at the top of the pieces, and bright green below. When seen on the shelves the bright green predominates, and the effect of this green glaze on the terra-cotta body is a remarkably good one. This decoration is applied to all their shapes. In the accompanying illustration the five dark pieces on the top row are in the green ware. The other two pieces in that row are examples of the famous mottoed ware for which Devonshire is so noted. The mottoes are on green, blue, and salmon grounds, and new shapes have been introduced to which they are applied. New life has been given to this ware by putting the mottoes on fresh useful and ornamental pieces with various coloured bodies. The company are also applying Devonshire scenes to numerous useful and ornamental pieces. These are nicely executed in colours on shaded grounds. The illustration includes five pieces on which these views are shown. These are representative of a large number of good shapes treated in this way. The grotesque ware has received several additions since we last noticed these amusing sundries. Some new specimens of the "Iris" decoration are shown. This is not a new treatment, but it has been very popular, and with the blue flower on the ivory ground, as it is now shown, there is good reason to expect it wil become increasingly so. The company are proprietors of the Royal Essex Pottery, Castle Hedingham, and make a lot of quaint pottery more in the Old English style, copying almost exactly the old forms and shapes from the original examples in the British Museum. A nice collection of this ware can be seen on show.



Photo. by "The Pottery Gazette."

ROYAL ALLER VALE AND WATCOMBE ART POTTERY.

Mr. William Bennett, earthenware manufacturer, Cleveland Works, Hanley, has recently removed his London showrooms from No. 23, Thavies Inn, Holborn-circus, E.C., to No. 13—just opposite. The London representative, Mr. W. Carroll, has received a large number of new samples, and with the spacious and well-lighted rooms, he is able to make a better show than he has ever before had in London. Some pleasing shapes in toilet ware are shown, in many patterns, from simple and inexpensive ones to elaborately decorated. The "Gower" shape has a tall ewer, free from embossments, with a deep basin. This is a registered shape, and it is shown in plain white and gold over edge in neat floral designs and many enamelled patterns. It is shown in many self colours with and without "New Art" decorations. The "Sutherland" and "Portland" are two other excellent toilet shapes, in almost every style of ornamentation. The "Linton" shape is an excellent sexagonal toilet ewer, with floral and gilt patterns in many varieties. Mr. Bennett makes a good range of white ware, and has on show oval, round, and square fluted dishes in nests. These are suitable for fruit. The dishes are supplied in nests. In the same ware there are salad or rose bowls, coffee pots, jugs, &c., divided covered dishes, and steak or bacon dishes with covers. Some capital sets of jugs were shown new in form and decoration.

E. Hughes & Co., Opal China Works, Fenton, are manufacturers of tea and breakfast china and general household china in leadless glaze ware. While they make china generally they give especial attention to tea and breakfast ware. They have several new shapes for the spring, samples of which have just been sent up to their London representative, Mr. James H. Service, at whose rooms, 19, Charterhouse-street, E.C., there is a large collection of their samples always on show. In addition to regular goods for the home trade and for export, Messrs. Hughes & Co. make a number of special lines for cafés, restaurants, hotels, schools, and public institutions. They also supply badged ware in various colours, such as black, red, moss green, electric green, and heliotrope. Their white-

fluted tea and breakfast ware, "Clematis" shape, is a good stock line. They make white china cocoa jugs, with lock lids, in several sizes. The "Blue Dragon" is one of their popular tea patterns. Mr. Service is now showing coffee sets in this pattern, and also in dark blue willow, and other patterns. He has a new egg stand and four cups in white and gold china. There are spikes on the stand, which fit into the bottom of the egg cups and keep them steady. The "Una" is a new shape in tea ware, which is shown in various coloured bands and other decorations. The "Trent" is a nicely shaped tea cup, shown in a large number of decorations; many of the patterns are registered. The "Trent" shape makes a pretty set in plain white, or in white and gold. The "Opalart" series and "Fenton China" arms ware white china arms ware with the arms of any town, city, county, or college in rich colours. Amongst miscellaneous goods are thin china milk tumblers, moustache cups and saucers, afternoon tea sets, and tête-à-tête sets.



Photo. by "The Pottery Gazette."

E. HUGHES & CO., FENTON.

Thomas Till & Sons, Sytch Pottery, Burslem, have a good show of samples of their principal lines at the new rooms of their London agent, Mr. F. J. Bennett, Gamage Buildings, 118, Holborn, E.C. They have added so considerably to their samples that an additional room has been devoted to them. The firm's principal lines are dinner services, toilet services, and tea and breakfast sets. In all these they are well to the front in new shapes and decorations. They have, however, some specialities that are not likely to be displaced by new goods for some time to come Their mazarine blue band is one of their most popular pro-



[*Photo by "The Pottery Gazette."*

THOMAS TILL & SONS, BURSLEM.

are good selling special lines. The former consists of a series of decorations expressly prepared for them by a well-known artist. It includes several effective artistic colour combinations at popular prices. The firm supply ductions. They are now showing it in conjunction with their latest "Chrys" decoration on dinner and tea ware. The "Chrys" is a neat border pattern, and is shown in all colours. They are increasing their output of toilet ware,

and the two new shapes illustrated are calculated to increase it still more. The "Orient" shape has a good-shaped ewer with neatly embossed panel on the sides, and a large deep round basin with similar embossments on the outside. It is shaded in numerous colours, and looks well in blue and gold. The panels lend themselves to an endless variety of decoration. The other shape illustrated is the "Oxford." The ewer is a fine form, and is shown with the "Peacock" decoration. It has a useful round basin, with broad turn-over edge, with a pretty embossment running round it. This shape, with the "Peacock" in green and gold, makes a handsome service. These two new toilet shapes, the "Orient" and the "Oxford," are decorated in a variety of styles. The "Minton" shape dinner ware is shown with a new and tasteful "Tendril" decoration. The slender, twining shoots of a plant are very effective as a neat pottery decoration. This "Tendril" is combined with the "Chrys" decoration and blue band on dinner ware. The firm are showing a very attractive new floral decoration, shaded, applied en suite to all table ware. Mr. Bennett has a fine show in his new light rooms, and is constantly receiving new samples. He has a good variety of badge and monogram ware for hotels, restaurants, institutions, and clubs.

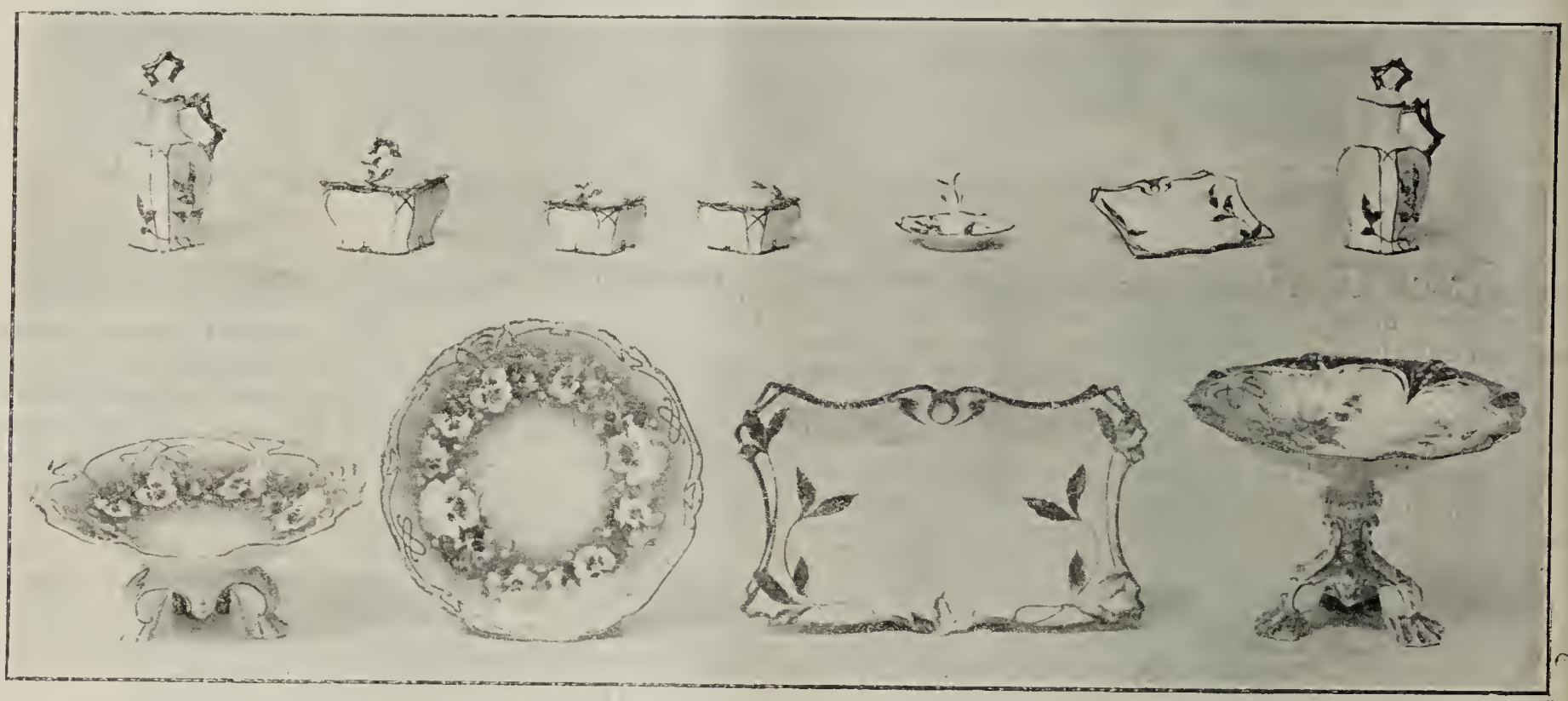


Photo. by "The Pottery Gazette."

SANDERSON & YOUNG.

Sanderson & Young, 21, Red Lion-square, and 11 and 13, Princeton-street, London, W.C., are manufacturers' agents for several descriptions of glass, china, and earthenware, and are also wholesale importers and distributors of almost every description of pottery and glass—useful and ornamental. As wholesale dealers, Sanderson & Young are always abreast with the times. It does not do them full justice merely to say they are "up-to-date." As a rule they are always a little in advance with some lines. They are not content with novelties just placed on the market. One or other of the partners is always moving about amongst manufacturers in the United Kingdom and abroad; and thus, while looking out for new goods that are ready for delivery, they often become aware of something attractive that is in preparation, and are able to secure it for themselves. They have just secured the exclusive agency for an attractive range of Austrian china, very similar in quality to Limoges. They are showing salad bowls, cabarets, dessert sets, &c., in this ware, and a good assortment of trinket sets. There are some new shapes in trays, with neat and attractive decorations. We illustrate one of these trinket sets, but regret that through a misunderstanding on the part of our photographer the set is not grouped as we intended. The set we show is in white and gold, a simple, but very pleasing decoration. It will be seen that the tray is a capital shape, and quite a new one. We also illustrate a tall and low comport, and a dessert plate with a pretty floral pattern. The firm have a reputation for the variety of figure ware they command. They have recently made several interesting additions in miniatures, and amongst them are two amusing "fighting boys" in coloured china body. They show a number of miniature pieces of all kinds, light blue ground, and cameo crests and arms, in white. Another pair of amusing small figures of "Sambo and Topsy" have black faces and red lips, and an inscription, "Specs we growd." The firm have a large selection of vases, and some new shapes and decorations are added for the spring trade. They include some novel shapes with floral decorations on shaded grounds. As usual, Messrs. Sanderson & Young are showing new ranges of flower tubes, which they are supplying in conveniently assorted cases, which are kept ready packed. Customers can have cases containing two or three patterns, and two or three sizes of each pattern. Specimens of the contents of these cases are on show. A new line of what they call "Pekin" china is on show. It consists of tea ware and fancy pieces decorated with Chinese patterns. A useful range of vases and fancy shapes has raised flower decorations in bright colours. All articles for table use are shown with new landscape views on tinted ground, and with a beautiful glaze. Novelty jugs, delicately decorated, and a range of "Gobelin" ware, consisting of different views on imitation tapestry are amongst other new goods for the season. Messrs. Sanderson & Young are the British representatives of Mr. Hermann Muller, Bohemian glass manufacturer. He makes all kinds of flint table glass goods, but his principal lines are in coloured goods. His ruby and blue are exceptionally fine. He makes decorated and engraved flint and coloured glass of all kinds. Trinket sets, in many shapes and decorations, liqueur sets, fancy vases, and spills.

The New Hall Pottery Co., Ltd., New Hall-street, Hanley, are manufacturers of earthenware for home and export purposes. They have showrooms at 34, Hatton-garden, London, E.C., and I recently saw Mr. Robert Audley, the

managing director there, with a number of new goods for the spring season. They show samples of toilet ware, tea and breakfast ware, jugs of all kinds, cheese stands, bread trays, butters, steak dishes, teapots, flower pots, &c. The show of toilet sets is a good one. The "Nero," a new toilet shape, is illustrated in the accompanying group. It has some good modelling, both in the form and ornamentation; the embossments at the neck of the ewer and round the edge of the basin are well executed. The running stem makes a pretty relief to the plain surface, an improvement on the "New Art" lines. The same ornamentation is shown on the jug illustrated, also the "Nero" shape. This pattern is an effective decoration in dark or light green, and also in shaded ground and gilt. The "Waverley" toilet service is not a new shape, but it is selling so well that they are now showing it in many new decorations. It has a good full-size ewer and deep round basin, and is decorated in a number of printed and enamelled and gilt patterns. Mr. Audley thinks very highly of this "Waverley" service, and judging from the immense number he says they sold last year, he has good reason to do so. It is a shape that looks well either in printed patterns or in white and gold. A cheese stand and cover and new bread tray, in the new "Nero" shape, are included in the illustration. The company are making some very pretty flower pots in many shapes and decorations.



Photo by "The Pottery Gazette."

THE NEW HALL POTTERY COMPANY, HANLEY.

George Procter & Co., High-street, Longton, are represented by Sanderson & Young, 21, Red Lion-square, London, W.C. Messrs. Sanderson & Co. have samples of all the firm's numerous special lines for the Colonial and Home markets. The principal lines are tea and breakfast ware in a variety of new shapes and designs. The pretty "King" shape tea ware is not quite new, but it has a well modelled flanged cup, and is decorated in a number of neat printed patterns. The Royal pattern is a good floral design. The firm make Queen White China, special lines in Badged ware for schools, hotels, clubs, ships, &c., and a very good quality of ivory arms ware. Seaside views, mottoes, and present ware are suitable lines for the coming season at seaside resorts and other places. Messrs. Procter & Co. make a special line of Mazarine blue-band tea ware, which is well adapted for good medium class trade.

Mr. Wm. Ault, Swadlincote, Burton-on-Trent.—In our notice of "Ault Faience" last month we gave a detailed description of his "Adams" toilet ware. We gave an illustration of another toilet service, and regret that the name "Adams" toilet ware was inadvertently applied to the illustration. There is nothing suggestive of the "Adams" style about the pieces illustrated, which have a conventional rose ornamentation.

The Royal Art Pottery Co., Waterloo Works, Longton, are extensive manufacturers of flower pots, vases, pedestals and pots, umbrella stands, mantel-sets, &c. Their Mr. C. H. Brittain was at the Saracen's Head, London, last month, with a full line of samples of their goods, and I had an opportnuity of seeing their novelties. In pots and pedestals they have several new designs of noble proportions. They were showing a very large range of flower pots. The company excel in these, and have introduced some new and interesting decorations. They make a great feature of embossed pots and certainly had a fine collection both as to the number and character of the samples. The company are prolific in shapes, many quite new ones were on show, while they display as much variety in colourings, both on pots and vases. Several new art shapes add to the number of graceful vases, and there are many rich colour schemes, especially those in mazarine blue and gold. Art pots in self colours and others in shaded ground and gilt were shown with several rich decorations. A special line was a range of Dutch decoration on vases, with nicely shaded effects. These are attractive, and at the same time inexpensive. A fine range of flower vases, "Sussex" shape, with crinkled edge, was on show in many sizes and colours; amongst the latter cobalt blue, Liberty green, and marone were conspicuous. The company make a big show of clock sets at unusually cheap prices. Mr. Brittain explained that a short time ago they brought a very large number of good clock movements under most favourable conditions, and as the price of such movements has advanced since they are able to sell their clock sets cheaply in comparison with others who have had to buy movements at the advanced rates. A particularly fine piece on show was a Roman urn on pedestal, ornamented with figure subjects and gilt. Sets of vases and clock sets are supplied by the company expressly for presentation purposes.

Chinese Porcelain.—It was well known that Mr. William Giuseppe Gulland, of Brunswick-terrace, Brighton, and Lime-street, London, who died on December 6 last, had an interesting collection of Chinese porcelain. By his will he has given to his wife, Mrs. Julia Clementina, while his widow, the use and enjoyment of this collection, and all his books, and copyright of books thereon, and subject thereto for the South Kensington Museum or some other museum or public institution to be selected by his executors, and he has given to such museum or institution £1,000 for printing catalogues and providing showcases.

THE WEST OF ENGLAND CHINA CLAY TRADE.

(SPECIALLY CONTRIBUTED.)

SOUTH DEVON.

AS the clay trade generally is an exclusive trade, having nothing in common with other industries, so the South Devon trade differs materially from that in other districts, in terms, customs, and manners. What many of these terms, &c., are meant to express and signify is not very clear to a stranger, and it is improbable that he will find any person to enlighten him on that or anything else, as from the highest to the lowest there seems to exist a kind of freemasonry, having apparently but one object—to zealously guard the secrets of the trade. The merchant "has no idea," the agent is "unable to say," and the clay cutter "doesn't know."



LIGHTHOUSE AT TEIGNMOUTH.

Even outside the trade there seems to be a general all-round understanding that everything must be kept as secret as possible. Take the matter of price. Look at your daily paper, and you will find the latest market quotations for every article of commerce, mineral or vegetable; but whoever saw the price of clay except in the POTTERY GAZETTE? Everyone knows the price of coal, even a child in Cornwall can tell "what tin is," but there are hundreds of well-educated people living within a few minutes' walk from the clay pits who have not the slightest idea of the value of any grade of clay, and could not say if it was 16d. or £16 per ton. They have never seen the works except at a distance, and would be surprised to know their extent; but it is forbidden ground.

Certainly it is dangerous, for besides dozens of pits in course of sinking, there are many "holes," pits of unknown depth, full of blackish-green water, icy cold even in the hot days of summer; and lake-like stretches, frequented in the winter by strange waterfowl, lakes the banks of which are covered with fresh-water mussels in which an occasional British pearl is found, and smaller, deeper lakes, haunted by huge shaggy pike. The children have found out this happy hunting ground, and little ones, all heedless of danger, roam about, and mites from the cottages near by dangle their naked feet over waterlogged pits 100 ft. deep.

It was well towards the end of the 17th century before anything like a demand sprang up for land in that part of the West Country known as the clay lands, which roughly we will describe as that district immediately adjoining the ancient towns of Newton Abbot and Newton Bushel, and embracing large portions of the parishes of Teigngrace, Decoy, Highweek, and Kingsteignton. At that time many small farmers—practically starving on their tiny freeholds, and totally ignorant of the unmeasured wealth separated from them by but 18 in. of meat earth and 7 ft. of gravel heading—eagerly sold at whatever price was offered by the soft-spoken, plausible strangers. Like the person in the fairy tale offering old lamps for new, these offered stone built houses in exchange for the wretched cob hovels, provided, of course, they had a nice lot of ground attached on rich clay. But although the sellers had no idea of the wealth they parted with so lightly, the purchasers were not buying a pig in a sack. For months past they had bored the countryside, sometimes in secret and in dead of night, sometimes, and more often, in broad daylight, under pretence of searching for water. They had traced it and tracked it from east to west, from north to south, knew how it lay, where the best clay was, where it was deep, where it almost came to the surface. To be in the "know" then was to sell all a man had and buy a piece of ground and mortgage that and buy another field, and so lay a foundation for a princely fortune.

Infinite trouble was taken by the early merchant adventurers to puzzle and mislead any who desired to work the rich white mud on their own account. They could not understand that the best clay must be left to lie about in forsaken heaps, that the sun, rain, and especially frost might act upon it, and that this was "ball" clay; but that the other "ball" clay (clay in ball) must be protected from sun, rain, and particularly frost; why was frost so good for one ball clay and disastrous for another? Why should the expensive clay be left to rough it as it were, and the chief clay be carefully shut up in a cellar (which, by the way, was never underground, and huge sawdust fires lighted and tended day and night? They could not learn the names of the clays, and small wonder in a trade which, retaining only a few of the old descriptions, gives us such terms as "gladyeye," "mediums," and "seconds" worse than "firsts," but thirds" better than "firsts," &c., or "cutty" used for making churchwardens, and "pipe" never used for pipes, sanitary or smoking, but for everything else under the sun from "weighting" sugar papers to improving (?) calicoes, or "drain," not a ball of which is used for drain pipes, but jam jars; "fine top," used for stone gingers and whisky bottles, always found at the bottom of the pit, and "surface," or rough "bottom" (or "hard ram") invariably found on the top), "blue," ball, least blue of all clays," "round" almost square, "square" oval, "small" in large, irregular tough masses, and "large" in almost a powder, "best white" black as coal, but which burns to a snowy whiteness, and a ton which isn't a ton at all, but 22½ cwt., consisting of 70 balls, which may be of any form excepting what is generally supposed to be ball-shaped. Then they said the merchant would eat pieces of clay. They saw him walk from heap to heap. He was, of course, only "tasting," although the clay went to his mouth, he was careful to do anything but actually taste his clay; and when he told them he was only trying it with his teeth to discover if there was any "corn" in it, they knew he was mad. But there was method in his madness, and the old merchants were all right, and knew what they were about. They had clear heads, stout hearts, and were gentlemen to boot. And if you feel inclined to sneer at them for working



THE TOWER, NEWTON ABBOT.

their clay by methods which were probably in vogue, for taking out clay in the days when there was only one language in the world; and if you do not raise clay by platforms now, passing the ball up from man to man, nor make your pumps out of rough elm trees hollowed out, there is still a great, a very great room for improvement. Although clay working operations were started in what was then a sparsely populated part of the country, there was no lack of labour; farm labourers and decayed farmers were equally willing to risk life and limb, burrowing like rabbits for the handsome remuneration of 1s. 10d. per day. Day work, however, did not long find favour, and payment per yard was substituted. This proved eminently satisfactory, at least to the merchant. It is not known, it never will be known, how many inches the old clay yard contained, as it varied considerably. Probably in those sweetly simple and primitive times of "nibbling the tell-tale," or manipulating the tape measure, the agent at the surface adjusted his figures according to his conscience, and in due proportion to what he considered would be the amount of tape the man at the bottom of the pit had up his sleeve, crunched up in his large, honest, horny hand, or twisted round his arm or leg.

He was a nice kind of a man was the old clay "boss," or "ganger." Chosen on the principle that poachers make the best gamekeepers, he knew all the tricks of the trade, and was not often caught napping. He knew all his sheep by name (or names), the one they received at the old parish church when they were babies brought to be christened for the better protection from the devil who was often seen in the neighbourhood, and the nickname everyone had, and which was handed down from father to son, generation after generation.

Sometimes the landmark would be shifted in the clay, but the "boss" was never taken in, and never paid twice over for the same yardage. How he remembered was not known, but the fact was the agents had studied finger-prints years before Scotland Yard took it up seriously. And a fat thumb mark in not too conspicuous a place was proof positive, wet weather or dry, that all yardage had been paid to that point. Occasionally clay was paid for per bucket, but whether by day or hour, bucket or ton, clay in balls was sold at per 70 balls, and old potters will remember how small some of these cubes were. And here we must remember we write of the clay trade, of gentlemen of the highest and strictest business integrity, as well worthy of the name of honourable men, as the noblemen, Clifford, in the east, and Devon in the western part of the clay field, under whom the merchants have always found freedom from vexatious covenants, &c., and always received the kindest considerations. Strictly honourable, but it is quite useless to judge them by the standard of other trades. Only a few years ago the highly esteemed inspector found fault at one works, and the clay-cutter said it was always done that way. The merchant later on made a similar remark, evidently very much to the amusement of the genial inspector, who in the kindest and courteous manner possible, explained that the laws of England came first, and overruled clay laws, even in the little kingdom of the clay field.

With no one to interfere, cheap labour, plenty of clay, high prices, a good demand, it is no wonder the adventurers flourished in a remarkable degree, so much so that the clay lords no longer content to let lands at £4 per acre and a few shillings compensation for apple trees destroyed, or grass land spoilt, demanded a royalty per ton. (NOTE.—The adventurers rented all they possibly could, and kept their own freehold in the hope the clay would soon be exhausted, and after a few years work their own at enormous prices.) The merchants, according to custom, called a meeting of the firms, and after a bottle of something really choice, and much debate, decided to point out the difficulties under which the trade laboured, and the absolute impossibility of weighing each particular ton, that a royalty would seriously cripple the trade, nay, kill it outright. Still, after all, if it were unavoidable, then they would point out that since clay was sold at per tally of 70 balls, the royalty should be paid on that quantity of clay. The first to kick against the new rules were the hauliers of the clay, who complained that the size of the clay ball was twice as large as heretofore, and a petition , extensively signed, was presented praying for higher rates or smaller loads. There is no doubt the petitioners had grave cause for complaint, for the merchant declined to pay for loads not containing the full complement of 70 balls, deducting shortages from the carriers' monthly account.

It was acknowledged on every hand that the ball had increased in a remarkable manner. Strangely enough, this does not seem to have been proportionately advantageous to the customers, and manufacturers the United Kingdom all over, made bitter complaint of the small size of the ball. They "were not up to size," "only half balls," "lost 2d. on each ball," &c. Slanderous folk said when a few balls were cut to stack better, that *all* balls were halved before shipment. Be this as it may, the ball at the works grew larger and larger, and the lords at last stipulate that in future no ball should exceed a certain size, generally about 9 in. by 6 in. by $4\frac{1}{2}$ in., under a heavy penalty. Now customers are advised all clay will be sold by weight, the merchants apparently having accomplished the impossible. The carters also notified that after due consideration, their petition having been favourably received, and clay cartage would paid by weight. And now we see the ever-convenient bucket does service once more, and, filled four times, makes one clay merchant's ton.

Another mystery: customers complained of short weight, and of having to purchase these reputed tallies, carters considered the tallies much too large, potters who bought the clay in the stores in the various parts of the country complained of small tallies; but the clay men, the carters, the lightermen, and the shipmasters who handled the clay, considered the tally abnormally large. Old captains, sorely puzzled by the word "tally" were told it was simply another name for a ton, a trade term "don't you know," and in rare cases, on old shipping documents, will be found the clause: "So many tallies, or tons, or thereabouts." The tally, as before-mentioned, was supposed to be $22\frac{1}{2}$ cwt., and, provided it had kept at least within reason, it would not have greatly mattered. But the mysterious tally, shrinking before the eyes of the customer from $22\frac{1}{2}$ to 20 and 18 cwt., grew in the hold from $22\frac{1}{2}$ to 25, to $30\frac{1}{2}$, showing no signs of becoming less, but increasing more and more, promising to reach enormous proportions. It was an easy matter, then, for a merchant to clear £50 in freight alone. This led to much overloading, and perhaps even loss of life. At any rate, many a skipper, his little schooner buffeted about in the teeth of an October gale, has cursed the clay merchant loud and long because he happened to be carrying so many "tallies or tons, or thereabouts."

This is a peculiar trade, and in the matter of weights and measures the merchant, like the "Heathen Chinee," was peculiar—peculiar weights, peculiar measures, peculiar customs. It always has been, is now, and always will be. As it was with the old men and their crazy gear, scaffolding, hand winches, hand cranes, and horse whims, so it is with improved machinery, and so it will be with the electric plant of the future. The clay cutter will consider the bargain he has taken out and squared up (but in which the sides have slipped in) contained many more feet than he will get credit for. The foreside men fervently believe the last gravel run filled in a very much larger excavation than

he will be paid for, the men in the big square pit swear it "quotted" a lot more than they will be allowed for. The carter who knows that by loading his cart to a certain mark with tough clay, and is 1 cwt. overweight, will never be persuaded that by putting up twice the quantity of "auzey," he is 4 cwt. short. The miner paid by the ton declares the loads are too large, and the potter complains of shortages even unto the end of the world. And it is far better to accept things as they are than either condemn or excuse certain usages in a strange industry. Gentlemen are indignant to think that the old merchants, should be charged with anything unfair, and this matter of overloading has been denied over and over, and statements made to the effect that the ship masters never complained to the merchants, and strenuously deny that a meeting was held in 1865, at Teignmouth, when it was decided by an influential company of shipowners to carry 20 cwt. to the ton, no more, no less, and to earnestly request the clay merchants to give the matter their serious consideration, and substitute legal tonnage of 20 cwt. to the ton in place of the unknown quantity that represented the tally, threatening that rather than take more they would sail their vessels out over the bar in ballast and seek cargoes elsewhere. The petition was worded as follows :—

"To the Clay Merchants of Newton and Kingsteignton. Gentlemen,—Seeing that the present system of clay tonnage of 22½ cwt. to the ton is injurious and detrimental to the interest of shipowners of this and other ports We the undersigned shipowners have resolved that on and after the 25th day of March next we decline chartering our vessels on such terms. We therefore respectfully request that the several clay companies take the matter into their consideration substituting the legal tonnage of 20 cwt. to the ton."

This memorial was passed unanimously at a meeting of twenty-nine shipowners held on January 31, 1865, and reported in the *Teignmouth Times* of the following Thursday.

The merchants were furious, then flattered and threatened in turns. They pleaded custom, and "A very bad custom too," was the response. To this the merchants maintained a dignified silence, but advise customers of the following concession (!) :—All clays would be sold f.o.b. Teignmouth, thus giving clients the great privilege of paying their own freights, and it was decided to sweep the contumacious owners off the face of the deep by buying vessels. The "Effort" was about the only craft wholly owned by merchants.

An Arithmetic Paper for Pottery dealers was recently suggested by "Punch" as follows :—Mr. Thomas Brownrigg, who keeps a china and a crockery shop has 1,549 pieces upon his shelves. A lady calls in the morning and buys two vases, a boy calls in the afternoon and buys a penny mug, and a bull passing down the street, calls in the evening. Mr. Brownrigg is wearing a red waistcoat. State how many pieces of crockery are in Mr. Brownrigg's shop at closing time.

An Earthenware Trust in Austria.—It is reported that a trust in the earthenware line has been formed in Austria. Among the twelve factories who have joined the trust are Wienerberger Ziegelfabrik, Florisdorfer Tonwarenfabrik, Lederer & Nessenyi, Erste Schattauer Tonwarenfabrik, Westboehmische Kaolin und Chamottewerke, Karlsbader Kaolinindustriegesellschaft, and the Kaolinwerke Aktiengesellschaft in Zettlitz near Carlsbad. It is also stated that the Vienna Laenderbank intends to establish a branch office at Carlsbad for the purpose of establishing a trust in china goods.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN JANUARY.

The Pottery Trades.—From information obtained by the Labour Department of the Board of Trade, and published in the "Labour Gazette," it appears that in the pottery trades employment in January continued good and was better than a year ago. In Staffordshire and Devonshire and at Glasgow it continued good. It was good also in South Yorkshire, and fair at Newcastle and Bristol. Employment with engravers in North Staffordshire was good. With clay tobacco-pipe makers it was good at Manchester and steady at Gateshead and Waterford, and in these three places was better than a month ago, but it was bad at Glasgow.

The imports of chinaware or porcelain and earthenware in January, 1907, were valued at £65,312, as compared with £87,453 in December, 1906, and £66,177 in January, 1906. The exports of chinaware or porcelain and earthenware in January, 1907, were valued at £212,109, as compared with £198,836 in December, 1906, and £186,954 in January, 1906.

The Glass Trades.—Employment continued fairly good, on the whole, and was better than a year ago. Returns received from firms employing 11,084 workpeople on the last pay-day in January and paying £13,074 in wages show an increase of 2·4 per cent. in the numbers employed, and a decrease of 1·8 per cent. in the amount of wages paid as compared with a month ago. The increase in numbers employed was confined to the glass bottle branch, and this department was the only one to show an increase in the amount of wages paid. Compared with a year ago there was an increase of 4·0 per cent. in the numbers employed, and of 7·4 per cent. in the amount of wages paid, the increases being common to all districts. Employment was generally good with glass bottle makers, but at Castleford and Mexborough it was moderate, though better than a month ago. At Dublin it was dull, With medical bottle makers it was good at Leeds, fair at Glasgow, and improving at Rotherham. With flint glass makers employment was good at Birmingham, moderate at Warrington and Barnsley, and quiet at Glasgow. It was quiet with bevellers at Birmingham. It continued good with sheet glass flatteners at St. Helens. With London glass blowers it was fairly good. With pressed glass workers on the Tyne and Wear it was fair, and showed an improvement upon a month ago, but short time was still being worked. The number of persons employed in the various branches of the glass trade and the amount of wages paid to them on the last pay-day in January are thus given :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	7,361	£9,005
Plate Glass	844	925
Flint Glass Ware (not Bottles)	1,642	1,746
Other Branches	1,237	1,398
Total	11,084	£13,074

The following table gives the number of persons employed in each district and the amount of wages paid to them on the last pay-day in January :—

Districts.	Number Employed.	Wages Paid.
North of England	1,504	£1,713
Yorkshire	4,282	5,209
Lancashire	2,128	2,456
Worcester and Warwick ..	2,064	2,373
Scotland	826	1,044
Other parts of United Kingdom	280	279
Total	11,084	£13,074

A LOOK ROUND THE POTTERIES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 209.)

WE always speak of the six principal towns in which the manufacture of pottery is carried on as "The Potteries." It is very rarely indeed that you hear a regular visitor say he is going to Hanley, or to Stoke-on-Trent, or to Burslem. He may be going to one only of the six towns (Longton, Fenton, and Tunstall are the others), yet the expression is always the same: "I am going to the Potteries." To non-residents, the six towns named are for all practical purposes one place. It is this fact which makes it so incomprehensible to us who are outside the busy circle that those who are within it cannot agree to a federation of their privileges and responsibilities under a municipal name that shall include them all. At the present time they are all "Stoke-on-Trent" for postal purposes. Many manufacturing firms and companies never think of adding "Hanley" or "Burslem" to their postal addresses. They prefer to have their correspondence addressed "James & Co., Stoke-on-Trent." If the residents cannot agree that all the six towns shall be known by the name of any one of them, why do they not select another? The artistic nature of the chief industry, and the importance of that industry in the commercial world, are worthy of being indicated by a specific name for the locality.

Stoke-on-Trent is the centre of the official and political life of the district. Burslem has been aptly described as "The Mother of the Potteries," but Hanley is, without doubt, the principal town there. Its situation accounts for its rapid development in the last half-century. It is right in the centre of the district, conveniently located for the transit of goods by railway or canal, with wide and well-paved streets, while in addition to its industrial attractions, its architectural features are exceedingly interesting. Hanley has thus many claims as a desirable centre for the visitor to "The Potteries," on business or pleasure. Under these circumstances the hotel accommodation there is an important consideration. Hanley has not been fortunate in its modern hotels. The Queen's Hotel, a palatial structure, had an unsuccessful and not very long life. Fortunately for them, the proprietors disposed of the property to the Corporation, and it now does duty as an imposing and convenient Town Hall.

THE GRAND HOTEL, close to the Hanley Railway Station, and with a handsome and extensive frontage to Trinity-street, is most conveniently situated for either business or pleasure. The Grand Hotel has had some vicissitudes. Originally erected by a syndicate, it was opened by them as a high-class commercial and residential hotel. The building was admirably adapted for that purpose, and the hotel commenced with apparently excellent prospects; unfortunately the syndicate launched the undertaking on an altogether inadequate capital. The project was an ambitious one, but without funds it could not be exploited. After a short career, the company owning the property was wound up by order of the court in 1901. The building was then taken over by the well-known firm of builders who had erected it and who had a considerable financial interest in it. Last year the proprietors determined to make the Grand Hotel as nearly as possible a perfect hostelry for visitors in general and commercial men in particular. They spent a large sum in thoroughly overhauling the entire premises, with the result that they now possess one of the most comfortable and most luxurious hotels in the county. But the proprietors were shrewd enough to know that the hotel would not work automatically—it would require management, and, in the case of their project, very skilful management too. They were fortunate in securing the services of Mr. F. W. Halliwell, a gentleman who had had considerable experience as a caterer for the public in Scarborough and York. The management of the hotel was placed entirely in his hands, and after a week's sojourn there we have no hesitation in saying that the choice of the proprietors has been fully justified. Mr. Halliwell is a well-informed gentleman, possessing the courtesy and affability that are so essential to anyone who has to look after the personal comfort and convenience, as well as to provide for the bodily wants, of visitors to an hotel. He seems to have the power to win the confidence of his visitors (necessarily at first strangers to him) at once, and what is of perhaps greater importance, to retain it till they leave. No doubt many of the commercials I met there were regular visitors, but I was interested in the friendly relations which existed between the manager and every one of them. I was addressed by name on the morning after my arrival and all through my stay. I have stayed for a week at a time at the "Grand Hotel" or the "Hotel Brown" in other places, and down to the moment of making out my bill I have been known to the management only as "No. 135." Buyers from any part of the Empire visiting the Potteries on business will find the "Grand" at Hanley within easy access to all the principal manufactories in the six towns. It is a well-appointed hotel, with comfortable lounges and cosy rooms for ladies, and commercial room, writing room, smoking room and billiard room for gentlemen. There are many conveniently arranged stock rooms for travellers' samples; but I was not so well pleased to find that at the time of my visit samples of both foreign pottery and glass were on show there. When next I go to Hanley I must talk to Mr. Halliwell about this.

Johnson Brothers (Hanley), Ltd., is known throughout both hemispheres as one of the most extensive pottery manufacturing companies in the world. Having seen the large potteries in the United States, I have no hesitation in saying that Johnson Brothers are the largest pottery manufacturers in the world. They own the Hanley Pottery, the Imperial Pottery, Charles-street Pottery, and Trent Sanitary Works at Hanley, the Alexandra Pottery, Tunstall, and the Crystal Porcelain Tile Works, Cobridge. Foreign and Colonial buyers, as well as those in the home market, need not bother themselves as to where they should write for any particular line of goods. "Johnson Brothers (Hanley), Ltd., Stoke-on-Trent," is their full postal address for all branches of their business. They are manufacturers of Royal semi-porcelain, both white and decorated, white granite or ironstone china, white and decorated tiles, and sanitary ware. During my recent visit to the Staffordshire Potteries I called only at their Hanley Pottery, where I had a short interview with one of their managers, Mr. Weston, who showed me a few of their leading lines in dinner, tea, and toilet ware, and incidentally explained the extraordinary success achieved by the firm, attributing it to the fact that, the company being a private one, every important department of the concern was carried on under the personal supervision of a member of the firm, thus ensuring that attention which secures the best results to both manufacturer and customer alike. For many years the company have devoted themselves principally to the production of the best staple lines for the Colonial, foreign, and American markets. (We should not consider the United States of America a "foreign" market for our goods if they did not treat us as foreigners by taxing our productions so heavily.) With so many factories in full operation, it follows that their export trade is an enormous one. The samples I saw included many of their most popular lines and of some of their latest novelties. Those who are not familiar with the demands



Photo by the Pot ery Gazette."

JOHNSON BROTHERS (HANLEY), LIMITED.

of oversea markets may be surprised to know that, like home buyers, they are always wanting new shapes, new designs, and novelties in the styles of decoration. It is hardly necessary to say that Johnson Brothers are quick to supply them, although many of their sterling patterns retain their popularity for a long time. The "Elite" shape is one of their new dinner sets. It has slight embossments, and is shown in a number of dainty ornamentations. The "Morning Glory" pattern has a neat floral border round the edges of the pieces, and gilt handles. This decoration is very appropriate to the vegetable dishes and covered pieces of the "Elite" dinner ware. The "Ashland" is



Photo by "The Pottery Gazette."

JOHNSON BROTHERS (HANLEY), LIMITED.

another floral pattern with gold line applied to the same "Elite" shape. Three or four different treatments in white and gold are exceedingly chaste, and will suit those who like quiet, refined decoration. In every case the same pattern is shown on dinner services, teas, and fancy teapots, table jugs, &c. We illustrate the company's "Peach Blossom," a litho-transfer with gilt ornamentation applied to vegetable dish and plate, oval meat dish, teacup and saucer, teapot, and jug. We also illustrate two of the company's toilet sets. The "Excelsior" shape has a useful size ewer and basin, graceful in outline and with neat embossments. It is supplied in a great variety of decorations. The pattern we illustrate is the "Clayton," a neat floral ornamentation in cobalt flow blue, with gold tracings. The decoration is applied both inside and outside the basin, and on the top of the turnover edge. The same pattern is supplied in peacoek blue and in Imperial flow blue, both illuminated. The beauty of the "Excelsior" shape is, perhaps, seen to the best advantage in the white and gold sets, in which the bodies of the pieces are plain white and the embossments are traced in gold. The "Majestic" toilet service is another example of tasteful modelling. The ewer has a good form and serviceable capacity, and the basin is a deep round one. It is decorated with rosebuds and gilt and many other pretty patterns. The "Premier" and "La France" are two rich floral decorations and gilt. The "Majestic" is also supplied with a new ehrysanthemum decoration in "Japanese" style of colouring. This consists of a chrysanthemum in cobalt flow blue, in peacock, and in brown, all gold stippled. All the company's shapes and patterns are registered. They are noted for clever designs, well modelled, for beautifully engraved printed patterns, and for effective colour treatment.

A. J. Wilkinson, Ltd., Royal Staffordshire Pottery, Burslem, are amongst the most sanguine of manufacturers. The enterprise of the company is well known, and it never seems to flag. They have a most attractive



Photo by "The Pottery Gazette."

"REGENT" SHAPE.

array of samples at the wo.ks, and have always a full line on show at 60, Shoe-lane, E.C., the rooms of their London representative, Mr. F. Hodgson. They had such a good range of shapes and decorations before that it seemed scarcely necessary to add to it, yet they have done so by the introduction of novelties both in form and decoration. They make an almost endless variety of general earthenware, but they are specialists in toilet and dinner ware. One of their new toilet sets is the "Portland" shape, of which an illustration is given. It will be seen that the ewer is a useful size, with a serviceable round basin. It is variously decorated; one very effective ornamentation consisting of flowers in medallions, on shaded ground, and also on solid ground. There are straight panels from the top to bottom of the ewer, and a very pretty effect is produced by decorating these panels alternately with roses and ribbons, and then plain-coloured grounds. The same "Portland" shape is shown in neat plain prints, good and inexpensive lines. The "Ena" shape is another new toilet set, and this also is illustrated. The "Ena" is a tall, classical model, somewhat in the Egyptian style. The neck of the ewer is dark, while the body is white with festoons of flowers. The "Chatsworth" toilet service has embossed panels, and is shown in plain shaded colours. It also makes a chaste service in blue and gold. A new and pleasing



Photo by "The Pottery Gazette."

"PORTLAND" SHAPE.

decoration en suite has a coloured green ground, with litho decorations in pancls. It is also decorated with embossed festoons and flowers, and white beading. They make a large variety of dinner sets. The 'Regent" is a new shape, with a useful oval vegetable dish, in many decorations We give an illustration of their "Regent" dinner ware—a cover dish and plate, Marseilles pattern.



Photo by "The Pottery Gazette."

"ENA" SHAPE.

Some very pretty flower pots have been introduced. A new "Lily" flower pot has a neatly embossed ornamentation in colours, while the "Empire" flower pot has a bright deco·ation in blue and gold. The company have provided a number of new decorations on some of their familiar forms. In faney lines there is an extensive range of art-shaped vases, with good decorations—painted flowers and gilt, on light shaded vellum ground. In miscellaneous goods, of which there is a large selection, the new "Kent" shape cheese is made in two sizes, in various decorations, and also in white and gold.

James Macintyre & Co., Ltd., Washington China Works, Burslem, are high-elass potters, who manufacture pottery of very different kinds, but all of a superlative character. Their most extensive branch is devoted exclusively to the

manufaeture of pottery requisites for electrical purposes. How numerous these are, and what quantities of them are in constant demand, can hardly be imagined by persons not intimately acquainted with the means used in the distribution of electricity. This branch of Messrs. Macintyre's many-sided business, however, does not directly concern our readers, and there is so much to be said about productions in which they are deeply interested that I am obliged to omit further reference to the electrical accessories. The company are producers of ornamental pottery of the most refined class, and most of their ereations are unique. Macintyre & Co. are widely known as art potters, but I do not think the sense in which they apply art to pottery production is so well understood as it should be. Their art department is under the able direction of Mr. W. Moorcroft, a practical and painstaking potter, an experienced and enthusiastic chemist, who, in addition to a true artistic instinct, possesses a determination which allows no obstacle to prevent the realisation of his ideal. In a recently published work it is said that "Messrs. Macintyre, under the direction of Mr. Moorcroft have produced examples of true ceramic work." I was at the Washington China Works a few weeks ago, and after I had seen the

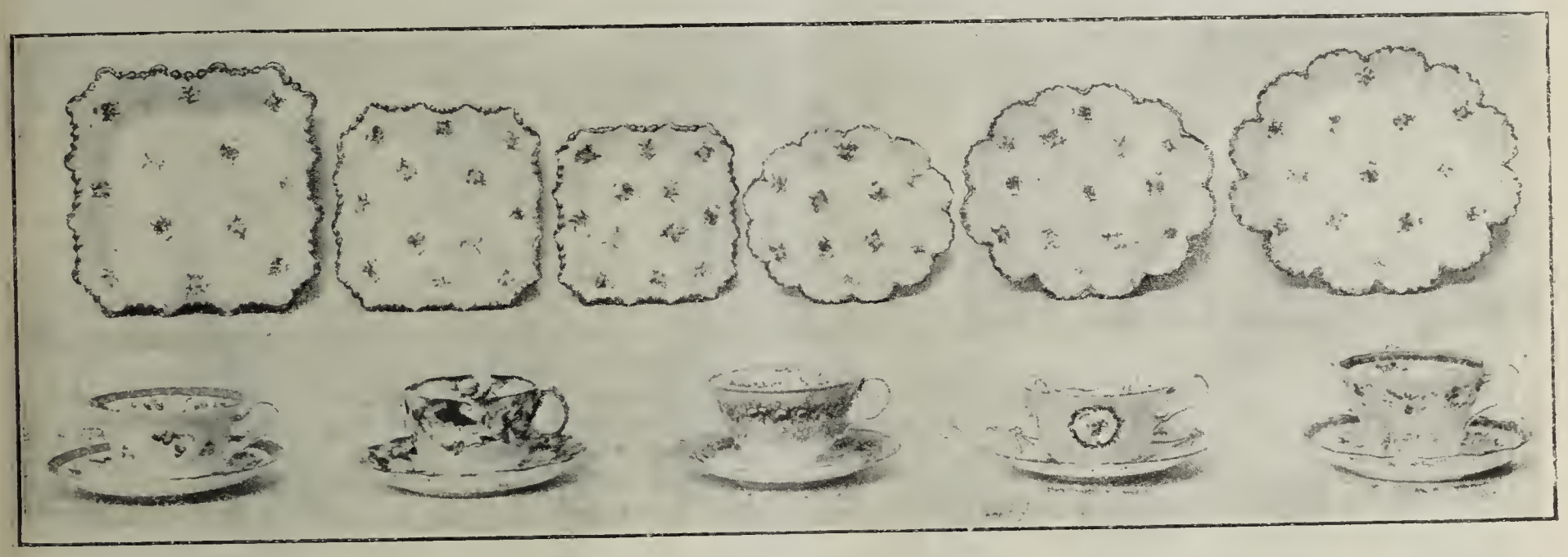


JAMES MACINTYRE & CO., LTD., BURSLEM.

work in progress, the impression on my mind was that "Messrs. Macintyre, under the direction of Mr. Moorcroft, have not only produced examples of fine-art pottery, but have aimed at making useful pottery artistic, and have succeeded." In their "Dura" ware and "Aurelian" ware they give us our tea and breakfast sets in specially designed high-class ceramics. Form and ornamentation from start to finish are parts of one clearly conceived scheme. Each design is Mr. Moorcroft's own, and the ornamentation is carried out strictly in accordance with his intentions. There is thus perfect continuity in the application of the ornament to the design, and this is how it comes to pass that the decoration always suits the form. In fact, the one was influenced by the other. A skilful potter working in the direction of his art, and a skilful decorator doing the same, may each produce results perfect of their kind, but they cannot be so happy as when they are one creation. In these high-class ceramics of Messrs. Macintyre we have useful pottery which at the same time is artistic. Each piece has the artistic feeling of the originator impressed on it. This feeling must in a measure be imparted to the user. A beautiful teapot and tea cup add a charm to the refreshing beverage, and as the additional cost is comparatively small, Messrs. Macintyre are placing within the reach of all a refining influence on our lives in the combination of artistic beauty with utility. Mr. Moorcroft showed me the results of some of his latest experiments. These are more in the form of colour schemes and glaze effects than in applied design, although original raised outline ornamentations are shown. Mr. Moorcroft's aim has been to first present useful, necessary articles in beautiful form, and then by decoration applied by hand, to impart to each piece an individual charm of its own, which would necessarily be absent from a piece produced mechanically. Ornamentation as practised at Washington China Works is not an afterthought, it is inherent in the design of the thing ornamented. Mr. Moorcroft, who is responsible for the forms of the domestic articles in "Dura" ware and "Aurelian" ware, conceived the ornamentation from the beginning. It is not a superfluity that ean be dispensed with, it is part of an original scheme which is carried out by trained assistants under the artist's personal direction. It is this spirit of the worker manifesting itself in the product of the work that is the chief characteristic of Messrs. Macintyre's pottery. Amongst new models I was shown a number of small flat bowls, with a handle on each side, stretching out level with the top of the bowl. These were suggested to Mr. Moorcroft by some Pompeiian vases he met with. I was much impressed with the perfect classic form of the handled vase illustrated. It is a beautiful model, treated in one of those novel luscious glaze-effects with which the chemist art-potters of to-day are so fond of surprising us. The decoration of this is reminiscent of the best work of the eighteenth century, while the colour recalls the charm experienced in the study of mediæval art. The colour is translucent and pure. In the useful, as well as the purely ornamental productions of Messrs. Macintyre under Mr. Moorcroft's direction, there is prominent that feature which characterises all good pottery work—the evidence of decision in the application of the pattern upon the ware. At the Washington China Works the best methods are used to secure the most workmanlike and artistic results.

Mr. Thomas Poole, ehina manufacturer, Edensor-road, Longton. I was fortunate in finding both Mr. Poole and his son, Mr. T. H. Poole, at the works when I called. Even if he is not talking about pottery, Mr. Poole is always interesting, and I am pleased to meet him. But on this occasion he did talk about pottery, and particularly about his own. As that was the object of my visit, I was glad that he did so. The Cobden Works are well known for the tea ware they send out. Other things are also made in china, but tea ware is the strong feature of Mr. Poole's business. There has been a demand for cheaper tea and breakfast ware, and Mr. Poole has been meeting that demand. Competition with the foreign maker is an old subject of discussion between Mr. Poole and his son and myself. The result of my interviews with them always is to cause me to come away with the conviction that they are making more than casual efforts to beat Continental manufacturers on their own ground—that of price. But, as Mr. Poole said, they are not willing to sacrifice their reputation to do it. They do not profess to make the highest grades of china, but Cobden Works are noted for a good quality of tea ware at reasonable rates. They are not seeking to cut out the foreigner by selling tea ware cheaper than he does, but they are aiming at supplying ware of better quality than foreign-made—at foreign prices. They are making use of the most improved methods and the most up-to-date machinery, and they seem likely to accomplish their object. Mr. Poole, jun., who travels through the country, says the way people talk about prices is most disheartening to the producer. Instead

of taking pride in stocking something neat and good, all their praise is reserved for the thing that is very cheap. All over the country I hear the same wail. When a customer is hesitating in a choice of one of two articles, in the majority of cases she selects the cheaper one. What is wanted is to create a preference for goods of better value for money than the foreigner supplies, and then there will, we hope, arise a demand for still better goods, at prices more remunerative to our manufacturers. Mr. Poole is educating the public in that direction by his efforts to supply English-made china at foreign prices. I was shown a large collection of tea and breakfast sets—many shapes and many more patterns—at very reasonable prices. The accompanying illustration shows a few only of a number of novelties. They are fairly representative of Mr. Poole's general run of tea ware for medium-class trade. The "Florence" shape (their No. 2,640) has an embossed pattern, with turquoise ribbons, and is enamelled with gold edge. The "Severn," another new shade (2,630) has neat embossments, and is enamelled with gold edge and with decorations inside and outside the cup. The "New Imperial" (2,529) is a nicely modelled shape with floral design and green band. This also has decoration inside the cup. The "New Empress" (No. 2,689) is a good



MR. THOMAS POOLE, LONGTON. *Photo by "The Pottery Gazette."*

shape, with conventional design enamelled in bright colours, and gold handle and edge, very much in the style of Japan patterns. The "Florence" shape is shown also in a neat celeste band. These shapes are variously decorated, Mr. Poole having a large number of printed and enamelled designs at his command. He keeps an ample quantity of white and gold, and several stock lines ready for delivery. In fancy china he supplies vases, fern pots, salad bowls, fruits, sweets, &c., in great profusion. We illustrate two pretty sets of sweets. One is an oval shape in three sizes, with roses, forget-me-nots, and pansy decoration. The other sweet in the group is a square shape with fancy edge, and is decorated with forget-me-nots and pansy. Mr. Poole makes miscellaneous fancy pieces in great variety.

Sandlands & Colley, Ltd., Lichfield Pottery, Lichfield-street, Hanley. "Sandlands, of Lichfield-street," has for some years been a familiar name in pottery circles in Hanley and elsewhere. Mr. Wm. Sandland, the founder of the business, having relinquished the active management, his place on the directorate has been taken by Mr. Alfred Colley, and the firm's name is now "Sandlands & Colley, Ltd." Mr. Colley has had a long and friendly business career with Johnson Bros. (Hanley), Ltd., and the experience he has neeessarily acquired will be a valuable asset in the new company. Mr. Colley will find at the Lichfield Pottery a wide scope for the development of various branches of the pottery trade. All the productions of the late firm are to be continued, but on the most up-to-date lines. The same classes of goods will be made, with the best available accessories, and the company are expressing their determination to keep up with the times. They are manufacturers of china tea sets and fancy goods in great variety. That variety is being considerably increased for the coming season, and I was shown a number of new and tasteful shapes in tea ware, prettily decorated, that were just completed. The company produce ware suitable for good medium class trade. That trade demands special and careful attention to-day. The public have altered their tactics in buying domestic pottery. They want things that are attractive and in good taste, but they do not feel inclined to pay even fairly good prices for them. This is unfortunate for retail dealers in all trades, and especially in ours. But Messrs. Sandlands & Colley are meeting the conditions effectually by supplying good shapes and pleasing decorations at reasonable prices. They are producing also a varied assortment of earthenware for domestic use. Their samples of toilet ware, dinner sets, and tea war are in accordance with the prevailing taste, both in sha p and ornamentations. They have a good assortment of pots and pedestals, vases, flower pots, and a large number of fancy pieces, nicely modelled and artistically decorated. There is also an extensive selection of jugs in modern styles of ornamentation to select from.

Robinson & Leadbeater, Ltd., Wolfe-street, Stoke-on-Trent, have not only been known for more than half a century (for 56 years in fact) as manufacturers of Royal ivory porcelain and Parian statuary: for the greater part of that time they have been famous for their productions. With the formation of the limited liability company there were changes in the personnel of the management, but matters have got back into their old groove, and the unique position so long held by Robinson & Leadbeater as manufacturers of Parian statuary is well maintained. When I called at Wolfe-street their Mr. Robinson happened to be away with their latest samples, but I saw him subsequently. He explained to me that the company with which he is now associated are practically "Robinson & Leadbeater continued." They have acquired not only the premises and the working plant, but also all the designs, models, moulds, &c., and have carried out many important improvements at the works, which include some modern methods of manufacture. All the original productions of the firm in Royal ivory porcelain and Parian statuary are con-

tinued and brought up to date. These include statuettes and busts of famous personages. Pastoral, classical, and sacred subjects are artistically treated in Parian, while the groups, vases, altar vases, fonts, &c., and other ecclesiastical requisites and accessories are supplied in greater numbers. They have made quite a new departure in producing what are called "Sunset" effects. These are applied to vases and fancy shapes. They are rich in appearance, and present a strong contrast to the quiet simplicity of earlier productions of the firm. The green and white "Vert" ware is shown with all its original pleasing effects, and Mr. Robinson says it seems as popular as ever. Victoria arms ware and view china are leading lines with the company, and are shown in great variety. Vases, flower-holders, and miniatures make up an interesting selection for fancy dealers, and for the ornamental department of the ordinary



ROBINSON & LEADBEATER, LTD. *Photo by "The Pottery Gazette."*

glass and china dealer. The company are adding to the number of their beautiful classical figures in fine Parian. They are also reproducing many of the finely modelled classical, ecclesiastical, and historical statuette figures, busts and groups, which have formed such an interesting and important part of their productions in the past. The firm have appointed Mr. James D. Stove their representative for London, and have opened show rooms at 26, Ely-place, Holborn-circus, E.C., where samples of their goods may always be seen.

Ratcliffe & Co., Clarence Works, Church-street, Longton. —On several former visits to the Potteries I have not been fortunate enough to find Mr. Ractliffe at the works, but I was successful this time, and was pleased to see him looking so well. Another cause for satisfaction was that his firm seemed to be fairly busy. They are manufacturers of general earthenware for the home trade and for exportation, and as they produce both useful and ornamental goods they are not so liable to a great depression as they would be if they made goods of one class only. They make a useful variety of pottery for domestic purposes, and have some special lines that are excellent value. They cater for the medium-class trade, and can supply dealers with a nicely varied assortment of toilet ware, dinner ware, &c., while they have a large number of shapes and decorations in jugs and other miscellaneous pieces. They make a special feature of decorated vases and ornamental pottery generally. Bright and attractive colours are found on vases, flower-pots, clock sets, &c., and new shapes are being frequently added. The firm are very successful with their shaded effects, both on useful and fancy pieces. They have a long, wide, and lofty warehouse and showroom and offices on the same floor. Mr. Ratcliffe is an energetic and hard-working principal, and with his office so convenient to his warehouse he is able to give his personal attention to the execution of orders. Buyers may depend upon always finding something new among Messrs. Ratcliffe & Co.'s samples. The firm issue a useful price list, which will be sent to any bona-fide china dealer who asks for a copy.

Messrs. Warwick Savage, Wedgwood Printing Works, Burslem, are general commercial printers and chromo lithographers. They have extensive works and offices in Wedgwood-place, equipped with the most improved up-to-date machinery and accessories. Messrs. Savage make a speciality of the production of illustrations of glass, crockery, and tiles by all processes. Our readers must frequently receive coloured illustrations of tea ware, dinner and toilet services, and ornamental goods from the manufacturers with whom they deal. It may not, however, have occurred to them to look at the printer's name appended to these. If they will do so they will frequently find Messrs. Savage's imprint. I was at the Wedgwood Printing Works recently, and find they have greatly increased the size of their works. They are model premises, expressly

built and fitted for the artistic work done there. The photographic studio and artists' and transferring departments face the north, whereby a steady light is secured. Electricity is the power which drives all their machinery,



NEW LITHOGRAPHIC ARTISTS' ROOM—MR. WARWICK SAVAGE.

and their offices are lighted from the same source. The works buildings, however, are lighted throughout by Keith's compressed gas. Messrs. Savage make a special feature of illustrated sheets and catalogues of china, earthenware, and glass, coloured exactly as the original. They also do a large quantity of three-colour printing, for which they have the very latest machinery. Though they do all kinds of printing, lithography, bookbinding, &c., Messrs. Savage give especial attention to coloured illustrations of pottery and glass, and will be pleased to quote not only for manufacturers, but for distributors—exporters and retailers—who will send inquiries to them. The managing partners are Mr. Warwick Savage and Mr. George Savage, one of whom is always at the works. Amongst the latest addition to the works is the new lithographic artists' room, of which we give an illustration. This is a splendid workroom, with an abundance of light and ample floor space, The artists are able to do their work under the most favourable conditions.

F. W. Williams & Co. (late the Potteries Press Cloth Co.), 47, Wharf-street, Stoke-on-Trent. This firm succeeded to the business of the Potteries Press Cloth Co. last December, and have fitted up new works at Wharf-street with greatly improved machinery and appliances. Their stitching machines are all operated by electricity, which greatly relieves the workers, and at the same time increases the rapidity of production. The premises are well arranged, well-lighted and ventilated, and Mr. Williams pays personal attention to the quality of all the materials used. They are specialists in the manufacture of press cloths for potters, oil refiners, brewers, fat refiners, &c. They have laid themselves out for the supply of "overalls" of all kinds for the use of potters. They invite inquiries for these, and claim that the special facilities they have for manufacturing them enable them to quote very reasonable prices.

R. Floyd & Co., Lovatt and Hall-street Works, Stoke-on-Trent, are manufacturers of miscellaneous useful and fancy pottery for the million. They make toilet ware of all descriptions, and are just now showing many new shapes and decorations. They seem to have largely increased their patterns in this line. The "Etruscan" has a good size ewer, with oval basin in shaded ground with transfer decorations and gold. The "Spiral" toilet is a revival of an old shape. It has a round basin, with tips at the sides as handles, and is decorated inside. These are semi-porcelain body. In the same body they are showing teapots and tea ware generally; cheese stands and covers, muffins, butters and covers, trays, and table ware of all kinds. Some new shapes in vases have very pretty decoration, many original and others quaint as well. Messrs. Floyd have just added another novelty to their varied assortment of art pottery. This they call their "Terraglia Ware." The illustration shows two pieces of a "Golf" series in this ware. Terraglia ware has a chocolate ground, with figures in relief treated in slip colourings. Two familiar attitudes



R. FLOYD & CO., STOKE-ON-TRENT.

of golfers are well depicted. The "Italian" toilet set, an attractive shape, and the "Scipio," another new one, are treated in a new decoration which is called the "Creamose," a strikingly effective ornamentation running all round the pieces in a continuous pattern, which is interesting in any section. There are several other excellent shapes in toilet ware. In the large collection of vases there are many new shapes and decorations. As a superior ornament there is a rather tall two-handled vase on pedestal, tastefully ornamented in colour and gilt. Amongst the new flower pots is a neat shell pattern, green ground and gold feet. This shape is supplied in two sizes. The collection of flower pots is a very large one, and they are attractive both in shape and decoration. There is also a large number of fancy pieces and of useful and ornamental miscellaneous articles that will attractively supplement any dealers' stock. The firm make a leading line of ugs, and they have many new forms and patterns. The firm have added a new large and light showroom since my last visit. It is conveniently arranged, and they are now able to display samples of all their principal productions. They are about to issue a new sheet of illustrations, which will be sent to dealers on application.

Thomas Arrowsmith & Sons, Wedgwood and Moorland-road Works, Burslem, may not be known very extensively to distributors of pottery, but they are patentees and manufacturers of requisites indispensable in the satisfactory production of it. In all manufacturing and producing industries there are accessories which, although they form no real part of the manufacture, are essential to it. This is true of china and earthenware manufacture, and especially of Messrs. Arrowsmith's contributions to it. They are manufacturers of stilts, spurs, and thimbles, and of every requisite for firing pottery and tiles. The use of stilts was in the first instance suggested by separating the pieces as they were placed in the saggars for the purpose of firing. For a long time manufacturers made their own, or they were made for them on their own works. But specialists having once entered the field, the pottery manufacturer was only too glad to avail himself of the advantages of their skill and experience. We are often told that it is the "little things that count." Stilts are little things, but they count for very much in the successful and economical firing of pottery. With enterprising inventors and manufacturers like Messrs. Arrowsmith in the field it was inevitable that stilt-making should develop into a separate industry. Even large manufacturers who pride themselves on being self-contained—who calcine, grind, and mix their own materials—find it to their advantage in every way to procure their stilts, spurs, and thimbles from those who devote their whole attention to the manufacture of such articles. The firm make stilts for all duties, including the newest bowl stilts and cup stilts, which possess the very latest improvements dictated by experience. They make "butterflies," cover stilts, and thimbles of all kinds, bowl pins, saddles, cup rings, &c. They have for long directed their attention to the economy of space in firing ware, and they supply many special, some patented, devices for that purpose. Although the accessories produced by Messrs. Arrowsmith are "little things," yet so many of them are required that manufacturers naturally wish to obtain them as cheaply as they can consistently with efficiency. Messrs. Arrowsmith have, therefore directed their attention to produce them economically, and they have succeeded. Mr. Arrowsmith, jun., has patented a machine for making stilts and thimbles at a greatly accelerated speed. They have these in constant use, and are able to turn out a more serviceable article in quantities out of all proportion greater than can be done by any hand process. Mr. Arrowsmith says that not only are thimbles made by this machine cheaper than others, but they expedite the placing of ware in the saggars, and they contribute largely to the production of better ware, that is to say, there are fewer failures in firing. I saw the machine at work, and the economy effected by the rapid production and the perfect uniformity of the article produced are self-evident. It will be admitted that as Messrs. Arrowsmith are constantly experimenting in the way of improvements in means and methods of production, they are able to keep up with, and even to anticipate, the requirements of the trade.

Keeling & Walker, Stoke-on-Trent.—In our short note last month we made a slight mistake in transcription, referring to their enamel colours containing less than 2 per cent. soluble lead. What we intended to emphasise was the fact that Messrs. Keeling & Walker have, as the result of painstaking experiments, succeeded in perfecting a new and beautiful class of egg-shell glazes (Majolica) containing less than 2 per cent. of soluble lead. Since our last issue we hear that Messrs. Keeling & Walker have perfected a new and magnificent bright red enamel for earthenware and china which they call Royal Coral Red. They are making two qualities, one for ground laying, the other painting and printing.

RAILWAY RATES FOR POTTERY.

THE China and Glass Dealers' Association has made some progress in the endeavour to obtain something like equity in charges for the transit of earthenware and china in crates and in cases. They have approached the Board of Trade on the subject, with the result that action has been taken. The Board of Trade realise that the time has arrived when the whole question should be thoroughly investigated (we may mention incidentally that it has been under consideration for a generation), and they have invited representatives of the railway companies to attend at the offices of the Board and discuss the matter on March 6. The Board of Trade have also invited the China and Glass Dealers' Association to send representatives of the trades to state the particular grievances of which the trade complain. The secretary of the Association is making the necessary arrangements to have the case for the traders fully and clearly laid before the Board of Trade. Traders everywhere are interested in this question, and they certainly ought to support the China and Glass Dealers' Association in their effort to obtain the removal of a long standing grievance. Tradesmen who suffer from the unjustifiable and inexplicable inequality of railway charges should become members of the Association that is doing its utmost to remove them. No single dealer has any chance in a dispute at law with a powerful railway company. But the most powerful railway company would have a very wholesome respect for an association which embraced only one-half of the glass and china dealers of the United Kingdom. The lesson to dealers is, "join the Association."

The Belgian Glassworkers' Agreement.—On February 21 the civil tribunal of Charleroi delivered judgment in the action brought by the Public Prosecutor against the master glassmakers who signed the masters' agreement. The Public Prosecutor alleged that the employers had broken Article 310 of the Penal Code. In a closely reasoned judgment, the Court recognised the perfectly legal character of the agreement, and non-suited the Public Prosecutor on all points. The judgment will probably create much discussion throughout the country. The Public Prosecutor has lodged an appeal against the decision of the Court.

RETAIL TRADE CONDITIONS.

(BY ONE OF OUR STAFF.)

(*Continued from page* 200.)

WE have now to deal with the replies received to our questions Nos. 9, 10, 11, and 12, in the series we submitted to members of the retail glass and china trade throughout the United Kingdom, and the following is a limited, but representative selection from those replies. Instead of taking each correspondent separately, and grouping his replies to the four questions, as before, we propose to take each of the four remaining questions separately, and to group all the selected replies to it.

QUESTION No. 9.—*Have the advertisements in newspapers and magazines offering to supply goods to the public "direct from the works" had any appreciable effect in your district?*

"We have not come across any case of this kind in ordinary trade, but in the hotel trade we are often losing customers through manufacturers who have approached them direct."—"Yes, very much so."—"Yes, one of the worst things the china dealer has to contend with."—"Cannot say."—"A rather difficult question to answer; but we are sometimes asked to match articles which we know to have been procured in this way."—"Yes. Several of our customers had have the 21s. hamper, and seem very pleased with it."—"Very little *evidence* of this, but doubtless it does influence trade to a considerable extent."—"I have no experience in this direction."—"The public are getting tired of being had in this way."—"This we cannot tell. No doubt some of our customers will risk the investment, but of course we never hear of it."—"Yes."—"I do not think they have, except where goods are wanted for bazaars."—"Yes."—"No; what few cases I have heard of they will never send again, owing to the trouble of unpacking and breakage and general disappointments."—"Cannot trace any ill-effects, but have found that some manufacturers trade direct with private customers. I discovered Messrs. —— doing so, and wrote them on the subject."—"Yes, in several instances I have seen goods so supplied, and have had some brought to me to match. These I have refused."—"It is impossible to say how much this question affects the trade in this district, but there cannot be any doubt that trade is greatly harmed by it. We are constantly getting pieces that were bought in guinea hampers brought to us to be repaired, and from customers who have in the past bought their tea and dinner ware from us. We have been told that last Christmas (this was written in November, 1906) one firm sent out over 2,000 lots direct."—"Not to my knowledge."—"A great deal. People have even gone so far as to ask us to take goods bought in this way in exchange!"—"Yes, but the system finds its level in time. Direct hotel trading by manufacturers, however, is a very serious thing for the trade."—"They have done great harm to the trade, and I have good reason for saying so."—"Yes, our packers are often sent to private houses to pack china and glass for removal. They told us that at one place they packed two crates of these cheap advertised goods."—"Once a customer gets these goods 'direct from the works,' as a rule he does not want them a second time; especially if he gets an English dinner set with no soup plates or soup-tureen."—"Yes, very considerable."—"Yes, they cannot help doing so. The public are urged to purchase cheap goods and cannot, or will not, understand the difference between one firm's goods and another's. They cannot see that one decoration is better than another."—"Yes, a good bit, and customers frequently bring us pieces to match, which we politely refuse."—"People I hear of have tried them, but I do not think they are much used in this district."—"I believe many of these advertisements are 'catchpennies,' but there are manufacturers who supply 'direct from the works' without advertising the fact."—"Yes, these advertisements do a lot of harm. There are always plenty of people who believe all they read in advertisements; but we do not think that many who send for these packages do so a second time, as they are invariably disappointed, and can get better value at a shop."—"Yes; unfortunately the deceptive advertisements do trap the unwary. Deceptive, lying advertisements ought to be stopped. Fortunately, however, people do not often send 'direct to the works' a second time."—"The effect of advertisements offering the public goods 'direct from the works' is not half so bad as established manufacturers doing the same. We heard of a Staffordshire firm, with whom we do business, supplying a hotel in our town. We requested the proprietor of a hotel we supply to write to the manufacturers in question for quotations. The enclosed is their reply:—'We are obliged for your esteemed inquiry, and have pleasure in handing you herewith our catalogue and price list of hotel goods, and hope to be favoured with your esteemed order, which would have our best attention.' (*We copy this from the original letter.*—EDS. P.G.) The hotel is very near our shop, yet although we were doing business with this pottery firm, they were willing to supply our neighbour, and our customer direct."—"Usually we think not."—"These people, who are backed up by certain unscrupulous manufacturers, do incredible harm. Manufacturers who supply them ought to be boycotted by the trade, and a list of them published."—"Not here, but elsewhere I know from experience that these advertisements have done much harm."—"Goods have been sent into the district as the result of these, but not in any great quantity."—"I think so, because matchings of these goods are occasionally asked for, but I cannot judge of the extent of the trade."—"Not to my knowledge."—"Yes, I often get told by a customer that he has bought a crate of goods direct. This, I think, is a great injustice, and should be stopped."—"I do not think so, but cannot judge, as the purchaser in this way would not let the dealer know."—"Yes, these do interfere with shops. The British public are so easily gulled with the specious lies they read in the newspapers."—"I cannot think they appeal largely to the general public."—"Yes, they have done harm."—"Very much; we often get a customer with a cup or a saucer in a parcel, asking us to match it, and they say it cost so-and-so. Then they add, 'How dear your goods are to what these were!' It is no use attempting explanations. We simply try to match the confounded thing and then try to sell them a tea-pot, or something, as an encouragement for so doing."—"People are only 'had' once in this way, but there are enough 'mugs' in the world to last a long time. I frequently hear of them."—"Yes, we have lost several sales from this cause. Makers who supply the public, and do a wholesale business under another name, should be exposed."—"Not to any appreciable extent."—"I have heard of many people getting goods this way, because they think they are getting bargains, but they regret it afterwards. It does harm to the dealer."—A correspondent's replies are too lengthy to give in full, and they overlap each other so that it is not possible to dissect them for quotation. He complains of railway rates. He gets goods cheaper from Hamburg than from London (to a Midland town). He says foreigners copy anything and anybody. He would put a duty of at least 50 per cent. on foreign china and glass, and then our people, now idle, would have a chance of making the things here.—"We have heard from three of our customers that they have been 'had' in this way."—"The Scotch public are 'too

canny.' ''—'' Yes, but manufacturers sending 'direct from the works' injure us most. A firm, while quoting me for tea ware, actually undersold to the very people for whom I was catering.''—'' Yes, they have. The foreigner is clear of this at any rate.'' '' Not here, to our knowledge, but we know it does harm in some towns, and wants putting down.''—'' Yes, but the public have now found them out.''—'' Yes, a person we know has bought half a tea set, half a dinner set, with sundry things included, at wholesale prices, package free.''—'' We advertise locally in three or four papers, and believe it does good.''—'' I have had several instances of persons asking me for matchings of goods bought in this way. I know the goods, but I will not get matchings for them.''—'' Yes, many of these crates are sold here, but do not give satisfaction.''—'' Not much.''—'' Yes, they have had some effect; we get people coming to us for matchings for some of their purchases.''—'' We cannot tell; personally, we do not feel the effect of this.''—'' Yes, I have many times come in contact with customers who have bought these.''—'' Representatives of some firms solicit private orders from boarding-houses and hotels.''—'' We occasionally have some of the rubbish sold by these firms brought in to be riveted or matched.''—'' Yes, goods are sold in this way, and it affects local dealers for a time; but I never knew anyone that bought advertised goods twice.''—'' Yes, we often get patterns to match, and find the firms who supplied them almost ignore the order from a shop keeper. We only take such an order from a good customer.''—'' Yes, I frequently get goods to match from local residents who have been supplied by the magazine advertisers.''—'' Yes, but manufacturers and wholesale dealers could put an end to a lot of these sales through magazines by stopping the supplies.''—'' Yes; I judge by the matchings brought in.'' '' In addition to the advertisements you refer to, representatives of some firms call on publicans, restaurants, &c., offering mixed crates of goods. This is very unfair to local dealers in the trade.''—'' Yes, we know these do affect business. Some customers tell us they have had goods that way—to their sorrow sometimes. We cannot say to what extent this trade is done.''—'' Yes; some cases have come under my notice of people buying in this way. They have, in each instance, regretted it. Apart from this I am sorry to say I have found that —— (one of the well-known houses—Eds., P. G.) have supplied goods to local people direct. Matchings were required, and their customer favoured me with the order for a few cups and plates.''

Question No. 10.—*Are there any special disadvantages acting against the china and glass trade in your immediate district?*

'' The greatest trial glass and china dealers have to bear is in the market, where tons of seconds are 'dumped' down every week by manufacturers who could send all their seconds abroad.''—'' Heavy railway charges and well-known firms supplying 'seconds' to Jew auctioneers, although they have customers in the town.''—'' Railway rates seem out of the question, and pilfering is a growing evil for which there is next to no redress. If makers lined their crates, or packed in casks, this would remedy matters.''—'' No.''—'' None, that I am aware of.''—'' Not that we are aware of.''—'' The greatest disadvantage is in being so near town, and very cheap return tickets. Another is the heavy railway rates—33s. from Potteries.''—'' Excessive rates and taxes levied on efforts rather than on results and constant interference with the roads, but of course that applies to other trades as well.''—'' The dumping of British manufactured goods—Pottery 'thirds' and 'seconds'—on our markets. This is done by some of our best firms, instead of those firms sending their 'seconds' into other countries and destroying their 'thirds' outright (—— (name given) supply a man with £1,000 worth a year in this district.'')—Several potters have created a disadvantage by selling the 'seconds' to one shop, and their bests *of the same pattern* to another, and this after we had pointed out the grievance to them. We mention* —— as special offenders in this way, and we think it time the retailers took the matter up.''—'' Yes, the greatest evil of which is our annual pot and hardware fair, when hundreds of tons of 'seconds' and 'thirds' are disposed of, as also some bests.''—'' No; if we except the stores and occasional auction sales.''—'' No; excepting that many shopkeepers in other trades stock china and glass as side lines.''—'' Chiefly the excessive railway charges and the unfair rates for returning empty crates, which are double those for casks and boxes.''—'' Yes; cheap trains to —— 10 miles away, are a great inducement to people to shop there. People have an idea that they get goods cheaper there, but it is noticeably otherwise.''—'' Being too near a large town.''—'' Unfair competition and the enormous amount of 'seconds' that are sold by stores, &c.''—'' Cheap railway excursions take people up to town, and many avail themselves of this to go up to buy. This of course, applies to other trades besides my own.''—'' Yes, bogus auction sales, hawkers, and competition by dealers in other trades. Every little shop seems to go in for pottery.''—'' Yes, the credit system. I cannot get orders without giving long credit.''—'' Yes, heavy railway rates and slow delivery.''—'' The usual market square, where cheap 'job' stuff is sold, and the quantity of seconds which makers supply broadcast to people outside the legitimate trade. Some of the good makers are as bad as the rest in this respect.''—'' The grocers, drapers, &c., are killing the cheap trade, but not so the better class trade. In that, however, there are too many shops for the amount of business to be done.''—'' The excessive cutting of prices of bread and cheese goods by the drapery firms and stores. Toilet ware and dinner ware sold at absurd and utterly unprofitable prices. Then we have 6½d. bazaars and auctioneers selling 'seconds' pottery and glass.''—'' Yes, there are auctioneers who buy all the cheapest oddments from the Potteries, and go from town to town glutting the places, and they do act against glass and china dealers very seriously.''—'' We want quicker and cheaper transit for goods.''—'' Not more than exist elsewhere.''—'' Yes, the linen drapers and stores with huge capitals buy up large quantities, and sometimes sell the goods cheaper than I can buy them in order to do business in their other departments.''—'' Yes, being so near London (about 25 miles), we are favoured with all the London Stores, Furnishing Houses, &c., who deliver here daily free to any part of the district. Shopping is made too easy in this respect. We give free packing and free delivery anywhere round to encourage local trade, and find customers appreciate it.''—'' Not to a great extent. The worst is that the local authorities allow hawkers and travelling auctioneers to sell in competition with heavily taxed ratepayers. The only expense these competitors are put to in the way of rent is about 6d. per day, which goes to the Lord of the Manor.''—'' We are unfortunately situated in being entirely in the hands of one railway company, so that we do not get the benefit of the lower rates which undoubtedly exist in places further from the Potteries, where alternative routes are available.''—'' An auctioneer has been stuck here for two seasons, and supplied by a firm of manufacturers with whom we once did business. We applied to them for certain goods which the auctioneer we refer to was selling, but they said their machine had broken down, and they could not supply them. We

* The name is the same as that given by the immediately preceding orrespondent. That the replies are next to each other is a pure cident. The dealers are separated by 260 miles.—Eds. P. G.

wrote to a middleman in another town, who applied for the goods and got them immediately. This proved that these manufacturers were supplying this auctioneer to our detriment, although we had sent them several orders previously. These are the men who do serious harm to the retail trade and who ought to be boycotted.''—'' Yes, the 'tied-house' system of business as adopted by some of our best manufacturers. This leaves a free market (without any good reason) to the best of the foreign houses who copy their wares.''—'' Principally the market men and dealers who sell 'seconds.' ''—'' Local railway rates act so. Carriage from London (80 miles distant) to places in this neighbourhood is much cheaper than from here.''—'' Yes; a very special disadvantage is the presence of market vendors. A man who is just paying a composition of 10s. in the £ comes here most Saturdays with a very showy assortment of goods from a first class maker with whom I could do business, except for this unequal competition. How can I sell 'best' and pay 20s. in the £ against this man's 'seconds' and 10s.? And this grievance will not be remedied until the Association of dealers can combine to buy up the seconds, and control its distribution.'' —'' Not at present.''—'' Market sales of seconds, 6½d. bazaars, and travelling auctioneers.''—'' Our special disadvantage as dealers here is the great success of the electric cars. These take people from anywhere to the centre of the city for one penny. Some of our distances are more than three miles for one penny, and the people have got the habit of riding.''—'' The market 'dumper,' who buys up 'seconds,' 'thirds,' 'lump,' and even worse, is a great injury to shopkeepers. Especially when manufacturers do not give shopkeepers the same facilities for buying seconds when they want them. This is a very sore point in my experience.''—'' Yes, auctioneers coming to the town for about three months of the best part of the year.''—'' Cheap excursions by rail to neighbouring towns are detrimental to our local trade. In the country we are always dealing with the same customers, and they get stocked up.''—'' Sales of 'seconds' every few weeks at drapery stores seemed to affect me, but I am now playing the same game myself—with success.''—'' Yes, London competition principally'' (80 miles away).—'' Dealers here are handicapped by sales by auction. I enclose poster of one. The goods are supplied by a well-known pottery firm. The railway rates here are very excessive, as we are at the mercy of one line.''—'' Tea shops, drapers, and dealers in other trades, and I notice some of our best manufacturers supplying these people—but they lose the china dealer in the end, which I am sure does not pay them.''—'' Yes; our customers do not break nearly enough.''—'' Yes; heavy freight charges, 55s. per ton from Stoke, plus the manufacturers' extortionate packing charges, making usually 10 per cent. on cost, and in the case of every-day lines—bakers, bowls, and C. C. ware—more than 10 per cent.''—'' None, apart from the auctioneer and the buyers of 'seconds,' &c., who infest the market selling to our customers, to all appearance, the same goods we are selling, at half our price.''—'' Only the open market with large quantities of 'seconds' and 'thirds.' ''—'' Drapers doing the ticket business do most harm in my district. People get a £1 ticket for drapery and get china and glass goods with it as well.''—'' Yes; manufacturers supplying drapers and selling their lump ware to small dealers, instead of smashing it. If they did that they would get better prices for their best goods.''—'' What we have to complain of most is that there are too many dealers here.''—'' Railway rates for goods are very heavy.''—'' Not other than the drapers. One large firm in this district has a showroom and agent at —— (a neighbouring town). Private buyers can go, select and order goods, and they are delivered from the Pottery.''—'' Auctioneers come here saying they are from the Potteries. They open empty places for a week or two with special auction sales.'' —'' Yes; railway charges. Special terms are given to a larger town, by the railway company, although the town is 20 miles further from London and from the Potteries than we are.''—'' The principal trouble here is manufacturers supplying consumers. Practically every hotel here is supplied direct, and many other large consumers.''—'' There are quite a number of others in our trade besides ourselves, and ironmongers are generally introducing china and glass.''—'' Private people, bazaars, hotels, and cafés here have been supplied direct by manufacturers with whom we do business. All retail dealers should join the Glass and China Dealers' Association, so as to unite to prevent direct trading by manufacturers. Mutual confidence between manufacturers and dealers is sadly wanted.''—'' The frequent attendance in the town of so-called manufacturers, who bring goods and sell them by auction.''—'' Only the abominable railway charges.''—'' No; with the exception of so many dealers in other trades stocking our goods.''—'' Cheap men and inferior goods stop the sale of better quality china in this district. Customers now will not buy anything good. They say 'anything will do, it only gets broken.' The truth is, they will not pay the price.''—'' 6½d. bazaars are the worst, because they lower the taste of buyers.''—'' Yes, the large amount of job stuff sent to our markets, and to fairs in neighbouring towns, takes the demand off better goods.''—'' Premium and stamp trading shops and heavy carriage on goods from Staffordshire and North of England.''—'' We are near London, and have the usual disadvantage of suburban dealers, of having to compete with the large stores there.''—'' No; we are better served by the railway companies here (a Midland town) than in the majority of places.''—'' Yes; the excessive cost of carriage and that annoying item 'use of crate and straw,' and the marketing of 'seconds' and 'lump.' ''—'' Yes, in the number of saleable articles sold filled with jams, &c.''—'' Yes, freightage is one, and nearness to London, with cheap excursions thereto, another. Then there are auctions of crockery often arranged as Christmas approaches.''—'' The railway charges are cruel. In some cases they put 20 or 25 per cent. on the cost of the goods; this, with the charge for packing and straw, prevents me competing with London stores.''—'' There are. We have to-day seven crates of earthenware brought by a Staffordshire manufacturer to be sold by auction in a hall not 10 yards from my door.''—'' In less than twelve months there have been four dealers close to me selling goods at less than cost, and then they have gone away without paying anybody.''—'' Travellers come here (a seaside place—EDS. P.G.) and call on boarding-houses and hotels, and deal directly with them. We have repeated visits from auctioneers.''

QUESTION NO. 11.—*Do you find the British Manufacturer or the Foreign one more ready to take trouble with your Orders for Special Shapes and Patterns? If your answer is in the affirmative, we shall be glad if you will kindly give us illustrations, especially with regard to repeat orders.*

'' We used to think foreigners more obliging—we still think they are more businesslike. Our manufacturers, as a whole, are too conservative. They are not smart enough.''

'' The British manufacturer will take endless trouble for us. The foreign manufacturer takes much trouble to get the right article before putting on the market, but after that does not consult individual preferences.''

'' We only, as a rule, buy foreign fancy goods. We do sometimes buy French toilets. We find the French much more eager to please, and they pay carriage to our door.''

'' British. In matchings of tea sets the British manu-

fa turer has an advantage over the foreigner. A good many buyers fight shy of foreign goods on account of this difficulty.''

''The British, most decidedly. Foreign makers are most dilatory and inexact with matchings and small repeats almost to a man. For instance, we have had good French dessert sets off show for over a year through delays in replacing breakages in transit.''

''There are cases in which foreign repeat orders are more difficult to obtain than English. In the case of foreign glass houses it sometimes happens that 'repeats' are not equal to the original supply.''

''We find our own people more attentive in this, but with repeat orders they sometimes keep us seven or eight weeks. But they are always very attentive.''

''Have had no experience in this direction, but I find a portion of both English and foreign houses lacking in ordinary courtesy. Generally in their omission to reply to correspondence. This is what often occurs :—An order is given for goods to be delivered by a certain date (adequate time being allowed for manufacture). Weeks after the date for delivery has passed, and then only in response to repeated letters and telegrams, a letter comes asking for some particulars of the order. This question could have been as easily put the day following receipt of order. In August I sent a pattern for a matching to a house that is usually prompt. Seven weeks after a reply came that the matching could not be supplied as patterns were destroyed. Why not have sent an immediate reply and so prevented the annoying delay ? Some houses are great sinners in this respect, though the customer is running a fairly good account with them on cash terms. As a whole, pottery and glass manufacturers are less prompt and obliging in small matters than those in other trades, and I speak from experience.''

''Have given up trying years ago, but go straight away abroad. I have travelled abroad for English firms, and again in England for foreign firms, and my twenty-five years' experience has taught me that the average British manufacturer will stick to his own ways, and objects to anything outside them. If he tries, he is the best manu turer of any, though generally the worst merchant, *i.e.*, in the way of putting his goods before consumers and making them and his ways attractive.''

''The British manufacturer is quite as willing to oblige us in special orders.''—''We have not had occasion to require special shapes or patterns from either.''—''I find the foreigner quite as ready to take trouble as the British maker, if not more so.''—''We have found the British maker equally as ready as the foreigner in this respect, and much more 'get-at-able.' ''—''Have no experience of special shapes and patterns; but speaking generally the foreign makers are most obliging and painstaking.''—''Difficult to say. Neither is at all ready to carry out suggestions, or to make special goods. Of the two, the foreigner is generally more anxious to get ideas of what is likely to catch on.''—''The British manufacturer decidedly takes more trouble over matchings and repeats than the foreigner, who never seems to care, having once sold a case of goods.''—''I have not much trouble in matchings from the home houses, except that I have to wait a long time for them.''—''The British manufacturer will take far more trouble with matchings, &c. We have found that, generally speaking, it is impossible to get matchings from foreign manufacturers, except the high-class houses.''—''I find British manufacturers will generally supply what one requires. I have never tried foreign makers in this particular way.''—''We consider the English potters most obliging, and have found them always willing to meet us. They have made great advances during the last few years Our sales are three-fourths English, perhaps more. We do not ask foreigners to get up anything special for us, so cannot answer for them.''

''Both the English and foreign houses are very good with special shapes. I find no cause of complaint if one can only give them time.''—''I am reluctantly compelled to say without any hesitation that foreign manufacturers will do much more to help you than those at home, and are often more courteous with it.''—''We have no complaints against the British manufacturers on these points.''—''The foreigner, I find, executes orders exactly. I am sorry to say some of our manufacturers do not, while their travellers often quote prices which manufacturers will not accept.''—''We find as a rule they are both alike. The matching trade is a great nuisance, but it ought to be looked after more by manufacturers. They don't like matchings, and some of them charge much higher rates for them. We lose many customers over matching orders.''—''In the glass trade the Britisher is most disposed to meet us, unless it is for bulk orders, when the two are about equal. In pottery the foreign competition is too little for notice, but in cheap china tea ware and small fancy articles the foreign trade is increasing very much, and the makes are improving vastly.''—''The British manufacturer, I find, is always willing to take trouble with special orders. I do not go to foreign firms with special lines.''—''There is not much to choose between the two. The orders for special shapes are executed all right, but the foreigners are longer in delivering them.''—''We think the British firms best in this respect, and hardly ever buy foreign tea and dinner sets as they take so long to match. We like English tea and dinner ware better than foreign.''—''There is not much in it. British will go into a question as well as the foreigner, but they both reckon they know best what is wanted.''—''The foreigner. The British manufacturer makes what he wants to make ; the foreigner makes what his customer wants and produces it while the British maker is considering it.''—''Stock patterns are usually, practically always, sufficient for our requirements. We have had offers from foreign makers to supply special patterns and shapes. We should have a fit if a British firm suggested doing so.''—''In no case in the china and glass trade can the foreign manufacturer be said to take the same amount of trouble as the English one. English houses pay much more attention to their customers requirements.''—''Not much to choose between them.''—''I have never found any difficulty in either case. It is a question of 'quantity' with both.''—''I do not wish to extend my trade with foreigners, and so never seek to make stock lines of their goods, but just buy what suits me.''—''I have always found British manufacturers very prompt as regards matchings, both those with whom I deal regularly, and those with whom I have had no previous account.''—''I find the British manufacturer very obliging in this matter.''—''I always find British makers very ready to make 'specials.' I have had little experience in this respect with foreign houses.''—''I find the British more ready to take trouble with orders, but they do not like making special shapes.''—''I have not much experience in this, as I do not favour special shapes. But matchings could be very easily improved as a trade if makers would not take such a long time in supplying them. I have waited six, and in some cases seven, months for these.''—''I can invariably get what I want in glass made abroad without much trouble, but in china I do better with British firms, except in trinket sets. In earthenware I do at least 80 per cent. in British manufactures.''—''The majority of British makers run on old-fashioned lines—the 'take it or leave it' style.''—''Have not tested this to give either a preference. A customer much desired an oval glass dish to pattern. Being a good spender generally, I sent to

four British houses. Only one would make one to pattern. and the charge was 7s. 9d. It was one glass from a double sweet stand and electro frame which only cost 3s. 6d. complete.''—'' In china and earthenware there is not much difference, although English makers should study detail more than they do. We can get no reasonable treatment from English glass makers.''—'' The British manufacturer takes most trouble.''—'' The foreigner is quick and attentive. The Britisher very slow and inattentive. The British manufacturer does not take half enough trouble over special orders, matchings, &c. He should hear what we have to put up with sometimes on account of his unbusinesslike methods.''—'' We find the foreigner is most adaptable. For instance, we had an inquiry for 1,000 teapots with a special strainer. We asked a British maker for a price. Reply : ' Well, we cannot exactly say what they would cost; you see our people are not used to making a thing of this sort.' We asked a foreigner. Reply : ' Oh, in this shape, two pints, would be 96s. gross.'' Then we knew the exact cost because the goods were ' free, free.' ''—'' The English maker is always obliging and fairly expeditious, but is sometimes very slow in urgent orders.''—'' The foreign manufacturer, through his agent, is much more eager for business than the British, and special orders are executed abroad in half the time we could get them in England. We prefer to handle foreign goods for this reason.''—'' The British manufacturer is certainly more obliging. He will try to oblige a customer, even if in some cases it means a loss to himself. The foreigner will not touch an order unless it is for a big quantity. This accounts to a great extent for his cheap productions.''—'' In regard to glass my experience is that the foreigners take more pains in executing orders, and are quicker. As regards china, we find matching sets a great trouble with the foreigner, but English houses are all right.'' '' I do not encourage foreign trade and do not ask for special shapes or patterns, but they offer to match English goods for me.''—'' As a rule we find the Britisher more agreeable to fall in with our wishes.''—'' English manufacturers are careless *re* matchings ; they keep us waiting three to six months, and some then try to ignore the order altogether. We average to write three or four letters before getting matchings. Foreigners are just the same.''—'' Foreign manufacturers are very ready to make goods to sample. Some English firms also are, but as a rule they are more stiff than their foreign competitors.''—'' Most decidedly the foreigner leads here. An order was offered me some time ago for 150 tea sets of a certain kind, providing one spray was left out, as my customer preferred it without that. The British manufacturer refused to alter it, but a foreigner delivered it to order in six weeks, and repeat order within five weeks.''—'' The majority of our manufacturers are very good in this respect, and far in front of the foreigners. I have usually had great difficulty with the latter both in matchings and repeats.''—'' We are afraid we trouble British makers a good deal with matchings, and as a rule find them very obliging. It is difficult to get foreign goods matched except by two or three firms we deal regularly with. English firms all seem willing to match goods for us, whether we deal with them or not.''—'' Both, I think, do their best to assist customers.''—'' The British manufacturer is much more reliable.''—'' The foreign maker will do all in his power to ascertain the retailers' views and wishes, while the home manufacturers make no effort in this direction.''—'' The British take more trouble, and the best firms take the most pains. Messrs. —— are always to be relied upon for matchings.'' —'' We find the British manufacturer more prompt and careful with matchings, but the foreigner is more ready to adopt any suggestions for alterations, or for new shapes.''—'' Our experience is of many years' standing, and we find the foreign houses more willing to oblige than English houses. If we ask the foreigner for designs, or give shapes, we invariably get samples and prices. If it is at all out of their usual run English houses say : ' We cannot supply the article,' or else ask such high prices that it is waste of time to correspond further on the subject.''—'' Foreign manufacturers are always on the alert for new patterns and shapes, and will always carry out in detail any suggestions I make. The English will seldom deviate from their obsolete patterns. I cannot get one of them to act on a suggestion which I think will improve a design.''—'' The foreigner is more careful and more obliging in many ways than the Britisher. First and repeated orders are always to sample. The British manufacturer deceives himself.''—'' British firms that are so regularly dealt with are more obliging than foreign ones.'' —'' With respect to special shapes and patterns, the British maker will not readily alter his designs. The foreigner will make anything if you order per case.''—'' From the dealer's point of view the foreigner is the better man to deal with. Many of the English representatives suffer with swollen heads, and all their energies and civilities seem to be expended on the buyers for large stores. The foreign agent will try hard to do business with all.''—'' I find the foreigner more willing to adapt his shapes and patterns to my requirements. His first question invariably is : ' How many can you do with ? ' '' —'' Foreigners are usually more anxious to make what you want, if you can place an order for, say, £10 worth.''—'' The foreigner is the more ready to please. With 28 tea sets received from a foreign maker, one cup and one jug were broken in transit. Three weeks after they were replaced without charge to me. I had one cup broken in a tea set bought ten weeks ago from an English maker. I wrote for one to replace it, and the answer from the Potteries was ' pattern destroyed.' In another case there was one cup broken in a tea set. I ordered another cup. They sent a cup and saucer and charged me 9d.''—'' For matching the British maker is quickest and best. Special shapes we never attempt to get made.''—'' I have found British manufacturers willing to do their best for me. I have not troubled foreigners for anything special.''—'' British manufacturers are very obliging, but in sending up matchings their charges for packages are extortionate.''—'' I do not encourage foreigners, and never send to them for matchings. If they are worse in this respect than our own manufacturers, heaven forgive them ! ''—'' Some British manufacturers are very lax in executing orders, and also in replying to correspondence.''

(To be continued.)

Earthenware and Pottery of common varieties to the value of £704,600, and weighing 66,614,700 kilos, were imported into France during 1906. The figures show a steady growth during the last three years.

Marking Goods in Plain Figures.—An American trade journal has been courting correspondence as to marking goods in shops with figures or characters. To this discussion Mr. A. E. Watson, of Reading, has contributed the following :—'' My own firm has always marked the selling price in characters until within the last two years, when I introduced plain figures. The only drawback to plain figures is that goods are often sold for presents and packed direct in the shop to be sent away. Salesmen often leave the tickets on, and the recipient knows how much the giver has paid. With that exception I have found plain figures very satisfactory to the customers, as they know there are not two prices—a practice of which dealers have sometimes been unjustly accused.''

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

II.—CRYSTALLISATION IN POTTERY.*

By J. W. Mellor, D.Sc.

THE study of crystals and the phenomenon of crystallisation is a fascinating subject. It is a wonderful power which causes the molecules of a substance to assume regular geometrical forms as they pass from the liquid to the solid state of aggregation. At the opening of the new physical laboratory of the Göttingen University, W. Voigt (Festschrift, Leipzig, 39, 1906) very aptly illustrated the peculiar charm of the phenomena of crystallisation by this simile: "Imagine two hundred brilliant violin players playing the same piece with perfectly tuned instruments, but commencing at different places selected at random. The effect would not be pleasing, and even the finest ear could not recognise what was being played. Such music is made for us by the molecules of gaseous, liquid, and ordinary solid bodies. They may be highly gifted molecules with a marvellous internal architecture, but in their activity each disturbs the others. . . . A crystal, on the other hand, corresponds with the orchestra led by a vigorous conductor when all eyes intently follow his nod, and all hands follow the exact beat. This picture enables us to understand how crystals can exhibit whole ranges of phenomena quite wanting in other bodies. To me, the music of physical law sounds forth in no other department in such full and rich accord as in crystal physics." The phenomena of crystallisation is but little understood even in cases so simple as the crystallisation of alum, or of salt, from a solution in water. In pottery we are confronted with most complex examples—the crystallisation of compounds from molten mixed silicates. I hope, therefore, that this attempt to bring before your notice some of the more important factors involved in the phenomenon may help to guide experimental work along fruitful lines. I shall, in this paper, deal principally with the influence of temperature on crystallisation. In order that there may be no misunderstanding later on, it is necessary to define our terms. At the outset we must distinguish between the crystalline effect obtained when crystals separate from a molten glaze and when the glaze crystallises *en masse*.

1.—*The separation of crystals from the glaze.*

It is a well-known fact that a solvent can only dissolve a definite constant quantity of a substance at any given temperature. Water, for example, at 10 deg., can only dissolve about 0·8 per cent. of lead chloride. If more than this amount be added to the water, the excess remains undissolved. The maximum amount of substance which 100 grms. of the solvent can dissolve at any particular temperature is called the "solubility" of the substance. As a general rule, the higher the temperature the greater the solubility of the substance. If the solubility of iron silicate in a particular glaze at 1,000 deg. be 4, then at 1,200 deg. the solubility will be greater than this. If the glaze be saturated at 1,200 deg., it will reject anything it has dissolved in excess of this amount as it cools down to 1,000 deg. Again, suppose the glaze, containing 4 per cent. of iron silicate, be put on a red biscuit tile, as the temperature rises above 1,000 deg. the glaze will dissolve more iron from the body. On cooling, the excess is rejected from the solution. If a trace of iron chromate and copper chromate be present, the crystals, as they form, often produce the well-known aventurine effect.

A substance usually melts and freezes at the same temperature. The melting and freezing points are then identical. If small quantities of a foreign substance be present, the melting-point is lowered. The lowering of the freezing-point is proportional to the amount of foreign substance added. Felspar (orthoclase) melts at about 1,210 deg., while quartz melts below 1,800 deg. The freezing-point of felspar is lowered about 60 deg. if it be mixed with 10 per cent. of quartz, and if 20 per cent. be added, the freezing-point is reduced 60 deg. more. Similarly, the freezing-point of quartz is lowered 400 deg. by the addition of 40 per cent. of felspar. Another 20 per cent. of felspar lowers the freezing-point of the quartz 150 deg. more (the temperatures are only approximate). The curves showing the freezing-points of these mixtures of felspar and quartz intersect at E (Fig. 1). The point of intersection, E, corresponds with the freezing-point of a mixture containing about 75 per cent. of felspar and about 25 per cent. of quartz. No other mixture of these two substances melts at a lower temperature than this, the "eutectic mixture."

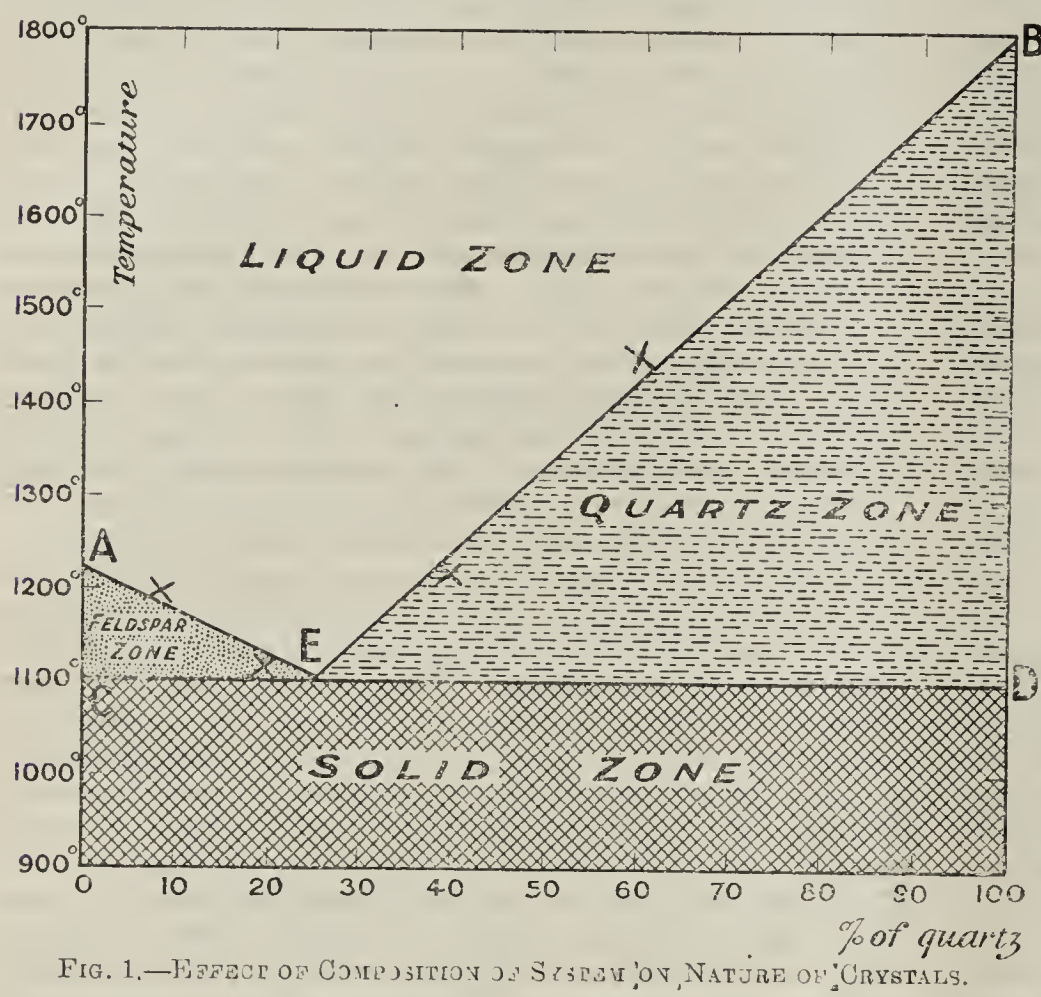


FIG. 1.—EFFECT OF COMPOSITION OF SYSTEM ON NATURE OF CRYSTALS.

Let us now examine what we might expect to occur when a molten mixture of 50 per cent. of quartz and 50 per cent. of felspar cools from, say, 1,500 deg. The mixture melts at about 1,300 deg. At 1,500 deg., therefore, there will be a molten mixture of felspar and quartz. No visible change need be expected until the temperature has fallen to 1,300 deg., when pure silica should separate out from the mass. Suppose, for the sake of illustration, that so much silica separates out that the liquid which remains behind contains 40 per cent. of quartz and 60 per cent. of felspar, the freezing-point of the mother liquid will be no longer 1,300 deg., but 1,250 deg. At this temperature more silica separates out; the freezing-point of the still molten liquid is reduced in a corresponding manner. The separation of silica and the lowering of the freezing-point continues until a temperature of 1,100 deg. is reached. The whole mass then solidifies. Under the microscope the solidified mass should have crystals of quartz embedded in a solid mixture of felspar and quartz.

A similar thing will occur when a molten mixture containing 10 per cent. of silica and 90 per cent. of felspar is cooled from, say 1,300 deg. The mixture begins to solidify at about 1,150 deg.

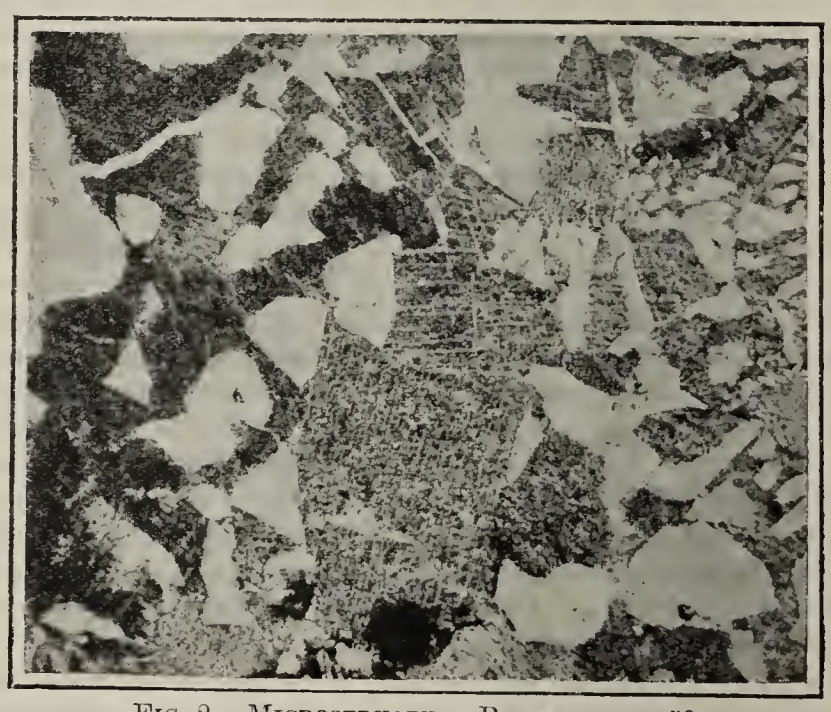


FIG. 2.—MICROSTRUCTURE PEGMATITE × 50.
(White Patches represent Quartz Crystals, the remainder is Felspar.)

But felspar now separates from the mixture, while the mother liquid—still molten—being richer in silica, melts at a lower temperature. As the temperature falls, more felspar separates out, and this goes on until the mother liquid contains about 75 per cent. of

*Based on a lecture reported in *Trans. Eng. Cer. Soc.* 4, 49, 1905.

felspar and 25 per cent. of quartz. The whole mass then solidifies at 1,100 deg. Under the microscope, crystals of felspar should be found embedded in a solid matrix of felspar and quartz.

The crystals which separate in the zone *EDB* (Fig. 1) will be practically pure quartz; the crystals which separate in zone *CEA*

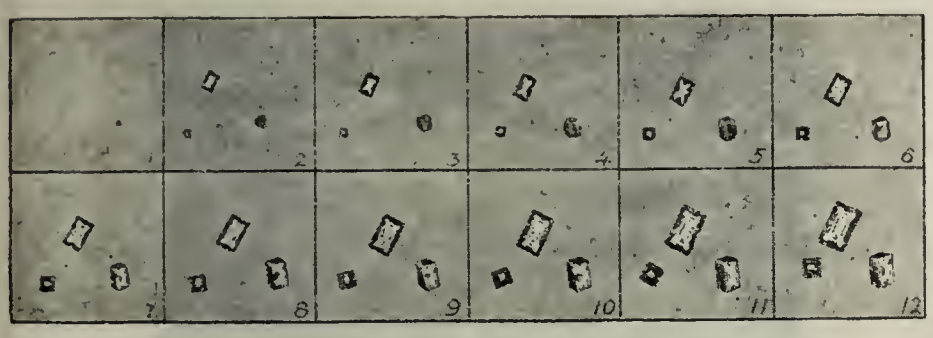


FIG. 3.—GROWING CRYSTALS.

pure felspar. This is a fine illustration of the selective action of the molecules in the act of crystallisation. Exactly the same thing occurs when sea-water is frozen. Pure water first separates as ice. Of course, a little salt water may be mechanically entangled among the crystals, but the crystals themselves are pure ice. The phenomenon is not always so simple, and more complex examples are under investigation.

The crosses in the diagram (Fig. 1) are the approximate melting-points of the vitrified mixtures under consideration. Correct reliable numbers are difficult to obtain on account of the disturbing effects of surfusion, a phenomenon to be discussed later on. With improved methods of measurement, therefore, we may have to modify the actual form of the diagram, but that will not affect the fundamental principle involved. Since this paper was first published, A. L. Day and E. S. Shepherd (Amer. Journ. Science [4], 22, 262, 1906) have shown that quartz begins to melt at 1,600 deg. This depresses the upper part of the curve *EB*.

I would have illustrated the structure of the solidified mass by means of a photo-micrograph, but unfortunately I have not yet succeeded in cutting a satisfactory section. However, I have had a section cut from a piece of pegmatite—felspar and quartz—(Fig. 2), photographed. The "cleavage cracks" which appear in the diagram are very characteristic of natural minerals. Artificial preparations do not show this trait. The photograph shows the quartz crystals embedded in a matrix of felspar. The crystallisation of quartz in a matrix of felspar has not yet been produced under artificial conditions unless, perhaps, in the presence of another substance—say tungstic acid.

The size and general appearance of the particles of felspar which separate must depend very largely upon the rate of cooling. The more slowly the mass is cooled, the larger the crystals of separated felspar. If the conditions are suitable, the particles of felspar, as they separate from the cooling solution, will coalesce with those of the felspar already separated, and form relatively large crystals in a solidified matrix of felspar and quartz (Fig. 2).

Fig. 1 thus enables us to see the influence of temperature upon the process of crystallisation. If the temperature of any particular mixture lies above the line *AEB*, the system will be molten; if the temperature lies below *CD*, the whole system will be solid; if the temperature lies between *CEA* or *EDB*, the process of crystallisation will be at work, and the more slowly the mass cools down from the line *AEB* to the line *CD*, the larger will be the crystals. Note that some point on the line *AEB* represents the composition of the molten liquid. The composition of the whole system, molten liquid and separated solid, can never move off the vertical line. Crystallisation commences somewhere along the line *AEB*, and ceases along *CD*. The effective cooling temperature lies between *CEA*—zone of crystallisation of felspar—and *EDB*—zone of crystallisation of quartz. These regions represent zones of crystallisation. Temperatures above *AEB*, and below *CD*, have no direct influence upon the process of crystallisation. Every possible mixture of felspar and quartz can be represented by a point on the line *AEB* corresponding with the temperature at which crystallisation commences. The ordinates of this line thus represent the "critical" temperature of crystallisation of the respective mixtures of molten felspar and quartz.

2.—*Birth of crystals.*

It is interesting to notice how crystals grow. Crystals do not always separate when they "ought to." It seems as if the molecules of the solution take up a state of passive resistance and refuse to assume the condition of greatest stability corresponding with the crystalline condition. A cooling liquid may therefore still remain liquid at temperatures below *CD* (Fig. 1). But the system is then unstable, and is said to be in a surfused or supersaturated condition. Just as the throttle-valve of a steam engine must be moved before the engine can start on its journey, so must the passive resistance of the molecules to further change be overcome before the process of crystallisation or freezing will set in. We know that under ordinary conditions liquid water freezes into ice at 0 deg. but it is not a difficult experiment to cool water ten or twenty degrees below zero without freezing. Sodium thiosulphate is a white crystalline solid below 56 deg.; above that temperature it melts to a clear liquid. The thiosulphate in the flask on the table was melted about an hour ago, and although it has cooled down to the temperature of the room, it yet remains liquid. I drop in a small fragment of a crystal, and the whole lot crystallises immediately. Crystallisation generally sets in when something is present to act as a nucleus or centre about which the crystals can grow. An inconceivably small fleck of dust, the ten millionth part of a milligram, is sufficient, according to W. Ostwald (*Zeit. phys. Chem.*, 22, 289, 1897), to overcome the passive resistance of the molecules of sodium chlorate to change, and allow the molecules to take up the crystalline structure.

This helps us to understand the difficulty some experimenters find in getting the crystals to grow on the glaze just where they want them. The crystals congregate round the edges, where the glaze is thin, about a minute fragment of sand, saggar, &c., which may have fallen on to the glaze, or about an air-bubble in the glaze. This saucer, lent me by Mr. Wenger, has some beautiful crystals ranged in a symmetrical fashion at the edge of contact of the crystallisable glaze with another non-crystalline glaze.

The crystallisation of superfused liquids, however, may set in in the absence of a foreign substance. It is interesting to watch the spontaneous formation of centres of crystallisation in a tube containing surfused hippuric acid at about 100 deg. (See G. Tammann, *Zeit. phys. Chem.*, 25, 442, 1898.) As soon as a growing crystal becomes visible, it appears to be a globular mass, and for this reason the baby crystals are called "globulites." Some cinematographic photographs of growing crystals by T. H. Richards and E. H. Archibald (*Phil. Mag.* [6], 2, 488, 1901) have shown that the globular appearance is an optical illusion. The baby crystals grow too quickly for the eye to follow, and the outline, in consequence, appears indistinct and blurred. The diagram (Fig. 3) was drawn for me by Mr Jordan from a series of cinematographic photographs of crystallising potassium iodide, each of which was exposed for one quarter of a second. After the crystal has grown an appreciable size, further growth is much slower.

3.—*Action of glaze on body.*

The action of the glaze on the body is often very vigorous at high temperatures, and this must therefore play a most important part in the process of crystallisation. Thus, W. Burton (*Journ. Soc. Arts*, 52, 595, 1904) says that a temperature of 1,070 deg. is fatal to the formation of certain crystals which readily develop at 1,030 deg. It is possible that the new materials dissolved from the body act on the glaze very much like the addition of water to a saturated crystallisable solution of alun. The unsaturated solution would never crystallise. But new combinations may be produced by the interaction of the substance in solution with the materials dissolved from the body. Aventurine glazes are easier to produce on red bodies rich in iron than on white bodies com-



FIG. 4.—SURFACE OF GLAZE (SLIGHTLY REDUCED).

paratively free from iron. Among other things, the glaze appears to dissolve iron oxide from the body at the high temperature and to reject the excess in the crystalline condition on cooling. A thin glaze, too, will be more quickly saturated with iron oxide dissolved

from the body in this way than a thick glaze. This agrees with the observation that it is easier to crystallise a thin glaze on a red body than a thick glaze. It is also possible that some of the constituents volatilise rapidly at the higher temperature, and so alter the crystallising system. Again, the compound which separates from the glaze in the crystalline form may be unstable at high temperatures, and break up into new combinations which do not crystallise out as the glaze cools. The heating of the glaze too high would then be fatal to the development of the desired crystals. For instance, when crystallised garnet is heated up to its melting-point, it is liable to break up into two or three other compounds. But if the garnet be dissolved in a suitable flux at a lower temperature, it will crystallise out on cooling. Of course, it is just possible that one of the products of decomposition may be more prone to separate out in the crystalline state than the original compound. In that case it would be necessary to heat the glaze up to at least the point of decomposition in order to produce the best results. But these questions, along with others which might be discussed, pertain to the laboratory.

4.—*Crystallisation of zinc silicate.*

It is of importance to know what compound crystallises out in the act of cooling, because we can then "feed" up the glaze with the necessary constituents. Mr. Wenger has given me a tile containing the crystalline mass shown in the photograph* (Fig. 4). The lines in the photograph are the crazes. I was fortunately able to remove the crystal comparatively free from the adhering glaze, and on analysis found (in percentages)—

	Found.	Calculated for willemite.
Zinc oxide	68·37	68·83
Silica	25·34	27·15

This shows that the crystals contain zinc very nearly in the proportions required for the silicate $2ZnO.SiO_2$—willemite. Small



FIG. 5.—SURFACE OF GLAZE (NAT. SIZE).

quantities of boric oxide, copper, alumina, &c., were also present, no doubt derived from the adhering glaze. A similar glaze made from a fritt compounded from the formula :—

$$\left.\begin{matrix} 0{\cdot}11\ K_2O \\ 0{\cdot}19\ Na_2O \\ 0{\cdot}08\ CaO \\ 0{\cdot}62\ ZnO \end{matrix}\right\}\ 0{\cdot}05\ Al_2O_3\ \left\{\begin{matrix} 1{\cdot}9\ SiO_2 \\ 0{\cdot}4\ B_2O_3 \end{matrix}\right.$$

furnished the characteristic stellate crystals (Fig. 5) which separate from glazes containing zinc oxide in solution. The tile was fired in an upright position, in an earthenware biscuit, at about 1,170 deg. The crystals do not appear to develop so readily if the glazed tile be fired in a horizontal position. Instead of using lime in the above formula, an equivalent mixture containing 60 per cent. of baryta and 40 per cent. of lime gives better results under some conditions.

The production of "zinc" crystalline glazes has been traced back to the experiments of C. Lauth and G. Dutailly (*Le Genie civil*, 13, 201, 1888) on the action of zinc oxide on glazes, but the subject first attracted serious attention after the Stockholm Exhibition, 1897. Here the Königliche Porzellanfabrik of Copenhagen, of Berlin, and Rorstrands Aktiebolag of Stockholm exhibited vases decorated with "eisblumen" glazes. A. Clément (*Ber. III. Internat. Cong. angew. Chem.*, 3, i., 116, 1899) pointed out that the crystals probably resembled willemite in composition.

If the glaze contains a little cobalt oxide (0·5 per cent.) and a little titanic oxide (5 per cent.), the crystals which separate seem to remove the cobalt from the rest of the glaze. The lance-like crystals are blue, while the glaze itself has the pale yellow colour of titanic oxide (Fig. 6). The change in the "habit" of growing crystals frequently alters in the presence of minute quantities of

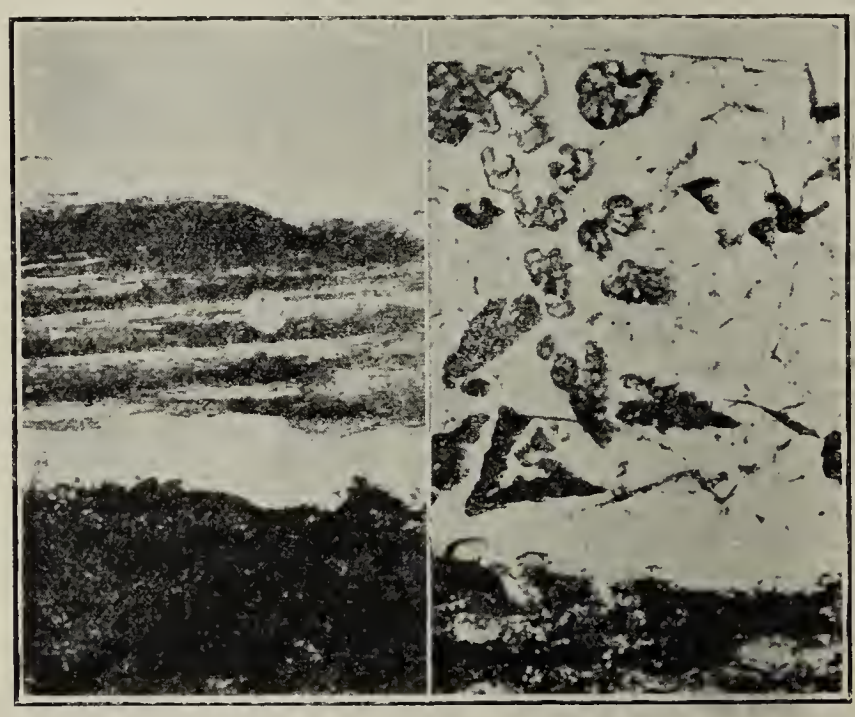


FIG. 6.—SURFACE OF GLAZE (NAT. SIZE).

certain substances. Growing octahedral crystals of alum, for example, will change their habit and produce cubical crystals after the addition of a trace of potassium carbonate to the solution. Traces of fluorides and of water are also known to produce marked modifications in the forms of certain growing crystals. The great influence of environment on growth, you see, is not confined to the organic world alone.

I have cut sections through these two tiles in order to see more minutely the structure of the crystals. The section illustrated by the photograph (Fig. 7) is cut longitudinally along one of the spicules of the crystals shown in Fig. 6 ; and in Fig. 8 the transverse section was cut across a spicule of the crystal shown in Fig. 5. The photographs bring out the fact that the spicules of these crystals consist of a great number of smaller thread-like crystals, so aggregated together as to impart a soft, silk-like appearance to the crystals.

There is another point to bear in mind—the passive resistance offered by the molecules may be augmented or reduced when other constituents are present. Whatever helps passive resistance retards crystallisation, and whatever hinders passive resistance favours crystallisation. The work of R. T. Stull (*Trans. Amer. Cer. Soc.*, 6,



FIGS. 7–8.—CROSS SECTIONS THROUGH CRYSTALLINE SEPARATIONS OF ZINC SILICATE CRYSTALS × 150.

186, 1904) leads to the idea that the fusible basic oxides augment while the less fusible basic oxides reduce the passive resistance ; and that the more fusible oxides like boric acid augment, while the less fusible acid oxides like silica and titanic oxide reduce.

passive resistance. These materials which facilitate the development of crystals are "catalytic" agents. Tungstic acid, for example, acts as a catalytic agent in the crystallisation of quartz.

The separation of crystals usually ceases when the glaze has solidified, although the solidified glaze itself slowly passes into a crystalline condition. The devitrification of glass is a well-known illustration, although it may be questioned whether the so-called devitrification of old glass is not really a kind of surface weathering or erosion. (See J. Fowler, *Pot. Gaz.*, 28, 77, 184, 379, 979, 1132, 1903; D. Herman and F. Rutley, *Proc. Roy. Soc.*, 38, 88, 1885.) Still there is a marked difference in the working of old and new glass in the blowpipe due to rapid devitrification of the old glass. An amorphous solidified glaze is really in an unstable condition; a devitrified glaze is stable. The former is therefore slowly passing into the latter. It is only passive resistance of some kind which prevents all glazes taking up the devitrified condition as soon as they solidify, thus producing one type of matt glazes.

5.—*The Crystallisation of the whole glaze.*

Glasses and glazes may be regarded as superfused liquids which possess a very great viscosity. At any rate, their physical properties all agree with this supposition. For example, the lower the temperature the greater the viscosity. Glass has no sharply defined melting-point. It only gets less and less viscid as the temperature rises. Superfused liquids pass more or less rapidly into the solid crystalline condition. The rate of crystallisation of glasses and glazes at ordinary temperatures, if it occurs at all, must be so very slow that centuries are required for the change. Measurements of the influence of temperature upon the rates of crystallisation of various superfused liquids like glass have shown that the further the temperature is removed from the actual melting-point of the crystalline solid, the faster the rate of crystallisation. But a limit is reached, after which the rate of crystallisation diminishes as the temperature decreases. This point can be illustrated by means of these tubes containing superfused hippuric acid. By breaking a tube you will see that the contents are as "solid" as glass. Hippuric acid melts at about 190 deg., and the tubes on the table were obtained by cooling the molten acid quickly in cold water. The rate of crystallisation of the supercooled acid is more rapid as the temperature falls below 190 deg., until, at about 100 deg., the velocity of crystallisation reaches a maximum; after that the rate of crystallisation diminishes as the temperature is reduced. The unstable supercooled "solid" acid will take over a fortnight to crystallise, but if the tube be slightly heated, say, by dipping it into warm water, the whole mass crystallises very rapidly. This experiment illustrates in a beautiful manner the part played by temperature in the crystallisation of glazes, and the curve shown in Fig. 9 represents this in a graphic manner. The higher the curve above the horizontal line, the faster the rate of crystallisation at the temperature stated. The flatter the apex of the curve (Fig. 9), the greater the range of temperature through which the rapid growth of the crystals will take place, and the more likely is crystallisation to occur during the cooling of the glaze. The temperature corresponding with the apex of the curve is the temperature at which crystallisation takes place most rapidly. The diagram enables us to understand the apparently erratic manner in which crystallisation occurs. Temperature is all important. Slow cooling past the temperature of maximum speed of crystallisation is necessary for the proper developemnt of the crystals; slow or fast cooling at some distance away from this temperature will make very little difference to the result. Since the above deductions were published, F. H. Riddle (*Trans. Amer. Cer. Soc.*, 8, 336, 1906) has shown that cone 010 is the "best crystallising temperature" for the fritted glaze:—

$$\left.\begin{matrix}\cdot06\ K_2O\\ \cdot06\ Na_2O\\ \cdot13\ CaO\\ \cdot73\ ZnO\\ \cdot02\ CuO\end{matrix}\right\}\left\{\begin{matrix}1{\cdot}16\ SiO_2\\ 0{\cdot}06\ B_2O_3\end{matrix}\right.$$

Every glaze will have its own "best crystallising temperature," and this must be found empirically before crystalline glazes can be prepared with certainty.

Similar phenomena have been observed in the crystallisation of glasses. We know that if glass be kept too long in a "half molten" condition, it will devitrify in a very short time. We also try to prevent the devitrification of glazes during the cooling of the glost oven by the addition of alumina to the glaze. Alumina here assists passive resistance, and so hinders the crystallisation of the glaze.

(*To be continued.*)

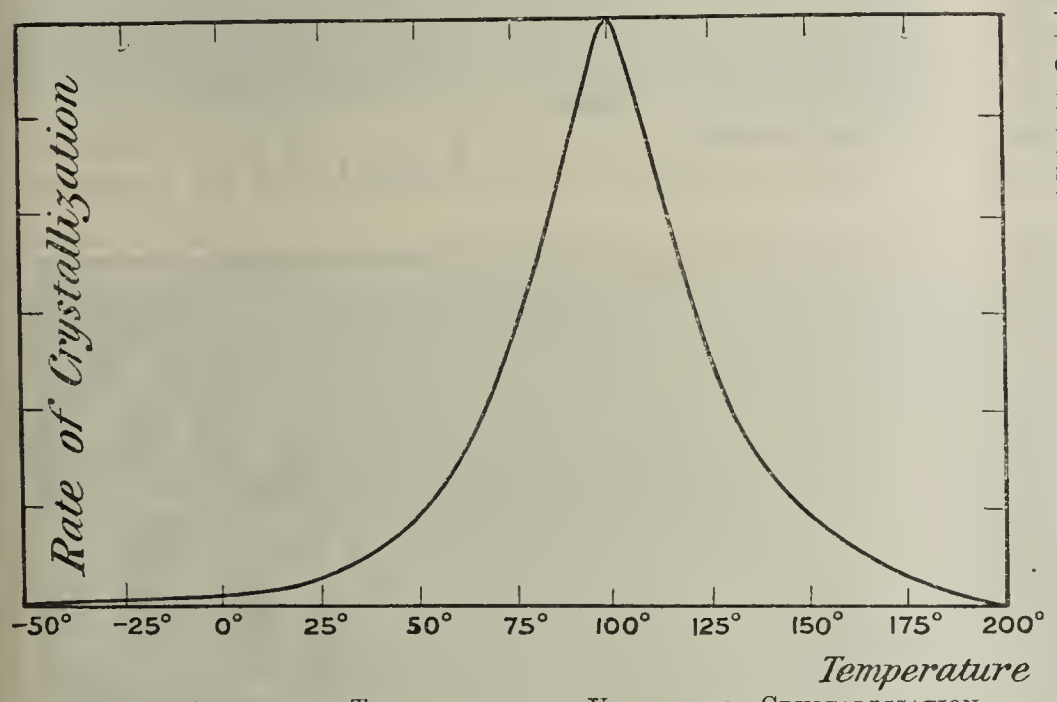


Fig. 9.—Effect of Temperature on Velocity of Crystallisation.

Empire Notes.

The Winnipeg Pottery Co.'s warehouse in Market-street, Winnipeg, was the scene of a fire on December 13. The damage was estimated at $30,000.

The Colonial Conference.—In opening the Federal Parliament recently, at Melbourne, Lord Northcote, the Governor-General of the Australian Commonwealth, congratulated the Commonwealth on a period of unprecedented prosperity. There was, he said, every promise of a continuance of the bountiful harvests. He said the Colonial Conference, which would meet in London in April, would discuss subjects of far-reaching importance which would strengthen the bonds of Imperial Union.

French China in Canada.—The most marked feature of the china trade in Canada is the increase of fine china, especially French, says a Canadian trade paper. Every home has some Limoges pieces, and tea and dinner sets are very common. The principal English china manufacturers will, of course, always have their patrons, but they sell more tableware, and fewer pieces wholly for ornamentation, than the French. There are French tea and dinner sets, very beautiful, to be had at comparatively low prices. The fine English ware is more exclusive.

Mr. Timothy Eaton, the founder of the T. Eaton Co., Ltd., of Toronto and Winnipeg, died recently. The huge department store business at Toronto was started by Mr. Eaton in 1869, and now covers many acres. There is a department for practically every class of goods, including, of course, china, glass, and earthenware. From the stores and factories in Toronto goods are despatched to all parts of Eastern Canada, and the North-West is served from the branch stores at Winnipeg, opened in 1905. Mr. Eaton was born in the north of Ireland, and emigrated to America in 1852. He built up the largest retail business on British soil by sheer hard work and splendid business capacity.

An Australian China Clay Company.—Our Melbourne Correspondent reports that a company has been registered in Sydney, N.S.W., under the title of "The Austral China Clay Company." The capital of the new venture is £3,000 in 10s. shares, and its purpose is to manufacture china clays, whiting, kalsomine, pottery, and the like. There is very little known outside as to the value of the deposits, but more will be learned anon. When the Tariff Commission sat recently in Adelaide, South Australia, it will be remembered, as reported in my letters at that time, that exhaustive evidence was given as to the existence of extensive china clay, &c., deposits at Kangaroo Island, in that state.

H

A POTTERIES JUBILEE: NOTES ON THE HISTORY OF HANLEY.

(SPECIALLY CONTRIBUTED.)

ON February 2, 1857, Her late Majesty Queen Victoria presided at a meeting of the Privy Council, held at Windsor, at which it was decided to grant a charter of incorporation to the Staffordshire townships of Hanley and Shelton, henceforth to be known as the borough of Hanley. Next day there was much rejoicing in the two towns at the bestowal upon the central district of the Potteries of a degree of autonomy which it had not previously enjoyed. Half a century has slipped away since then, and this year the borough, or, rather, the "county borough" as it now is, celebrates its municipal jubilee. Those who can remember, with any distinctness, the granting of the Charter are now very few in number. Of Hanley's position to-day, the least that can be said is that it is an exceedingly proud one. The productions of many of its extensive potteries are admitted to be among the highest achievements which the potting trade has yet attained, both in useful and ornamental wares. Until a century and a half ago, however, time had passed over Hanley with a light footstep, leaving but little trace behind. For seventeen hundred and fifty years the little township of Shelton slumbered in its hollow, while aloft on the hill Hanley was content to remain a small market town. Only here and there was a small factory to be seen, and Burslem held undisputed sway as the manufacturing centre of the neighbourhood till Joseph Wedgwood came to set the wheels of industry in motion, and to open up scenes of activity all around him. The change in the district was even then a very gradual one. The great forest of Shelton was a long time in disappearing. It had existed since before Domesday, and in that monumental work was shown to belong to the king. Excellent hunting existed in the forest, which was jealously guarded on behalf of its Royal master, and fearful punishments were meted out to any unauthorised person found killing any of the beasts in which it abounded. One of the most terrible tortures to which delinquents were put was the holding of a red hot iron before their eyes until they were blind, and, at times, the extreme penalty of the law was also enforced. The forest is said to have been a lovely one, and, looking at the contour of the country to-day, one can readily believe this could have scarcely been otherwise. Many pretty dells and open glades added charm and variety to its wooded depths. Near it ran the Foulea Brook—to-day an evil-smelling stream, which forms one of Hanley's boundaries, but which, even within living memory, was thickly lined with willow trees and abounded with fish. The whole of the country between Newcastle-under-Lyme and what is now the Hanley Market Square was an expanse of fields partly covered with gorse and partly wooded.

Changes became more rapid when the North Staffordshire coal field began to be developed, and the numerous



MARKET-PLACE, HANLEY, STAFFORDSHIRE.

I.—HANLEY MARKET PLACE IN 1837–8.

[*From an old Print.*

shallow workings established in Hanley, Shelton, and Etruria sadly altered the aspect of the country. Still Nature was not to be vanquished by industry without a struggle. Even so late as the year 1830, the district



[*Photo. by Mr. J. Tirell.*

II.—Hanley Market Square.

was a favourite one for fox-hunting. People now living had acquaintances in their earlier years who, at the commencement of the last century, plucked wild roses in what is now the Market Square, and gathered blackberries in a lane which to-day bears the title of Piccadilly. The late Mr. Henry Wedgwood, writing about twenty years ago, tells of an old lady then still living, who, as a girl, resided in Stafford-street, Hanley, and, whilst lying in bed, could watch rooks building in the trees in Piccadilly! Seventy years ago the site of Hanley railway station was a field known as "Buttercup Meadow." On the south-east side of Hanley the undergrowth was very dense, and the land upon which stand to-day the factories of Johnson Bros. (Hanley), Ltd., Meakins, Ltd., Bullers, Ltd., and Taylor and Tunnicliffe, Ltd., was quite out in the country less than fifty years ago.

Mr. Charles Adams, J.P., still recounts how, as a boy, he used to catch beautiful trout in the Trent at the Bottes-low Water Mill, which forms a part of his works, but of course one might angle there now till further orders without getting a nibble, all the fish having disappeared many decades since. At a much later date, Mr. Adams remembers being able to stand in his garden at the house in Charles-street, where he still lives, and look across a charming little lane called "Ladies' Walk," into fragrant hay fields, while all around him was open country with not a factory visible. In front of him he could see the windmill at Meir Heath, beyond Longton; on his left he had an uninterrupted view as far as Ash Hall, in the Wetley district, while on his right was a fine sweep of country culminating in the lofty monument at Trentham. Standing in precisely the same spot to-day he cannot see more than thirty yards in any direction except overhead, and the fields at the bottom of his garden, where he used to watch the cows peacefully browsing, are now occupied by the great works of the firms above named and others. Another old inhabitant recalls that fifty years ago the main road along which the trams run between Hanley and Stoke, was a deep cut lane, up the sides of which climbed blackberry bushes. Fine old trees of great girth stretched their branches across the road. On the Northern side of the lane was pasture land, since converted into the Hanley borough cemetery. Many people still living can remember having seen strawberries growing in Hanley gardens, and having heard the lark singing over the Market Place.

As with the town, so with the people. The changes time has wrought have been numerous and extensive. Customs and manners have altered greatly; methods and conditions of employment have been extensively modified; amusements have undergone complete change. Nobody believes the irresponsible nonsense which some of the "yellow" newspapers have seen fit to publish about the Potteries during the last two or three years. But the historians of the district unanimously agree that in former days the habits of the lower classes in the Potteries were profligate and their amusements debasing. Mr. Wedgwood, in one of his interesting papers, describing how Sunday was spent in Hanley before the first Parish Church was built (A.D. 1737) says: "A few yards from Upper Hanley Green Cottage was a bullring, and here, on most Sundays, in every part of the season, some poor animal was tormented by dogs, set on by men not many degrees above them in intelligence, but, in ferocity, quite their equal." Sunday was generally the day on which these matches were made, he goes on to say, and they took the form either of bull baits, "cock mains," or prize fights between men, the "sports" being mostly arranged at a little thatched public-house bearing the name of the Cock Inn—which name is still perpetuated in a licensed house in the same district to-day. "In the season," the account proceeds, "when the days were short, the sports would not unfrequently take place by torchlight, the torches consisting of huge pieces of pit rope soaked in pitch. Fancy an infuriated bull made fast to a ring or stick driven in the ground, around it hundreds of human beings formed in a circle, the inner line composed of fierce brutal men with their faces distorted with passion, each holding with both hands a dog snarling and struggling to reach the bull with which they now stood face to face. Mingled with the noise of the dogs was the cry of men offering to back the favourite; hoarse shouts of encouragement to one or the other of the combatants; excited shrieks as each dog was, in turn, loosed at the bull, and the wild demoniacal laughter which greeted the fact of a dog having successfully pinned the maddened beast at the stake. Imagine this motley, drunken, rabble, gesticulating and vociferating the most unearthly yells—colliers attired in loose flannels, and faces as black as midnight—potters with their leathern aprons, and breeches, and a picture is formed that might rival Hades itself. Truly the infernal regions could not be peopled by a class of demons more bereft of human



[*Photo. by Mr. J. Lobley, from a print.*

III.—Old Town Hall, Hanley (Early Victorian).

attributes than the beings who assisted at these orgies, and on whose countenances the horrid torchlights throw their lurid glare. After picturing these beings bearing the Divine image, it seems almost superfluous to say

that at such scenes it was not unusual for instances of the most ferocious cruelty to be enacted. Some opinion may be formed of female character of this period when it is stated that women often took part in these sports. In such a manner did the potters and colliers of Hanley Green pass their Sabbath.'' This imaginative picture is constructed from hearsay evidence, but criminal trials at Stafford show that scenes of much brutality were enacted at that remote day, and as these ''sports'' were carried on under the window of the cottage of Mr. John Hollins, a Hanley potter, who was frequently visited by Mr. John Bourne, the practical founder of the first Hanley parish church, it is not unlikely that he was prompted to take the initiative in raising funds for the church by a desire to improve the moral tone of the district, after witnessing one of these repulsive gatherings. There was also another green where bull-baiting was practised, on ''Crown Bank,'' the open space at the junction of Piccadilly and Stafford-street.

(To be continued.)

SOME GLASS AND CHINA SHOPS IN IRELAND.

(BY A ''POTTERY GAZETTE'' SPECIAL COMMISSIONER.)

(Concluded from page 206.)

BELFAST.

WM. CRAWFORD & SONS (successors to Charles McLoriman) are wholesale and retail glass, china, and earthenware merchants, at 96 and 98, High-street. They have an excellent shop where only the best and medium class goods are kept. They have a nicely varied stock, and make an effective display of best goods, both useful and ornamental. There seems to be a good demand for glass and pottery of the better varieties in Belfast, and Messrs. Crawford are well equipped for doing their share of the trade in them. They keep a nice selection of fancy goods, of which they are the importers. In useful pottery they stock toilet ware, dinner and dessert ware, and tea and breakfast services in abundance. I did not see the principal, but the stock and the arrangement of it indicate the control of one who understands the trade. The wholesale branch of the business is carried on at 29 and 31, Garfield-street, and the goods handled there are of a useful, but less expensive description. I am sorry I did not see Mr. Crawford, for I am sure he could have told me something interesting about the business, which has been established seventy years.

Mr. JAMES L. HUGHES, 25, North-street, has not been long established. He has quite new premises. They are spacious, and are nicely fitted with the latest and most approved shelves and stands. Here again, I was unfortunate in not meeting the proprietor, though I called twice with that object. That Mr. Hughes is well qualified to control a china and glass business will be at once admitted when I say that he was for eighteen years manager for Messrs. R. Hogg & Co. His shop presents a most attractive appearance, which is only natural, seeing that there is no old stock—and that the bulk of the goods on show are of the newest in form and decoration. He has a large show of high-class cut and decorated glass, and of fine porcelain, both for use and ornament, by some of the best makers. Mr. Hughes makes a good window display, and has an exceptionally fine front for the purpose. He has one great advantage in commencing business for himself. He knows exactly what the people of Belfast are best pleased with in china and glass, and his long connection with the trade has taught him where to obtain his supplies. Mr. Hughes will no doubt turn his knowledge to good account. He claims to be in a position to offer high-class goods by the best makers at reasonable prices, because of another advantage he possesses in his low working expenses. He has upwards of 6,000 feet of floor space filled with goods. They have all been recently purchased, and are therefore new and up to date. With his lengthy experience as a buyer, Mr. Hughes may be trusted to have selected the best value in popular styles to stock his new premises. He is well known amongst manufacturers, and the best wishes for his success are expressed.

MCBURNEY'S CHINA HALL, 73, High-street, is a business a little outside the lines of an ordinary glass and china shop. It is one of several branches of a firm whose head office is in Dundee. As a glass and china store the shop in High-street is fully equipped. Goods of all grades are in stock, and are nicely shown. The window is especially attractive, and contains samples of the goods of most of the best British manufacturers. The manager of this branch clearly knows the value of a name when high-class porcelain is for sale, and so he has handsome showcards bearing the makers' name placed close to the article shown. I did not notice any cards bearing the name of an English glass manufacturer. There are names in the Stourbridge glass trade to-day that stand for all that is superlative in glass manufacture. Dealers are familiar with them—and certain sections of the public know them. If glass manufacturers had neat name cards accompanying their goods in windows like that of McBurney's China Hall, the public, who would know their names by repute, would become more familiar with the special character of the goods they manufacture. A strong feature in the window display is the large quantity and variety of ''Heraldic china,'' or ''Arms ware,'' as it is often called. McBurney's are sole agents for several well-known manufacturers of this class of china, and they show some specimens that I imagine, were made expressly for them. In addition to the national and city arms, there were very pretty shamrock and other souvenirs.

ENNISKILLEN.

I went over to Enniskillen under a mistaken impression. I had not been there before, and was given to understand it was an important distributing centre. I found this was so, but not for our goods. Certainly the supply of pottery and glass to be obtained in the town is greater than is required for the town's necessities, and a few of the smaller places in the district around obtain their requisites here; but the aggregate of all these is but small. Enniskillen is a quaint old town, with about 6,000 inhabitants. It is the county town of Fermanagh, and is situated on an island in Lake Erne. The meanderings of the Erne, and the country round about, are exceedingly picturesque. The town itself is just one long irregular street. There are one or two small streets running out of the main road, but they are not business thoroughfares. The authorities are economical. I arrived there about eight one evening in the early part of November, and found the place without a single public light. The shops were closed, and the only light available in the street came from the windows of the public-houses. Even a teetotaler could not help feeling grateful to the licensed houses under such circumstances. I inquired at the hotel how it was the street lamps were not lighted, and was told ''they were never lighted when the moon was at the full.'' That useful orb no doubt was at full, or near it, but she was not visible at Enniskillen. The

most "exclusive" glass and china shop in the town is that of

The Misses R. and H. JOHNSON, 10, Church-street. The ladies describe their shop as a "Flint Glass and China Warehouse." It is very rarely the word "flint" is used by a dealer in speaking of a business like this. Miss Johnson says they do some wholesale trade. Smaller dealers from surrounding villages come to them for their supplies. It is a nice little shop with a useful assortment of the cheaper grades of earthenware, china and glass predominating, with a small selection of better glass goods. To my inquiries as to the state of business, Miss Johnson was true to the traditions of the trade, for she replied "It is very bad," and she proceeded to explain that all the local tradesmen were experiencing the loss of customers, since a company, called "The Creameries" had bought up all the butter from the residents in the country round about, so that the producers cease to come to the town, where they used to sell their butter, and then spend the proceeds among the shopkeepers. I heard the same complaint from others.

Mr. THOMAS NELSON, 19, East Bridge-street, has a small pottery and glass shop, so small that probably in an English town I should not have called upon him. I am glad I did, however. Everything is relative, and I found that Mr. Nelson's shop, being where it was, was an important one. It is described as a "Glass, China, Delph, and Earthenware Warehouse." Although his shop is a small one, he has stores where he keeps a fairly good and assorted stock of cheap earthenware, china (a little), and glass. Mr. Nelson has been established there for fifty years, and as he was well acquainted with pottery, I asked him where he obtained his knowledge, for I felt he could never have acquired it in Enniskillen. I then found that he had been a potter and had worked at Belleek. There was a misunderstanding between the principals and the employees in 1862. He entered fully into the matter, but it is not necessary to repeat the story here. The end was that a number of the workers left. He showed me some specimens of the earthenware productions of the company, and expressed his surprise that this branch of the trade was not cultivated so energetically as it might be. His opinion is that it could be made more profitable than the light china branch if it was pushed. How far he is correct I, of course, do not pretend to say. He says that while the ware could not perhaps be profitably sent out of the country, it might be much more extensively used in Ireland. Mr. Nelson knows most of the British potters by name, though, of course, he deals with but few of them. Mr. Nelson does not altogether depend on his pottery and glass business, for, about twenty years ago, he added that of a painter, paperhanger, gilder and glazier.

Mr. J. B. DILLON, 11, High-street, combines glass, china, and delph, with grocery and provisions business. He has a long shop and a good window. One side of the shop is given up to the glass and potting trade. His stock consists almost exclusively of the cheap lines in potting, while his trade in glass is very nearly all foreign make. Mr. Dillon describes himself as a wholesale as well as retail dealer in pottery and glass. He is a young man with plenty of business energy, and works hard himself.

Mr. Jos. MAGUIRE, 46, Darling-street, stocks a little pottery and glass. I gather that at one time he did more extensively in our goods, but that when the "market" was curtailed, and the produce that used to come to Enniskillen went elsewhere, he embarked in other trades. He now deals extensively in bicycles, and stocks motor-car tyres, oil, greases, &c., for cycles and motors.

THE END.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Mr. G. Evans, china and glass dealer, has relinquished the business at 263, Barking-road, East Ham, E.

Mr. J. Barfoot, china and glass dealer, has opened new premises at 8, Carlton-parade, Herne Hill, S.E.

Mr. F. W. Cogswell, china and glass dealer, has opened new premises at 202, High-street, Deptford, S.E.

Mr. Wm. Beech, 8, Great Underbank, Stockport, held a sale of china, glass, and earthenware during February.

The County Pottery Supply Co. have recently opened premises at 2, Hildreth-street, High-road, Balham, S.W.

Humberstone & Son, china and glass merchants, have relinquished the business at 254, High-road, Willesden, N.W

Windsor & Co., china and glass merchants, announce their intention of shortly vacating the premises 137, High-road, Balham, S.W.

Mr. Godfrey Knight, china and glass merchant, has taken over the business of Mr. H. Grimbley, 28, Northdown-road, Cliftonville, Margate.

Mr. D. Marsh, china and glass merchant, 58, Powis-street, Woolwich, S.E., announces his intention of shortly retiring from business.

Mr. G. Sluce, china and glass merchant, has removed from No. 396 to more extensive premises at 388, High-street North, Manor Park, E.

A. Pamphilon, china and glass merchants, have removed from No. 158 to more extensive premises at 151, Wood-street, Walthamstow, E.

Mr. J. G. Dickins, china and glass merchant, has transferred his business from 383, High-road, Leyton, E., to 108, Hoe-street, Walthamstow, E.

Mr. D. F. Townsend, china and glass dealer, 81, Dartmouth-road, Forest Hill, S.E., announces his intention of shortly retiring from business.

Mr. E. Harvey, china and glass merchant, has transferred his business from 76, Crawford-street, Marylebone, W., to No. 53 in the same thoroughfare.

Mr. F. Aldis, china and glass dealer, in consequence of the expiration of his lease, has relinquished the business at 61 to 65, Buckingham Palace-road, S.W.

The Lord Mayor and the Sheriffs of London, are to be entertained at dinner in the early part of next month by the Worshipful Company of Glass Sellers.

A Fire which occurred at Birmingham at the end of January slightly damaged the premises of E. Riley & Son, glass and pottery dealers, Lower Loveday-street.

A Party of practical potters from the works of a well-known Staffordshire factory recently visited the Mayer collection of china and other pottery ware in the Liverpool Museum.

Mr. Benjamin Richardson, of Wordsley Hall, Wordsley, and Mr. Owen Gibbons, of the White House, Wordsley are candidates for a seat on the Staffordshire County Council, for the Kingswinford Division.

Mr. W. F. Murray, Todhills-by-Stevenston, informs us that an up-to-date pottery for the production of jam pots, fitted with gas ovens for firing, according to his patent, is about to be erected in or near London.

Unmanufactured Clay, to the weight of 51,279 tons, and valued at £62,059, was exported from the United Kingdom during the month of January, 1907. Both quantity and value show a steady increase.

Ridge Hill Brick and Tile Co., Ltd.—Registered capital, £5,000, in £1 shares. Objects, to acquire the business of brick and tile manufacturers and merchants carried on

by J. C. Cadman and T. Johnson, as the Ridge Hill Brick and Tile Co.

Alderman G. Ellis, glass and china dealer, &c., 92, High-street, Gateshead, died on February 15, at the age of sixty-five years. He had carried on business in the town for forty years, and was a member of the Town Council for twenty-one years.

F. T. Graves & Co., Exchange-street, Norwich, are extending their business by opening new premises at Oxford Centre, which will be devoted entirely to the glass and china retail trade. The wholesale trade will be carried on at the Exchange-street address as formerly.

Edwards & Sons (Burslem), Ltd.—Registered capital, £5,000, in £1 shares. Objects, to take over the business of an earthenware manufacturer carried on by W. Edwards, sen., at the Hadderidge Pottery, Burslem, as Edwards & Sons. No initial public issue. Registered office, Hadderidge Pottery, Burslem.

Edward Johns & Co., Ltd.—Registered capital, £15,000, in £1 shares. Objects, to take over the business of a manufacturer of and dealer in sanitary earthenware, carried on by A. H. Corn and E. R. Corn at Armitage, Staffs., as Edward Johns & Co. No intial public issue. Registered office: Armitage Pottery, Armitage, Staffs.

W. A. Morris & Co., Ltd.—Registered with a capital of £2,000 in £1 shares. Objects, to acquire on the terms of an agreement between W. A. Morris, E. Holmes, and C. Bedworth of the one part, and J. Cassidy of the other part, the business carried on at Joiners' - square, Hanley, as Morris & Co., and to manufacture and deal in potteryware china, earthenware, &c.

Bottlers' Exchange, Ltd.—This company has just been registered with 150 members, each liable for £1 in the event of winding-up, to raise funds by annual subscriptions, entrance fees, donations, or otherwise, to protect the bottles and other property of members, to carry on a system of restoration to members and others of lost, misplaced, or stolen bottles, &c.

Trade Bankruptcies.—From the returns as to bankruptcy in retail trades in 1906 it appears that the number of receiving orders and administration orders, under Section 125 of the Act of 1883 against china, glass, and earthenware dealers in 1906 was 14, as compared with 19 in 1905. The number of like orders against commercial travellers was 36 in 1906 as compared with 59 in 1905.

Veteran Potters.—C. Allerton & Sons, of Longton, Staffs., have now in their works eight employees (four males and four females) whose united periods of service total 437 years. They have worked respectively 60, 55, 53, 51, 63, 54, 51, 50 years. It is interesting to note that the men have been employed 219 years, and the women 218 years. Such long associations are creditable to employers and employed.

Fratte & Saunders, Ltd.—Registered capital, £2,000, in £1 shares. Objects, to acquire the business carried on at 1, Sekforde-street, E.C., as Fratte & Saunders, and to carry on the business of manufacturers of and dealers in works of art, pottery, earthenware, &c. No initial public issue. Permanent directors: D. R. Blair and F. L. Saunders. Registered office, 1, Sekforde-street, Clerkenwell, E.C.

Cornish Trust, Ltd.—Registered capital, £100,000 in £1 shares. Objects, to carry on the business of financiers, underwriters, issuers and holders of and dealers in stocks, shares and securities, owners of mines, mining rights and metalliferous land in any part of the world, winners, crushers, smelters, calciners, refiners, dressers, amalgamators and manipulators of ores, metals and minerals, including china clay. Registered office, 2, Broad Street-place, E.C.

Edmunds Bros., general dealers, High-street, Wood Green, N., had a curious experience on February 6. They had just removed their glass and china department across the road when the shop it had formerly occupied collapsed, and was only prevented from falling into ruins by being immediately strutted and shored up. The accident is supposed to have been caused by the undermining of the structure when the drains were being relaid at the time of the removal.

Mr. R. H. Leslie, 118 and 122, Gamage-buildings, Holborn. E.C., is the sole London representative of Edward Moore & Co., glass manufacturers, South Shields; Messrs. Barkers & Kent, Ltd., earthenware manufacturers, Foley Pottery, Church-street, Longton; and Barker Bros., Ltd., china manufacturers, Meir Works, Barker-street, Longton. Mr. Leslie has light and convenient rooms at the above address, and has samples of the newest productions of each of the firms named on show there.

Lead Poisoning in January.—The total number of reported cases of lead poisoning in January was 57, as compared with 77 cases reported in January, 1906. Of the 57 cases this year 20 were in connection with house painting and plumbing, and 6 in connection with china and earthenware. In January last year 16 cases were reported from house painting and plumbing, and 9 cases from the pottery trades. There was 1 death attributed to lead poisoning in our trades in January this year, while there was no case of death in the same month of 1906.

Recent Company Liens Registered.—Cauldon (Brown-Westhead, Moore & Co.), Ltd., Stoke-upon-Trent. Lien registered for £8,500 5 per cent. debentures, part of £40,000; amount previously issued, £30,000; charged on various copyhold land and properties, situated in Cauldon-place, Stoke-upon-Trent.——Victoria and Albert Brick, Tile, and Earthenware Co., Ltd. (Silvertown, E.). Issue of £400 5 per cent. debentures, part of series created to secure £3,000, charged on the company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £700.

The Potteries Cripples' Guild.—The Duchess of Sutherland has issued an appeal on behalf of the Potteries Cripples' Guild, of which her grace is the founder. The cripples in the Hanley workshops have, hitherto, been taught flower-making and metal work, and have earned wages by working at these trades, but foreign competition has proved a serious handicap to the flower-making industry, and it is proposed to discontinue flower-making and to concentrate attention for the present upon metal work. The duchess has in contemplation to start a new industry altogether in the near future. There are 400 crippled children in the Potteries, and on behalf of these her grace makes an appeal for funds.

O. C. Hawkes, Ltd.—The report for 1906 states that the net profits, after allowing for bad and doubtful debts, and charging cost of replacement and repairs, amounting to £472, to revenue account, amount to £15,447, including balance brought forward from last year. From this is deducted directors' fees, £1,065, and balance of income tax £36, leaving a balance of £14,346. The directors have paid interim dividends of 5 per cent. on preference and 5 per cent. on the ordinary capital, which absorbs £4,250. They have also paid 5 per cent. per annum on preference capital to December 31 last, amounting to £2,125. They now recommend 10 per cent. per annum for the half-year on the ordinary shares, making 7½ per cent. for the year, which will require £4,250, and to carry forward a balance of £3,721.

Early Closing in Camberwell.—The General Purposes Committee of Camberwell Borough Council in a report issued on Tuesday stated that pursuant to the instructions of the Council on Dec. 12 last, an application had been made to the Home Secretary to revoke the Closing Order made by him on May 5, 1906, in respect of china and glass.

dealers. The Committee had now received his order dated Feb. 1, 1907, for revocation in respect of the above-mentioned class of shops, and they had instructed the Town Clerk to take all necessary steps under the Act and the rules and regulations made thereunder by the Home Secretary, for giving notice that the closing order was revoked. Closing orders will remain in force in the borough in respect of the following trades: Hairdressers, pawnbrokers, and jewellers (including watchmakers and repairers).

Contract for Cable Ducts.—The London County Council have accepted tenders for the supply of stoneware cable-ducts required in connection with the construction or reconstruction for electric traction of portions of the Council's tramways as follows, the acceptance of the tenders of Stanley Brothers, Ltd., and George Skey & Co., Ltd., being subject to their allowing a discount of 2½ per cent. for cash:—Hosea, Tugby & Co., Ltd., 150,000 ducts, £15 per 1,000, less 2½ per cent. discount for cash; Mr. H. R. Mansfield, 150,000 ducts, £15 per 1,000, less 2½ per cent. discount for cash; Stanley Brothers, Ltd., 150 000 ducts, £15 George Skey & Co., Ltd., 50,000 ducts, £15. For glassware, for the L.C.C. Asylums Committee:—J. Defries & Sons, Ltd., 11 items, £657 4s. 3d.; Molineaux, Webb & Co., Ltd., 8 items, £156 3s. 3d.; Finney Bros., 3 items, £32 0s. 9d.

Railway Combination.—A meeting convened by the "Mansion House Association on Railway and Canal Traffic" was held at the Westminster Palace Hotel on the 18th ult. The following, among other resolutions, were passed:—"That the combination into which the railway companies have now entered violates the conditions on which such companies have acquired their statutory powers, is contrary to public policy in that it tends to destroy competition, and is calculated, if maintained, to invest the railway companies with the uncontrolled monopoly of the carriage of merchandise; and this meeting therefore pledges itself to resist this policy of combination by all available means." "That, in the opinion of this meeting, undue preferential rebates and arrangements, especially with regard to the preferences given to foreign imports, should be abolished."

The China and Glass Dealers' Association.—The quarterly meeting of the Leeds and District Branch was held at the Golden Lion Hotel, Leeds, on February 7. There was a fair attendance, but not so large as was expected. The business was of a very important character, and some good resolutions were passed. Letters were read from members complaining of matters detrimental to the trade. They were fully discussed, and the committee hope to get them settled satisfactorily to all parties. Another member sends a complaint in respect to a railway claim of twelve months' standing. The Secretary was instructed to take the case in hand, and if necessary engage a solicitor. A general discussion followed, and brought a very successful meeting to a close. A special meeting of the committee will shortly be held to consider the Compensation Act, and to arrange, if possible, special terms for members of the Association.

Glass and its Manufacture.—On February 14 Mr. G. J. Carder read a paper on glass manufacture, at the Wordsley School of Art, before an invited company of Masters of Schools of Art. Before attending the lecture the guests visited the glass works of Stevens & Williams, Brierley Hill. They were met by Mr. J. Silvers Williams-Thomas, and conducted by him, Mr. J. Northwood, and Mr. Carder over the glass houses and the various decorative departments. Great interest was taken in the various stages and processes of making and decorating, which were fully explained. After inspecting the showrooms the members expressed their thanks to Mr. Williams-Thomas for the kind way they had been received, and the party went by tram to Wordsley Art School. Mr. Carder delivered a very interesting lecture dealing with all stages of glass manufacture from the mixing of the raw materials to the ornamentation of the finished article. A vote of thanks was passed to Mr. Carder.

Dixon & Heydorn, Roding Works, Barking, E., have just issued a handsome new price list of their varnishes, enamels, colours, and similar articles. The speciality which is of chief interest for potters is the Canadian turpentine, which is highly recommended for cleaning copper plates, &c. The following is extracted from a report on Canadian turps by J. Stewart Remington, F.C.S., &c., the director of the Aynesome Technical Laboratories:—"The sample gave the following constants: specific gravity 60 deg. Fahr., 0·832; flash point, 95 deg. Fahr.; boiling point, 324 deg. Fahr.; ash, nil. American turpentine: specific gravity 60 deg. Fahr., 0·867; flash point, 98 deg. Fahr.; boiling point, 324 deg. Fahr. From the above figures it will be seen that R.O. Canadian turps has a flash point and a boiling point very nearly the same as genuine American turpentine. . . . From the results obtained I have no hesitation in recommending Canadian turps as an excellent replacement for genuine American turpentine."

Mr. Samuel Hirst, 19, Commercial-street, and 4, 5 and 6, Mill-hill, Leeds, is an enterprising merchant and importer who has a large stock of medium and higher qualities in all kinds of glass and china. He has fine showrooms, and his display is always thoroughly representative of modern useful and ornamental pottery and glass ware. One interesting feature in his room is a handsome glass show-case containing a well-selected variety of vases, tea and breakfast sets, dinner sets, toilet sets, trinket sets and services of glass, and a number of ornamental goods suitable for presentation purposes. Mr. Hirst also stocks the highest grades of artistic pottery, including Royal Worcester vases, Arita Japanese ware, and Bernard Moore's beautiful Rouge Flambe, Sang de bœuf, &c. There is a pleasing variety of cut, etched, and plain table glassware. Mr. Hirst has distributed an attractive tear-off monthly wall calendar, which, in addition to its utility, is interesting by reason of an artistic reproduction of a photograph

Industrial Poisoning and Accidents.—Preliminary tables (subject to correction) of cases of industrial poisoning and fatal accidents in factories and workshops have been published, These supplement (as far as detail is concerned) the information published month by month in the "Labour Gazette." The total number of cases of industrial poisoning reported in 1906 was 707, of which 54 proved fatal, as compared with 663 cases reported in 1905 and 42 deaths. In the china and earthenware trades there were 107 reported cases, and 4 deaths in 1906, as against 84 cases and 3 deaths in 1905. In connection with glass cutting and polishing there were 4 reported cases and 1 death in 1906, and 3 cases but no death in 1905. The number of fatal accidents in all industries was 1,116 in 1906, as compared with 1,063 in 1905. The fatal accidents in our industries are not classified separately, except that, under the head of "glass," 3 fatal accidents were reported in 1906 and 2 in 1905. The total number of non-fatal accidents in all industries during the year 1906 was 110,762, while the number reported for 1905 was 99,546.

Modern Decorative Glass.—A lecture on "Modern Decorative Glass" was delivered on February 11 to the members of the Architectural Section of the Royal Philosophical Society of Glasgow, by Mr. Stephen Adam. The lecturer said that modern taste inclined towards the mosaic method of treating stained glass, as this brought out the beauties of pure streaky glass and required little and sometimes no painting, thus retaining in a greater degree the translucency of good material. It was asserted by some that painting on glass was seldom permanent, but

this could be easily proved a fallacy. When it did occur it was usually traceable to faulty workmanship or inferior pigments. Painted work several centuries old could be seen in perfect condition at present, and it could still be made as permanent. In referring to the high position attained by Glasgow in the decorative art world, the lecturer stated that this had been assisted in no small degree by the excellence of stained glass work. There was much fine glass work in and around the city which would provide an interesting source of study to those interested in this beautiful and ancient craft.

Thomas Webb & Sons, Ltd., Dennis Glass Works, Stourbridge.—The annual general meeting of the shareholders was held last week at the registered offices of the company, Colmore-row, Birmingham. The directors are to be congratulated on the favourable report they were able to present. When we remembered the unreasonableness of the demands made upon them by the executive of the Glassmakers' Society, and the difficulties the company had to encounter in resisting those demands, it is both gratifying and surprising to hear that the past year's trading, so far as manufacturing was concerned, was more satisfactory than any for a dozen years. The present position of the company not only proves that the decided action of the management in declining to allow the executive of the Glassmakers' Society to dominate their works has been fully justified, but that there is hope for the glass trade if it can be freed from short-sighted labour restrictions. The balance-sheet showed such an improvement on that for the previous year that it was decided to pay a dividend of 5 per cent., to add a considerable sum to the reserve fund, and to carry a substantial amount forward to next year's account.

Contracts Open.—For earthenware for twelve months for the Fulham Guardians. Forms from Mr. E. J. Mott clerk, Guardians' offices, Fulham Palace-road, Hammersmith, W. Tenders to same by 10 a.m. on March 14.—For earthenware for twelve months for Greenwich Guardians. Forms from Mr. S. Saw, clerk, Guardians' offices, Greenwich Workhouse. Tenders to same by noon on March 13.—For earthenware and glass for one year, for the Guardans of St. George's (Hanover-square), London, W. Forms from Mr. T. Worlock, clerk, Mount-street, W. Tenders to same by March 6.—The Managers of the Poplar and Stepney Sick Asylum District invite tenders for the supply of earthenware for twelve months. Tenders by March 6.—The Farnham (Surrey) Guardians invite tenders for the supply of crockeryware for six months. Tenders by March 6.—Tenders, which will be opened on March 11, at the Chief Telegraph Office, 10, Carretas, Madrid, for the supply of 60,000 porcelain insulators (No. 2 Spanish telegraph type), to be delivered in five equal lots at Madrid, Barcelona, Cordoba, Valladolid and Zaragoza. The maximum price at which tenders will be received is 80 centimes per insulator. A deposit of 5 per cent. of the value of the goods at the upset price is required to qualify any tender. Local representation is necessary.

Pottery for Metropolitan Asylums.—At the meeting of the Metropolitan Asylums Board on Feb. 2, the Contract Committee reported that the extended period of the current contracts for the supply of china, earthenware, and glass would expire on March 30 next. The Committee are contemplating important changes in the present system of supply, which, in their opinion, is neither the best nor the most convenient, but the decisions they have tentatively arrived at cannot be put into force until the new central stores are available. It was anticipated last year that the new building would be at the disposal of the Committee at the end of March, 1907, in time for the new arrangements to be entered upon then, but in view of the delay in passing the plans of the new stores, and of the restricted space at the present establishment, no useful alteration in the existing system can yet be made. Experience showed that it is not convenient, even if practicable, to enter into a new earthenware contract for so short a period as one year, on account of the trouble and expense of making the special moulds, &c., required. On the other hand it did not appear advisable that the Board should be committed to the present system of supply for so long a period as, say, a further three years. The Committee therefore recommended that, subject to the assent of the Local Government Board, the contracts with H. T. Robinson, trading as C. Ford, of Cannon-street, Hanley, Staffordshire, and J. Defries & Sons, Houndsditch, E.C., for the supply of china, earthenware and glass to the Boards' institutions be extended on the same terms and general conditions as now obtain until March 28, 1908. After it being stated that the contractors are prepared to agree to the course proposed, the recommendation was adopted.

The English Ceramic Society.—The monthly meeting of this society was held on February 16, at the Sutherland Institute, Longton. Mr. W. Jackson occupied the chair, and Dr. Mellor and Mr. A. D. Holdcroft, the joint secretaries, gave a series of notes on three investigations which they had conducted. The first was the reason for the existing practice amongst tile-layers for soaking tiles before being laid. Dr. Mellor indicated by diagrams on the blackboard the changes in volume which occurred when cement was allowed to set in air or under water, and also the change which occurred in volume when a mixture of cement and sand was allowed to set under the same conditions. It was shown that if the setting took place in air, the conditions around being comparatively dry, there was a relatively larger contraction in the cement than there would be if the cement were allowed to set under water. The desirability of keeping the tiles perfectly soaked during the setting was deduced, and a short discussion followed. The second subject was the desirability of using soluble cobalt as a staining agent in a pottery body, as against the ordinary fritt. The paper and the discussion tended to show that soluble cobalt was much more satisfactory than cobalt silicate, as it was likely to diffuse itself more readily into the body, and there was a great saving by the avoidance of speckled ware. The third subject was the crystallisation of saggars under firing. Dr. Mellor explained that the subject was first pursued by him from the point of view of the crystallisation of his pryometer tubes, under repeated firings, an unpleasant and expensive experience, and he had extended his observations in the same connection to the crystallisation of saggars. A number of limelight illustrations were exhibited showing pieces of saggars examined under a high-power microscope under different conditions; (1) in the green state; (2) after an easy glost fire; (3) after a china biscuit fire; and (4) after six times firing in a china biscuit oven (the firing having been kindly undertaken by Mr. Bernard Moore). A discussion on open subjects terminated the meeting.

A Humourist on Advertising.—"It pays to advertise," said Mark Twain at an advertisement writers' banquet. "When I was editing the 'Virginia City Enterprise,' writing copy one day and mining the next, I tried to force this truth home in many ways. One day I received a letter from a subscriber saying he had found a spider pressed between the pages of his paper, and he wanted to know was this good or bad luck? I replied to him in our Answers to Correspondents columns as follows:—" ' Old Subscriber.—The finding of a spider in your copy of the 'Enterprise' was neither good luck nor bad. The spider was merely looking over our pages to find out what merchant was not advertising, so that it could spin its web across his door and lead a free and undisturbed existence forever after.'"

Obituary.

MR. JOHN AYNSLEY, AGED 83.

TO the great sorrow, not only to the inhabitants of Longton, but of those of the whole of the other towns which constitute what are known as "The Potteries," Mr. John Aynsley died at his residence, Portland House, Blyth Bridge, on February 7, in his eighty-fourth year. Until the last few weeks the deceased maintained good health, and took an active interest in the numerous businesses with which he was associated. His death was due to an affection of the kidneys, and occurred after a comparatively short illness. Mr. Aynsley was one of the best known manufacturers of the Potteries, and Longton's most famous citizen. He was born in the town in 1823, and has spent very nearly the whole of an active and long life there. His career borders on the romantic, seeing that it commenced as one of the poorest of the poor, and has ended as one of the wealthiest manufacturers in the district. His parents were so poor, that when he was only nine years old he was sent to work at a pottery, and with practically no education, he had to work twelve hours a day for the small sum of twopence. His early years were full of dfficulties, and embittered by privations. Thrown out of work as a young married man, he was obliged to leave his wife at Longton while he tramped the country in search of employment. He was not successful, and perhaps it was fortunate for himself and for Longton that he was not, for he returned to his native town, obtained a situation, began to save a little money, and in a short time he commenced business on his own account. His principal capital at this time consisted of an intelligent mind, a kind disposition, and a strong determination to get on in the world. That these possessions were really valuable assets to him has been proved, for we find that the nine-year old, poverty-stricken boy, who commenced work at Mr. John Lockett's earthenware manufactory for one shilling a week wages, lived to become one of Longton's most mourned citizens, and certainly one of its greatest benefactors.



MR JOHN AYNSLEY.
[*Photo. by Harrison & Son, Newcastle, Staffs.*

Rather more than a year ago we gave in these pages a detailed account of Mr. Aynsley's remarkable business life, and at the time of his death accounts of "Longton's Grand Old Man" appeared in most of the daily papers all over the country. His large-hearted benefactions to the poor, and the good work he has done for his native town, and for its people, are still, and for many years will be, pleasant topics of conversation. His fellow tradesmen have not been unmindful of his services to them. For four years in succession he was elected Mayor, and later they conferred upon him the highest honour in their power by presenting him with the freedom of the borough. He commemorated this high honour in characteristic fashion by investing £500, to provide a gratuity of 5s. each as a Christmas gift to aged poor inhabitants of Longton. We have not space to refer in detail to the multifarious industrial and commercial enterprises in which Mr. Aynsley was interested. We may, however, say that his interest in these was always very active, yet amidst all the pressure of his business calls Mr. Aynsley found time to devote himself with energy to public life, and as a public man he played an important part in the development of his native town. When the borough was incorporated in 1865 he was elected a representative of St. John's Ward, and with brief intervals of absence he continued a member of the Council for many years. During his four years' mayoralty he took a leading part in promoting the scheme of providing a public park for the town. Through his instrumentality the site for the park was obtained as a gift from the late Duke of Sutherland, who subsequently contributed 500,000 bricks for the boundary wall, Mr. Aynsley giving £1,000 towards the cost of the palisading. Having once embarked on the scheme Mr. Aynsley pushed it through with great energy. He contributed £500 to the fund for laying out the park, and begged many trees and shrubs for its ornamentation. In recognition of his efforts the Aynsley memorial fountain, clock, and belfry were erected in the park in 1888. The park was handed over to the public absolutely free of debt, and without the expenditure of a penny from the rates. Mr. Aynsley took a deep interest in the Longton Cottage Hospital, and was a generous contributor to its funds. Mr. Aynsley was a justice of the peace for the borough, had for some years represented the town on the County Council, and also served for several triennial periods on the Stoke-on-Trent Board of Guardians.

Sympathetic references were made to his death at the meetings of the Longton Town Council, and of other public bodies with which he had been associated. Mr. Aynsley was a justice of the peace, and his fellow magistrates expressed their sense of his worth and of the loss they had sustained by his death.

The funeral took place at Forsbrook, the remains being deposited in the family vault in the churchyard there, in the presence of a large number of relatives and friends of the deceased. All the manufactories in Longton with which the deceased had been connected (and they were many) were closed, and officials and employees from each were present. There were also present many borough magistrates, members of the Town Council, and borough officials, representatives of hospitals, societies, institutions, and associations, and a very large number of manufacturers from each of the pottery towns. We take this opportunity of tendering our sympathy with the family in their bereavement.

MR. WILLIAM HADEN RICHARDSON PARGETER, AGED 67.

WE announce with regret the death, on February 2, of Mr. William Haden Richardson Pargeter, which took place at his residence, Brook-street, Wordsley, after a long and painful illness. He had been confined to his bed for upwards of six years. The deceased had a long connection with the glass trade, though he was not a familiar figure to many who are connected with the industry to-day. He was a younger brother of the late Mr. Philip Pargeter, of Longlands, Stourbridge, for whom he acted as clerk at the Red House glass works. Before his illness he carried on a business

in table and fancy glass at Wordsley, which he transferred to his son, Mr. Philip Pargeter, by whom it is conducted still. The funeral took place at the Parish Church, Wordsley, on February 5, and was attended by a large number of relatives and friends.

MR. DANIEL PEARCE, AGED 90.

WE regret to record the death of Mr. Daniel Pearce, which took place at his residence, Leo House, Platts-crescent, Stourbridge, on February 7. With the exception of the friends with whom he was immediately associated, the number of those in the glass trade who could answer the question: "Who was Mr. Pearce"? is very small, and they must be all old men. The deceased belonged to a past generation; but his fame as an artist in glass belongs to our trade, and to all time. He was born in 1817, and one of the reminiscences of which he was proud was that he had seen the great Duke of Wellington. We have reason to believe that he was educated in Stourbridge or the neighbourhood, for from his earliest years he was interested in artistic glass. When he was about nineteen he entered the service of Hancock & Rixon, who had an extensive business in the West-end of London. There he had ample opportunities for cultivating his natural aptitude for designing. He designed the large and magnificent lustre, which was a striking feature of the old Adelphi Theatre. When the theatre was destroyed by fire, the loss of that beautiful production was deeply regretted. Mr. Pearce was a student when the science and art classes were held at Somerset House, and was awarded a medal for his proficiency as a designer. About 1845 he entered into partnership with a Mr. Dobson and they commenced business in the glass trade at 19, St. James-street, London. They cultivated a high class trade and their shop was a favourite resort of the nobility (who were the wealthy in those days). He had opportunities of submitting to his customers some of the finest productions in glass, and there is no doubt he did much to encourage the taste for engraved glass. This taste developed greatly as the great exhibition of 1862 approached. A small tazza, executed from a design by Mr. Pearce, was priced at £25—a very high price at that date. What was called the "Exhibition Flower Stand" was designed by Mr. Pearce. It consisted of a handsome glass dish, with a second dish supported over it by a glass rod in the centre, an imposing and pleasing arrangement. The dishes were artistically decorated. It is said that during the run of the exhibition, Messrs Dobson & Pearce supplied about 3,000 stands of this one design. About this time, Mr. Pearce took an extended tour on the Continent, when he visited Northern Italy and Venice. During this journey he made numerous notes and took sketches of classical forms, modifications of which he subsequently introduced into his decorative designs.



[*Photo by G. Woodall, Kingswinsford.*
MR. DANIEL PEARCE.

Mr. Pearce then joined Mr. Phillips of Bond-street, and they conducted a high class business under the name of Phillips & Pearce. During this partnership, Mr. Pearce designed a number of novelties in glass, including many artistic sets for complete table decorations to suit all tastes. He designed a number of fine glass chandeliers and many novelties, such as glass bird cages, and Greek lamps for gas. "Curl" and "Cornucopia," the china gondola on plate glass plateaux, and other subjects had a good sale. Mr. Pearce had some Wedgwood centre pieces made to his own design, introducing Flaxman figures. One of these centre pieces was illustrated and described in the Art Journal for 1871.

The partnership with Mr. Phillips was dissolved, and in 1872 Mr. Pearce commenced business on his own account at North End, Hammersmith. Here he developed a fine trade in plate glass floral table decorations, segment plateaux and jardinières. These he had engraved and otherwise decorated in the best possible style. The question of cost was not so much the consideration as perfection. His idea was that a really good production would sell, whatever the price. His other productions included segment bases and crescents; flower-holders in a hundred different designs, composed of glass canes or rods, wired together and fitted with plate glass linings; fountains and large jardinaires of architectural designs, some of them nine feet high. Whilst at North End, Mr. Pearce designed special pieces for Messrs. Thomas Webb, for the Exhibition of 1878. These occupied him for about three years. In addition to many beautiful magnum jugs, special vases, elaborately engraved, and many fine chandeliers, Mr. Pearce designed the show table and stand for the firm's exhibit, so that to him belongs some of the credit for the "Grand Prix" which was awarded the firm.

In 1884, Mr. Pearce gave up his Hammersmith business, and joined Messrs. Webb & Sons at the Dennis Works, Stourbridge, a firm of whom he had always spoken of as making the finest glass in the world. Cameo glass cutting was then in vogue at Dennis. This was artistic work after his own heart, and he used his best exertions in conjunction with those of Messrs. Charles, Wilkes and Walter Webb, to encourage its development. Mr. Pearce continued his connection with the Dennis Works until he retired, five years ago at the venerable age of 85. Since then he has lived in retirement until he passed peacefully away on the 7th of last month.

MR. ALBERT GROSFILS, AGED 45.

WE announce with deep regret the death, under very distressing circumstances, of Mr. A. Grosfils one of the directors of J. Wuidart & Co., Ltd., glass manufacturers, 24 and 25, Fore-street, E.C. Mr. Grosfils was practically an Englishman Having arrived in this country when quite young, he has spent nearly the whole of his life here. The greater part of his business career has been in connection with Wuidart & Co., and when the company was incorporated under the Limited Liability Act, Mr. Grosfils was elected one of the board of directors. He was chiefly concerned with the conduct of the firm's business in this country, but he made frequent periodical visits to the works on the Continent. He was on his way to the works on the company's business by the steamer "Berlin" when that ill-fated vessel met with the awful disaster on the 21st of last month, and Mr. Grosfils was amongst the lost. He had been connected with the firm for upwards of thirty years, and was greatly respected by his colleagues on the Board. He took an interest in all that concerned the welfare of the members of our trades, and was a sub-

scriber to the funds of the Benevolent Institution. He will long be kindly remembered by those with whom he came in contact, either socially or in the way of business. The funeral took place at Turnham Green Catholic Church on February 26.

MR. EDWARD MAYER, AGED 66.

MANY of our readers will regret to hear of the death of Mr. Edward Mayer, which took place on February 8, at Uttoxeter, after a long illness. Mr. Mayer was advanced in years. and from his protracted illness his death was not altogether unexpected to those around him. Still, the report of it will come as a shock to those who knew him intimately at one time, but have lost touch with him in recent years. Mr. Mayer has been connected with the pottery trade all his life, and has had a varied experience in it. He commenced his career in the Longport offices of Messrs. Davonport & Co., and in course of time he was transferred to their London house in Fleet-street. It will be remembered that this fine shop in Fleet-street was one of the last instances of manufacturers in the Potteries running a retail shop in London. In 1863 Mr. Mayer was introduced to the late Mr. William Brownfield, by whom he was engaged to travel in the provinces. He filled this position for sixteen years with marked ability and success; and it was during this interesting period of his career that he made so many personal friends. Mr. Mayer was always popular "on the road," and he subsequently represented several pottery firms, and eventually settled down in Longton as a factor on his own account. A few years ago his health failed him, and he was compelled to retire from business. With a genial disposition he combined considerable ability as a salesman. He was well known and highly esteemed by a large number of dealers in the provinces, with whom for forty years he had business transactions.



[*Photo. by J. Horsburgh, Edinburgh.*

MR. E. MAYER.

Hints for Cleaning Decanters.—A correspondent suggests that by the placing of a shell of an egg, broken into small pieces, into the decanter with soapy water and shaking all briskly, the stains will easily be removed. The addition of a few tacks will aid the removal of almost any marks. If the decanters have become furred with hard water, or incrusted with wine, they will be rather difficult to clean. However, try the following method :—Put one teaspoonful of ammonia into each quart of warm water, allow the decanters to steep in this for a few hours, soap some pieces of blotting paper, plae these and some lead shot in the decanters, shake well for some minutes, afterwards rinse thoroughly in clean water, then place in the air to drain. Try salt and vinegar; a handful of salt and enough vinegar to cover it, then shake the decanter freely until all the stains are off; rinse out with cold water and dry.

THE POTTERY AND GLASS TRADES BENEVOLENT INSTITUTION.

(BY OUR OWN REPORTERS.)

THE Annual General Meeting of the members of the Pottery and Glass Trades Benevolent Institution was held on the evening of Monday, February 4, at the Holborn Viaduct Hotel, E.C., under the presidency of Mr. Ronald D. Doulton, Chairman of the Board of Management, in the unavoidable absence of Mr. R. P. Copeland, the president of the Institution. Among those present were Mr. Frederick Cox, Mr. F. Currie, Mr. O. M. Doulton, Mr. G. D. Francis, Mr. Charles Green, Mr. J. H. Hart, Mr. E. Lawson, Mr. R. Lawson, Mr. J. Lockett, Mr. J. T. Pitcairn, Mr. F. E. Spiers, Mr. S. Stanley, and Mr. W. Thomson (members of the board), Miss Smith, Mr. A. H. Folker, Mr. E. R. Edis, Mr. J. Woodcock, Mr. J. Westley, Mr. J. W. Walton, Mr. H. E. Cooke, Mr. E. Syer, and Mr. J. T. Bourne. Apologies for absence were received from Mr. R. P. Copeland, president, Mr. Cyrus Daniell, treasurer, Messrs. J. Brock, C. J. Dale, J. T. Mogridge, J. B. Rowley, and many others.

The Secretary (Mr. A. J. Prickett) read the notice convening the meeting and the minutes of the last general meetings, which were confirmed and signed by the chairman. He then read the report of the board of management for the year just concluded, and the financial statement, both of which were published in full in the last issue of the POTTERY GAZETTE.

Messrs. F. Currie, J. H. Hart, and R. Lawson were elected to scrutinise the ballot papers, and retired for that purpose.

The CHAIRMAN moved the adoption of the report and balance-sheet. He was sure they would all unite with him in regretting the absence of Mr. R. P. Copeland, their president. Mr. Copeland had written regretting that a number of engagements prevented his coming to London at this time, and expressing his continued interest in the welfare of the institution. The report and balance-sheet now presented by the board of management had been in their hands some days, and had been published. It was, therefore, not necessary that he should do more than formally move their adoption. The institution is doing excellent work, and its future usefulness depends upon a large increase in the number of members. This he hoped not only every executive officer, but every subscribing member would exert himself to secure in the current year. He moved that the report and balance-sheet be approved and adopted.

Mr. J. WESTLEY seconded the motion.

Mr. E. LAWSON said he would like to emphasise in some manner the report which was in the hands of the members. It would be observed that their membership now numbered 444, but considering the many thousands employed in both the pottery and glass trades, that membership could not be considered as satisfactory. They were in need, at the present moment, of more members, considering that they had now a record amount of annuities and relief to meet, namely, £451 8s. 4d. If they looked at the balance-sheet very closely they would find that they could not go on electing annuitants unless they had a much greater influx of members. The subscriptions which they had received amounted to £392 3s., and from their investments they had received £178 3s. 7d. Their collection boxes had yielded £2 8s. 11d., making their receipts from these sources £572 15s. 6d. On the other side they would find expenses, which they could not very well avoid, amounting to £185 2s. 4d., and they had expended in relief £451 8s. 4d., making £636 10s. 8d. They had therefore paid away in expenses and relief £63 15s. 2d.

more than their funds immediately available for those purposes. They would accordingly observe that they were practically trading in the wrong way. There were three annuities which had fallen in, one by death and the other two by resignation, the recipients of them having so far succeeded as to be able to relinquish their annuities. They elected two annuitants last year, and they were electing three that night, so that practically they were adding two annuitants to the number which they had in January, 1906, and beyond that there were two more waiting to be elected. He hoped that, as far as possible, all the members would endeavour to obtain at least an additional member —one each—so as to ensure the success of the institution. By this means they would double their membership, for, as he had said before, 444 was a very inadequate number of members for such trades as theirs to contribute to the funds of the society. The trades were growing. Members must get rid of the idea that all the executive had to do was to hand out annuity money; they must remember the difficulty experienced by the board in obtaining the money for distribution. Donations they were very thankful to get, but they could only use the interest derived by their investment, and therefore they had to rely as their mainstay on the subscriptions received.

No other gentleman rising to address the meeting, the resolution was put and unanimously agreed to.

The Chairman said their next duty was to elect a president, and he was sure they could not do better than re-elect their friend Mr. Copeland. No one regretted Mr. Copeland's absence that night more than he did, and he had, therefore, great pleasure in proposing Mr. R. P. Copeland as their president for the ensuing year.

Mr. Frederick Cox seconded the motion, remarking that Mr. Copeland was well known and respected in the trade, and his re-election would meet with unanimous approval.

The resolution was unanimously adopted.

The following officers were then re-elected :—Trustees : Mr. Jules Wuidart, Mr. Minton Goode, and Mr. Charles Webb ; treasurer : Mr. Cyrus Daniell ; hon. solicitors : Messrs. Vandercom & Co. ; hon. auditors : Mr. John Ellinger and Mr. Henry F. Heybourn ; secretary : Mr. Algernon J. Prickett ; board of management : Messrs. John Brock, jun., Frederick Cox, F. Currie, C. J. Dale, Orrok M. Doulton, Ronald D. Doulton, G. D. Francis, Charles Green, Henry Green, J. H. Hart, J. E. Heath, C. C. Holgate, A. Overton Jones, J. Kendall, Edwin Lawson, Robert Lawson, J. Lockett, J. T. Mogridge, J. T. Pitcairn, J. B. Rowley, F. E. Spiers, S. Stanley, W. Thomson, and A. W. Tinsley.

Mr. E. R. Edis said he had much pleasure in proposing a vote of thanks to the board of management for their services during the past twelve months.

Mr. A. H. Folker seconded the motion, which was cordially adopted.

Mr. A. O. Jones, on behalf of the board of management, returned thanks, remarking it was a great pleasure to the members to administer the funds of the institution, and they would continue to do their duty to the best of their abliity.

Mr. Westley moved a vote of thanks to Mr. Ronald D. Doulton for presiding, and in doing so congratulated that gentleman on his restoration to health and strength. The vigour of Mr. Doulton seemed to be greater than ever, and for the work of this institution his labours were invaluable. That had been his characteristic from the commencement of the society.

The Chairman returned thanks, and said it was always a pleasure for him to do anything he could for this deserving institution.

The business of the meeting was brought to a close by according a vote of thanks to the proprietors of the Holborn Viaduct Hotel for kindly granting the use of the rooms for the purpose of the meeting.

The result of the poll, which had remained open from seven till eight o'clock for the election of three annuitants out of the list of five applicants, was then declared as follows by Mr. J. H. Hart, who handed the scrutineers' report to the chairman :—Mrs. Edward Belcher, 470 votes ; Mrs. Louisa Hawkins, 592 ; Mrs. Anne Wright, 576 ; Mrs. Sarah Harrison, 50 ; Mr. Edward W. Jones, 722. The chairman then declared that the following had been elected annuitants : Mr. Edward W. Jones (£25), Mrs. Louisa Hawkins (£15), and Mrs. Anne Wright (£15). He observed that votes recorded for the unsuccessful candidates would be carried forward in their favour to the next election in July.

Mr. John T. Pitcairn said the announcement the chairman had just made, showing that his (Mr. Pitcairn's) candidate was returned at the head of the poll conferred upon him the duty and pleasure of proposing a vote of thanks to the scrutineers for their services. To say that he was surprised—agreeably surprised—was to put it very mildly. He felt deeply indebted to all who had rendered Mr. Jones such valuable and generous assistance. He had had the good fortune to have friends systematically canvassing for him, both in the Potteries and in London, and he congratulated him on the grand success of their efforts. While he rejoiced in the success of the candidate for whom he had been working, he, and he was sure all, had a sympathetic regret for those who have not been elected. Every member would have been thankful if each candidate could have been granted an annuity, and all voting dispensed with. Unfortunately the funds would not allow this. They might, however, hope that those who have failed this time will be successful the next. He asked them to pass this vote of thanks to the scrutineers unanimously.

Mr. E. W. Jones asked to be allowed to second the proposition. He had to thank the Chairman and the Board of Management for the kind assistance he had received during his affliction. He now thanked his old friend Mr. Pitcairn for the interest he had taken in his case, and at the same time he expressed his gratitude to those members who had supported his application, and had given so much valuable time on his behalf. He also begged to thank all those members who had given him their votes. It was very gratifying to him that he had found so many friends in his affliction.

Mr. Charles Fletcher said that on behalf of Mrs. Wright he begged to thank all those members who had given their support to her by their votes. He could assure them she was most grateful to them for their help, and she had desired him especially to thank those gentlemen who had worked so hard on her behalf. He might add that the kindly assistance of the institution was well bestowed on Mrs. Wright.

Mr. J. W. Walton, after looking round the room, said that as there did not appear to be anyone present representing Mrs. Louisa Hawkins, he asked permission to express what he knew would be her heartfelt thanks when she heard of the result of that meeting. The institution would render her very timely assistance. He knew the case was a deserving one, and it would have been a matter of regret with Mrs. Hawkins if the proceedings had closed without some expression of gratitude on her behalf.

The vote of thanks to the scrutineers was passed, and the proceedings terminated.



Legal.

A Question of Delivery (From Our Own Correspondent). — At Hanley County Court, on Jan. 30, before his Honour Judge Mulholland, K.C., Mr. Leon Angel, china dealer, of 45, Edgcumbe-street, Stonehouse, Plymouth, sued Enoch Lockett & Son, wholesale china and earthenware dealers, of Rectory-road, Shelton, Hanley, to recover £10, being £6 money paid to defendants for a crate of china which had not been delivered, and £4 damages sustained by plaintiff owing to defendants' failure to deliver the china. Alternatively plaintiff claimed £10 as damages for the alleged breach by defendants of a contract to deliver the crate of china to him. Mr. E. A. Ashwall appeared for plaintiff, and Mr. D. B. Ellis represented defendants. Mr. Ashwall said that plaintiff was a china merchant, carrying on business at Stonehouse, close to Plymouth. About the beginning of December last he was informed of the existence of defendants' firm, being told that they were a good firm, and would be able to supply certain quantities of china. He put himself into communication with them, and on December 5 he wrote a letter asking defendants for their price list, and inquiring what sort of china they sold. In response, defendants forwarded him their catalogue, and on December 7 plaintiff sent an order for a crate of seconds china. The firm appeared to have written him on December 8 acknowledging receipt of order, and saying that as plaintiff was a new customer, their usual course was to insist on having cash down. Upon this, plaintiff sent a cheque, and naturally he expected that the goods would be received by him in a very short time. But they did not come, and he wrote to defendants telling them of the fact. In reply he got a letter in which defendants said that they were very sorry, that the goods had been dispatched, that they were in the hands of the Great Western Railway Company, and that plaintiff would, no doubt, receive them in the course of a few days. Plaintiff went to the railway station and made various inquiries, but could not trace goods or discover what had become of them, Then he telegraphed to Lockett & Son as follows: "Have you sent china? What station? When?" On December 18 defendants replied: "Crate left (for) Stonehouse. Great Western. Lockett." Again plaintiff went to the railway company and made inquiries, but could ascertain nothing about the crate. He was expecting to set out for his Christmas sale, but the things did not come. Then he wrote telling the defendants that the crate had not turned up, and a quantity of correspondence ensued. On December 22 Mr. Angel wrote: "I regret I have not received the crate of china for which I sent you order and cheque on the 13th inst. I have also sent you reply paid wire on the 18th inst. Let me know by letter when you sent, and, if you did not send, you need not send any more, but if you did send, let me know the date you sent and what railway you sent. I have to run about to the station every day." Defendants replied on December 23: "In reply to your letter, the crate of china was sent to Stonehouse Station, Plymouth, Great Western Railway Company's risk. We are sorry the crate has not yet come to hand, and are making further inquiries." Then, on December 28, defendants wrote that, owing to a regrettable oversight on the part of the factory people, the crate had, contrary to their instructions, been sent to another part of the country altogether. The railway company, it was added, "are entirely free from blame, as we are also ourselves." Subsequent to that, another letter came in which defendants said that, as a matter of fact, they found the goods had never left the factory. Under these circumstances Mr. Angel consulted his solicitors about December 29, and they wrote calling the attention of Messrs. Lockett to the fact that they had committed a breach of contract, asking for the return of the £6, and claiming damages. As to the money, Mr. Ashwall thought his Honour would be clearly of opinion that there had been a failure of consideration as far as that was concerned. The order was given on December 13, and defendants' letters and invoices said, "Packed crates of seconds always in stock," so that his client expected the goods to come to hand in two or three days from the giving of the order. Mr. Angel eventually went without any goods for the Christmas sale at all. In January the goods were tendered, but plaintiff refused to receive them. He now claimed the return of his money and something by way of damages for the inconvenience to which he had been put. Plaintiff then went into the witness-box, and stated that he took the shop at Stonehouse about two months before Christmas, for the Christmas trade. On December 7 he wrote defendants "I have received your price list. You can send me one crate of white and gold china seconds, 120 dozen, at £6 for a sample, and if it be satisfactory I will send you on the cheque and a larger order." In reply he got a letter of December 8: "Your order to hand. We herewith enclose invoices and shall be much obliged if you will favour us with remittance per return, as this is a very cutting price." Mr. Ellis, intervening at this point, said that the contention of defendants would be that the actual delivery they made was, under the circumstances, reasonable.- His Honour: When did you make any actual delivery? Mr. Ellis: They arrived, I think, on January 4. And you say that is in time—that time was not of the essence of the contract?—Yes. Mr. Angel, continuing, said that when he saw, on the invoice, the words "Packed crates of seconds always in stock," he, as a business man, thought it meant they were ready for dispatch. He wrote the firm expressing surprise that they had not sent the crate, as he intended doing a large trade with them if the goods were satisfactory. The receipt for the cheque was dated December 14. In the ordinary way of business, if the goods had been sent on December 14, they should have reached Stonehouse in four or five days. Mr. Ellis said that as a cheque was not cleared until December 18, the date of the contract was December 18, and not December 14. His clients had always been ready to take the crate back, and return the £6. His Honour said that dating the contract from December 18, the delivery took place in 17 days. He asked plaintiff why he did not accept the goods on January 4. Plaintiff: They were useless to me, your Honour. His Honour: Why were they useless for you? Plaintiff: Because I only ordered them for the sale at Christmas. Did you write that to them? Mr. Ashwall, interposing, said he quite admitted that there was no notice sent to defendants that the goods were for Christmas. His Honour: There was no stipulation in the contract that they were wanted before a stipulated time. I cannot say that from December 18 to January 4 was an unreasonable time. You had better take Mr. Ellis's offer. He says he is ready to give you back your £6 and take back the crate. What more can you want than that? Mr. Ashwall: But they have deceived us in this way by first of all saying that they had sent the goods by the Great Western Railway Company. His Honour: Now you are introducing another element—deceit. Mr. Angel stated that he did not get the goods tendered to him until January 4, and his solicitor, in the meantime, had written telling defendants not to send the goods. His Honour: Now look here, my man, what more do you want than to give up the crate and to take the £6? Plaintiff: I went to expense, your Honour. What expense?—I had to go three or four times to the station to make inquiries. His Honour: I go to the station three or four times a day. Plaintiff: I expected, after a firm like this sends me a wire, that the goods would come. His Honour observed, in reply to a remark by Mr. Ashwall, that a man might certainly wait until the cheque was cleared before sending goods to a person whom he did not know. Mr. Ashwall: If they had sent the goods before the cheque was cleared, they would have had the right of stoppage, in transit, on the railway. His Honour: I will find for the defendants if you don't convince me I ought not to, the terms being that the crate is returned and the £6 is repaid. Mr. Ashwall: But surely my client is entitled—I submit this as a matter of law—if they fail to carry out the contract, to refuse to accept delivery of the goods? His Honour: That is the whole point. I don't see any breach of contract. Mr. Ashwall: Well, there has never been any tender of the goods until we took action. I submit, as a matter of law, the contract was this: "We always keep these seconds in stock, we can always supply them almost at once. If you will send us the remittance we will send the goods at once." If they had done that the goods would have been there by December 18 or 19, and there would have been plenty of time for him to put them in the shop. His Honour: You can't get damages for loss of market unless the plaintiff gives notice of it. Mr. Ashwall: At all events, I say we are entitled to get our £6 back again. His Honour: I don't think, as a matter of law, you are. They are entitled to say "There is your stuff, and you must stick to it." Mr. Ashwall: Surely your Honour doesn't hold that that was a reasonable time for the goods to be delivered in? His Honour: I certainly do. I do not think there is any case to answer here at all. I shall give judgment for the defendants. He (plaintiff) can have his goods and you can keep your money, that's all. His Honour added that the goods were lying at the railway depot at Stonehouse, and plaintiff could go and take them. Mr. Ashwall: My client will not accept delivery of the goods. His Honour: Very well. It only shows the desirability of getting paid beforehand in dealing with gentlemen like that.

Earthenware, Glass, and China to the value of 6,932,000 milreis were imported into Brazil during 1905 (the latest year for which the figures are available). The import in 1904 was valued at 7,362,000 milreis. The value of the milrei rose from $12\frac{9}{64}$d. in 1904 to $15\frac{47}{64}$d. in 1905.

The Canadian Glass Trade.—The Standard Glass Co. has been incorporated with a share capital of $40,000, for the purpose of manufacturing glass and glassware. The head office is to be in Toronto.—At the end of January the factory of the Canadian Glass Manufacturing Co., at Point St. Charles, near Montreal, was destroyed by fire, causing a loss estimated at from $25,000 to $35,000.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR JANUARY, 1907.

	Quantities. Month ended 31st January.			Value. Month ended 31st January.		
China or Porcelain, and Earthenware.	1905.	1906.	1907.	1905.	1906.	1907.
To Germany .....cwts.	3,376	3,229	4,076	£5,052	£4,854	£5,984
,, France ..... ,,	2,284	2,737	3,844	4,633	5,637	7,070
,, United States of America ..... ,,	33,960	35,506	35,346	44,928	44,783	43,199
,, Brazil ..... ,,	7,019	12,330	11,881	6,247	8,406	10,985
,, Argentine Republic ..... ,,	31,007	45,474	35,298	11,647	19,383	19,001
,, British South Africa..... ,,	13,435	21,697	14,002	10,633	13,777	8,472
,, British East Indies ..... ,,	19,401	32,300	32,078	11,437	16,387	15,096
,, Australia ..... ,,	17,528	9,107	22,288	19,327	10,915	21,936
,, New Zealand ..... ,,	4,865	3,608	7,044	6,776	5,037	9,837
,, Canada ..... ,,	15,626	10,242	19,319	12,208	11,592	19,768
,, Other Countries ..... ,,	69,100	71,207	80,219	34,746	46,183	50,761
Made up as follows :						
Porcelain, Chinaware, and Parian ..... ,,	3,497	2,220	2,245	14,547	12,484	16,795
Earthenware, including semi-Porcelain, Majolica, and Glazed Tiles ..... ,,	88,789	96,304	125,059	109,115	123,916	154,108
Jet, Rock'm, and Glazed Terra-cotta.. ,,	124	28	24	201	60	80
Red, Stone, Brown and Yellow Ware .. ,,	111,086	134,638	126,693	23,109	29,838	26,326
Other Sorts (including Electrical and Chemical Ware) ..... ,,	14,105	14,247	11,374	20,662	20,656	14,800
Glass.						
To British South Africa .....value £	—	—	—	82,617	12,847	7,207
,, Other Countries ..... ,,					95,413	103,589
Made up as follows :						
Plate Glass .....cwts.	9,452	12,866	15,046	13,870	18,805	22,470
Flint Glass ..... ,,	5,226	5,513	5,916	14,690	18,922	16,998
Glass Bottles .....gross	48,029	63,602	67,351	31,354	40,075	41,983
Glass Manufactures, other sorts .....cwts.	24,184	35,384	35,563	22,703	30,458	29,345

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR JANUARY.

	Quantities.			Value.		
	1905.	1906.	1907.	1905.	1906.	1907
Porcelain, Chinaware, and Parian.....cwts.	5,405	4,551	4,432	£20,196	£21,619	£21,485
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ..... ,,	20,901	22,443	24,307	36,607	41,014	40,517
Jet, Rock'm, and Glazed Terra-cotta.. ,,	25	1,684	—	120	340	—
Red, Stone, Brown and Yellow Ware .. ,,	183	2,821	1,207	386	524	556
Other Sorts (including Electrical and Chemical Ware) ..... ,,	836	1,928	1,994	1,680	2,680	2,754
Window and German Sheet Glass ..... ,,	75,104	127,974	129,916	41,912	73,696	73,596
Plate Glass ..... ,,	43,969	38,236	40,391	52,892	50,027	49,013
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass .... ,,	60,149	69,312	68,881	100,417	117,286	103,402
Glass Bottles .....gross	135,359	129,657	115,748	51,241	52,837	46,285
Glass Manufactures, other sorts .....cwts.	11,496	5,627	1,202	20,514	6,984	1,319

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR JANUARY.

	Quantities.			Value.		
	1905.	1906.	1907.	1905.	1906.	1907.
Porcelain, Chinaware, and Parian .....cwts.	1,811	2,165	2,131	£6,014	£8,384	£9,727
Earthenware (including semi-Porcelain, Majolica and Glazed Tiles) ..... ,,	1,712	946	1,560	3,203	2,261	2,101
Jet, Rock'm, and Glazed Terra-cotta.... ,,	3	16	—	34	60	—
Red, Stone, Brown and Yellow Ware .. ,,	7	—	—	23	—	—
Other Sorts (including Electrical and Chemical Ware) ..... ,,	7	1	—	16	17	—
Window and German Sheet Glass ..... ,,	448	3,038	168	234	1,503	88
Plate Glass ..... ,,	689	793	661	918	1,429	453
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ..... ,,	3,040	5,198	650	7,529	10,538	1,510
Glass Bottles .....gross	2,252	2,672	3,392	2,576	1,346	1,665
Glass Manufactures of other sorts .....cwts.	629	824	1,248	1,633	1,981	2,133

EARTHENWARE EXPORTS TO THE UNITED STATES.

(Compiled from the Returns of D. Inglis & Co.)

To	Shipments from Jan. 1, 1907, to Jan. 26.	Corresponding Period, 1906.
	Packages.	Packages.
Boston	494	441
New York	439	319
Baltimore	1,433	898
Philadelphia	198	30
New Orleans	668	223
Newport News	173	169
San Francisco	85	140
Portland, Maine	432	122
Galveston	94	39
Portland, Oregon	20	87
Inland Points	84	964
Total.....	4,120	3,432

Foreign Notes.

Mr. J. L. Dobbins, national secretary of the American Federated Glassworkers' Union, died on February 12, at the early age of 41 years.

Russian Glass Works Fire.—The St. Petersburg Agency announces a fire at the Elensk Glassworks, in the Zhisdrinsk district, in which the main building was consumed.

L. Reusch & Co., 71 to 73, Park-place, New York, U.S.A., have favoured us with a copy of a neat calendar in green, grey, and gold, advertising their colours for decorative work, including pottery and glass.

Russian Art Works Competition.—On January 28 the Empress Alexandra Theodorovna confirmed the awards made by the prize committee on the designs submitted for execution in the Imperial Pottery and Glass Works. For the 1907 competition, besides the free choice of subjects, the committee has specified (1) a mirror with figures for the toilet table, and (2) models of crystal or porcelain electric lamps.

Absurd Freight Rates.—Americans get rid of them—we do not. A United States journal says :—"Owing to the elimination of absurd freight rates, made by combining ocean and inland tariffs, so that the rate from England and France was the same to Pittsburg and Cleveland as to the seaboard, the cost of import china is much enhanced." Why cannot we "eliminate" the absurd freights here? They permit goods to be carried from France or Germany to the centre, or any other part of the United Kingdom, at the rates which are charged for the same goods to the seaboard. There is the greater reason for getting rid of these "absurd freight rates" here, seeing that, in some cases, goods are carried from Continental factories to our inland towns at lower rates than are charged for the same goods from our seaboard to those same towns.

The Milan International Exhibition.—A meeting of the Milan International Exhibitions Committee was held at the London Chamber of Commerce last month. The president, Sir Albert Rollit, who occupied the chair, said the Finance and other Committees had met that morning, and had gone through the accounts finally, which would be presented to the Commission, and they would show a surplus of upwards of £4,000. Medals had been received, and would be presented by the Commission to the successful exhibitors. The success of the British exhibitors had been great, and the percentage of high awards which they had received through the juries was remarkable. The Executive Commissioner read the accounts in detail, and various payments to the staff and others were ordered to be made. The Executive Commissioner also presented the draft report of the Commission to be made to the Government, and it was resolved to consider this at a future meeting.

A Stourbridge Glass Decorator in America.—We quote from a contemporary the following extract from a letter received from Mr. Alfred George, who went to West Virginia last year. We have no doubt that the extract published is a correct transcript of the letter itself; but, in the absence of further explanation, we think that the statements made should be received with caution. The writer says :—"My chance has come after twelve months in this country, and I have got a berth at my own trade. I am now foreman etcher : engage, discharge, and pay my own staff—full charge, you see. As this is a new place, I have to get out all new patterns for the end of the year. I am pleased to say have done well, and the firm well pleased with my work, and I get 16s. per day. What a difference to the old country ! Yes, I am manager. Aren't you glad to hear of it ? I worked hard until I did get it. Talk about work—the old country can't touch us. Where they do 20 dozen I can do 80 to 100 dozen per day, and good work, fit for anything or anybody, and can do it so cheap. The lowest wage I pay to a girl is 16s. 6d., and to boys 24s. 8d., so you see I keep up wages. It is left with me as to what shall be paid, and you may bet I'll keep it up." . . . "This place is very small ; only two works in the place. The population is only 38 hundred, and Mrs. George and I have a swell house, and at the first go off were introduced to the mayor of the town. Now all the people know me as 'the English Etcher.'"

Which is Old China ?—A chatty article with this title is contributed to a weekly magazine by Mr. J. H. Yoxall, M.P. In the course of it the writer gives one or two definitions of "old china." After some remarks on the subject, he says Old China may also be defined as the remnant of ware that has ceased to be made. Chinese and Japanese chinas have never ceased to be made, but the old quality and finest styles of them have. The same thing is true of the ware of Sèvres, and the ware of Dresden and Copenhagen. When European porcelain making ceased to be the Royal hobby of the kings of France, the Electors of Saxony, and the kings of Denmark, and ceased to be carried on irrespective of commercial considerations at the cost of Royal pockets, it began to be commercialised and to be carried on to "pay." It was then that the old quality and finer styles ceased to be made. And, similarly, commerce ruined the art in "Oriental." The line of demarcation in England must de differently drawn. No Royal patronage and subsidies ever assisted English porcelain-makers ; they were always men of business. What divides old English china from modern English china is first, the change in the material, and second the dying-out of the old makes. Old English porcelain was, with two or three exceptions of makes, "soft." (So was some old French china, I know ; but this is an article, not a treatise.) In the three cases where the English porcelain-makers in the eighteenth century made "hard" china, the making of it lasted a few years only. About the year 1800 Josiah Spode the younger set himself to "improve" English soft porcelain by making it "hard," like Continental porcelain. He did it with a vengeance—he "improved" it out of existence ; he mixed an unfeeling odious substance called felspar into his paste, and thereupon, so to speak, English soft china fainted, gasped, and gave up the ghost. With some exceptions, therefore, English old china is "soft" china, and "soft" china has long ceased to be made. Therefore, the remnants of it still found in shops and cabinets and cupboards are rare and valuable.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS.)

IF the year continues as it has begun those who are interested in the trade of the Potteries will have little cause for complaint. There is a strength and buoyancy about most of the markets which is pleasing to observe, and most of the manufacturers seem to be well content with the amount of business which is falling to their share. It is agreed, almost unanimously, that things are much better now than they were at this time last year. The trade, however, has its weak spots, and though I would not say that the home market is one of them, several large manufacturers have informed me within the past few days that the amount of business coming in from the provinces is by no means in consonance with the accounts one hears of trade activity in the country generally. Then—by this time it goes almost without saying—the South African trade is shockingly bad, and we look in vain for a single gleam of hope to brighten the outlook there. But after making these slight qualifications it must be said of the potting trade as a whole that it is in a healthy, bustling condition, full of life and activity, and with every prospect of an excellent year's work in front of it.

The returns relating to the exports of ware for the opening month of the year are capital, and show that, however gradual the improvement in the home market may be, the shipping trade is booming. The exports for January amounted to £212,109, an increase of, roughly, £25,000 over the returns for the corresponding period of last year, and of £44,500 as compared with January, 1905. It is worth notice that the principal increase has taken place in Australia and New Zealand, which were our customers for ware, during January, to the extent of nearly £32,000, whereas in January last year they bought from us something under £16,000 worth. Such a beginning augurs well for the months which lie ahead, and if the weather does not upset calculations there is reason for anticipating a bumping year for our trade in the Antipodes. Mr. Brain, the President of the English China Manufacturers' Association, has been good enough to send me a copy of the "Adelaide Register," containing a leading article which shows that the "Cornstalks" themselves are extremely sanguine as to the future of their land. I have heard it said that English potters have not yet realised the importance of Australasia as a market for their wares, and that consequently they have allowed Germany to get a hold which otherwise they would never have done. The "Register" certainly opens one's eyes somewhat as to our island continent, and some useful purpose may be served by quoting one or two of the points made. It is demonstrated in the course of the article that the productions and exports of no other community of four millions in the world are so heavy as those of Australia. These four millions of people—far fewer than the population of London—have at their disposal 2,000,000,000 acres of land; they have £110,000,000 on deposit at the banks, and nearly £40,000,000 in the Savings banks. They have produced minerals worth £650,000,000, and of their vast territory they cultivate, as yet, only nine million acres. During the last two years they have produced 122,000,000 bushels of wheat. They own 85 million sheep, which yield £20,000,000 worth of wool annually, and their trading accounts aggregate £113,000,000, of which considerably more than half is represented by produce shipped away after home requirements have been met. In 1861 the total trade of Australia was £35,000,000; in 1881 it was £56,000,000; and in 1901 it was £94,000,000. Australia, then, is eminently a market which British potters must look after and cultivate. Its prosperity is becoming more and more firmly established each year. The article to which I refer states that last year was a most prosperous period, alike for farmers, dairymen, miners, and manufacturers, and, it adds, "the present condition of our industries and the prospects of the season encourage a belief that 1907 may, in some respects, even excel its predecessors. No one who knows the Commonwealth would suggest that the limit of production and industrial expansion has been reached. The Australian outlook has never been better than it is at the outset of 1907." Everybody is aware that liability to drought is one of Australia's chief obstacles to progress, but there is no knowing what the future will have in store when the rivers have been "locked," to prevent the waste of water. This question, and the question of converting the Commonwealth's 3,000 miles of intermittent waterways into a commercial highway, have got to be dealt with, and meanwhile it behoves the manufacturers of North Staffordshire to keep a sharp eye on both Australia and New Zealand, for it will assuredly pay them to do so.

A vastly different state of affairs prevails in South Africa. Many are hoping, in the Potteries, that the Transvaal elections will be followed by an era of rest and prosperity for the whole of our Colonies there, but the recently published report of the Johannesburg Chambers of Commerce and Trade on the causes of the decline of British trade in South Africa, shows how very unlikely it is that any progress will be made for a long period. Uncertainty on the labour and fiscal questions, the absence of local industries other than mining, the backward condition of agriculture, and the consequent necessity of importing the necessaries of life—these are some of the reasons given why depression exists. One other great reason is also stated, i.e., "over-trading owing to over-sanguine anticipations, which were prevalent some three or four years ago, on which there followed an over-importation of goods and a great increase in the number of traders; supplies exceeded the demand, and the excessive competition and forced realisation caused trade to be conducted at unremunerative prices." South Africa has evidently a long way to go before it recovers its former status, and for the present manufacturers in the Potteries suffer rather acutely, for during January of this year only £8,472 worth of ware was sent to the Cape, against £13,777 in the same month of last year. Before passing on to deal with other matters I may just say that the American trade, both North and South, gives further signs of expansion, and the Canadian houses are, for the moment, particularly busy. The Continental trade shows an improving tendency. The sanitary trade is inclined to be slow again.

Retail china and earthenware dealers who have been chafing at the recent increase of prices, consequent on the increased cost of coal and materials, will be interested to know that on February 1 the collieries of North Staffordshire put up the price of potters' fuel another shilling a ton, so that there is not the slightest possibility of prices being reduced, the tendency being, indeed, quite the other way. Miners are agitating for a 5 per cent. increase in wages, and though summer is coming on, when large quantities of gas coal will be released, it is quite "on the cards" that manufacturing coal will be still further advanced before the winter is over. This may lead to increased charges for potters' materials, but no further increase in the price of ware is anticipated. From inquiries I have made I find that dealers are taking much more kindly now to the advance the potters were forced to mako, though, naturally, not a few of them, in the first instance, were inclined to protest.

The special meeting of the North Stafford Chamber of Commerce convened at the instance of Mr. John Ridgway, J.P., to consider the subject of Colonial preference, was held on February 6, and the occasion brought together a company of about fifty of the leading commercial men of the district, the great majority of whom were pottery manufacturers. Some days before the meeting took place I was informed that the Free Trade manufacturers had come to an agreement not to attend the meeting. I cannot say definitely whether any such arrangement existed, but it was, at any rate, a singular coincidence that not a single one of the recognised Free Trade leaders of the potting trade was present, and the only gentleman in the room who took up the cudgels for the disciples of Cobden was the Chief Bailiff of Tunstall. Tho proceedings, it follows, were shorn of much of the interest with which they would have been invested had they been more in the nature of a debate and less in the nature of a simple expression of opinion. Captain A. E. Blizzard, the head of the firm of Woolliscroft & Son, Ltd., tile and faience manufacturers, &c., was in the chair, Mr. Cecil Wedgwood being unwell. Mr. Ridgway initiated the discussion. The resolution of which he had charge called upon the Government to take advantage of the favourable disposition now shown by the great self-governing Colonies to give a preference to the Mother Country, and to adopt such reciprocal preference at the approaching Colonial Conference as will extend and develop our Colonial trade. Mr. Ridgway was able to point to the great growth in our Canadian trade since Canada gave us a preferential tariff, and he made the most of the fact that the Australian Government also desire to give the British merchant and manufacturer a 10 per cent. preference under conditions which, if accepted, will call for a certain sacrifice on tho part of Great Britain. Mr. Ridgway held that any British Government which refused to entertain the proposals with which the Australian Premiers were coming to the prospective Colonial Conference, would incur a very grave responsibility, and he suggested very pointedly that unless the present opportunity were accepted of entering into a mutual arrangement with the Colonies, the latter might endeavour to strike a bargain elsewhere. He hinted, for instance, at the likelihood of Canada entering into a commercial treaty with the United States, and of the Australian Colonies holding out a hand to Germany. Mr. Ridgway examined at some length the possible effects which inter-Colonial preference might have upon the prices of commodities in this country, and his conclusion was that if some such scheme as that recommended by Mr. Chamberlain's Tariff Commission were adopted, the rise in prices would be practically nil, even if not counteracted by the remission of the duties on tea and sugar, which was part of Mr. Chamberlain's

ence. Mr. Blizzard, in seconding the motion, reminded his dience of the recent German elections, which showed that Gerny, at any rate, considered her Colonies, though small in compari with our own, to be of vital importance to her existence. "If had an Empire combined in one great fiscal whole," he remarked, what a tremendous weapon that would be in negotiating foreign ations. Even Germany and America have to look to Great itain and the British Empire for their markets, and they will no ubt be prepared to meet us on reasonable points provided we negotiate with the whole force of the Empire behind us." He inted out that at the present rate of growth, Canada would, fifty years, be in almost as strong a position as the United ates is to-day, while the increase in production in Australia during last two or three years has been almost as marked. Inasmuch our own Colonies can provide us with nearly all the raw material want, he argued that for our own protection in time of war, and a safeguard against the misery wrought by foreign speculators, e seek to create "corners" in raw materials, it behoved us to n hands with our Colonies, and he alluded incidentally to the htening of the taxpayers' burdens which would ensue if our lonial cousins assisted in maintaining our armaments. These re some of the chief reasons advanced in favour of the adoption a scheme of Colonial preference. Mr. Cotton, the Chief Bailiff of nstall, armed with voluminous trade statistics, stated the other le of the case. He declared that the figures relating to Australia's perts and exports for the last three years gave little cause for couragement. Perhaps Mr. Cotton would have spoken differently uld he have seen the figures from the "Adelaide Register" ted above. Another of his points was that in the Colonies had only 11,000,000 customers, while in foreign countries we had 0,000,000, and he asked the Chamber whether it seriously recomended that the Government should throw over the 300,000,000 in der to force the pace with the 11,000,000. In reply to this, Mr. G. P. Bousfield, a son of Mr. Bousfield, K.C., remarked that Mr. tton had omitted to tell them, when giving the figures as to stomers, that whereas our foreign customers only bought 4s. 6d. rth of goods per head, our Colonial customers bought £5 10s. rth per head. Mr. Bousfield argued that constant employment ust be aimed at more than cheapness, and, by way of illustrating e fact that "cheap" and "dear" were merely relative terms, said that bread at 4d. was dear to a man earning 2s. per day, but came cheap to a man earning 3s. or 4s. per day. Here the Free raders chime in and ask who is going to guarantee that working en will have their wages doubled under a revised fiscal system. he resolution was carried by an overwhelming majority, and pies of it have been sent to the Prime Minister, the Colonial cretary, and others, and also to every Chamber of Commerce in e kingdom, with a request that the latter will bring the subject the attention of their members in view of the forthcoming Colonial ongress. Commercial men in the Potteries are awaiting the Coness with profound interest, and it is not unlikely that an invitation ill be given the Colonial Premiers to visit the Potteries, as they did the occasion of their visit five years ago.

The Local Government Board's inquiry into the proposal to malgamate the townships of Longton, Stoke, and Fenton for munipal purposes is over, and the general opinion is that a provisional der will ultimately be made welding the three into one big city of 0,000 people, which will be the centre of the china making industry England. Of course it does not follow because such an order is ade the Bill will succeed in getting through Parliament: Liverpool und that out when seeking to annex Bootle. But Bootle was ready a county borough, so that the cases are not on all fours, nd the principal opposition to the present scheme comes from e comparatively small township of Fenton. Mr. Grahamalfour, the county director of education, stated on the last day of e inquiry, that if this large area were taken from the County ouncil's jurisdiction the County Council would probably decline make their promised contribution to the proposed Potting and lining Institute at Stoke. The Institute was to cost about £12,500, wards which the County Council had promised to subscribe £6,000, nd the North Staffordshire Mining Institute £3,250, leaving the alance to be contributed by the china and earthenware manufacurers. In last month's issue of the GAZETTE a list of the trade subcriptions to date was published, which showed that a considerble part of the sum required had been raised. Now it seems as hough the federation scheme may put another spoke in the wheel. he scheme for the provision of a Pottery Institute has hung fire or far too long already, but matters are now so far advanced that, hatever happens, it is imperative that some modus vivendi should e arranged so that the proposal may be carried through.

The warfare between the management of the North Staffordshire Railway and the manufacturers of the Potteries has proceeded nother stage during the past few days. Complaints have been so umerous, and so strong, that Mr. W. D. Phillipps has at last been nduced to take up his pen to defend the company, of which he is he general manager, against the charge of using its monopoly o extort unfair charges from the pottery manufacturers. In doing this Mr. Phillipps has certainly not strengthened his case, for the pottory manufacturers have replied through Mr. Llewellyn, by publishing some curious correspondence which has passed between the Chamber of Commorce and the railway manager. This is one clause from a letter which Mr. Phillipps sent to Mr. Llowellyn on February 9: "May I suggest, without seeming to be impertinent, that the manufacturers of this district are suffering more from insane competition among themselves, rather than from anything that is going on outside the district." The manufa turers have succeeded in proving, conclusively, that the North Staffordshire Railway Company's charges are very much higher than those charged by companies in other pottery producing districts where there is railway competition. That the company is doing exceedingly well out of these charges is shown by the increased dividend declared at the half-yearly meeting of proprietors held at Stoke some three weeks ago, and this in spite of the fact that the capital has recently been increased by some £300,000. If the company's financial position were not so stable as it is, one could understand them charging high rates, but when the chairman of the directors can give so glowing an account of the position of affairs as Mr. Tonman Mosley did at the meeting already alluded to, there can be little, if any, justification for enforcing charges which are quite out of proportion to those of other companies. Mr. Phillipps says that when the manufacturers appealed to the Board of Trade, on December 12 last, it was shown that the bulk of the ware made in North Staffordshire was not only valuable, but light and fragile, 42,328 claims for breakages on home-trade packages alone having been paid by the railway companies during the twelve months ended June last. He adds that "the application of the North Staffordshire Chamber seemed to be that this expensive and fragile ware should be charged at rates similar to those paid by the Swadlincote potter on his less expensive and comparatively unbreakable goods. Compare, for instance, a china dinner set, which, if broken, would cost the railway companies anything over, say, £50, with a Swadlincote one, which would cost as many shillings. To meet the fact that no doubt there is ware made in North Staffordshire of a quality which competes with Swadlincote a distinct offer was made of lower rates applicable to that class of goods. This offer, however, was declined, as was also a proposal to quote special rates at owners' risk applicable to all qualities." The reply to these statements is that the rates with which comparisons are made are not Swadlincote rates alone, but also rates applicable to Worcester, Coalport, and Derby, where only the highest class of goods is made, the rates in each instance being less, in proportion to distance, than the rates charged from the Staffordshire Potteries. As to the suggestion that low grades of ware should be charged at a lower rate, it is pointed out that as crates are made up of mixed goods, to divide the traffic into two classes, common and best goods, is impracticable. The special "owners' risk" rates offered, as was mentioned in the GAZETTE two months ago, are considered totally inadequate, and altogether disproportionate to the risk undertaken. Perhaps the only purpose Mr. Phillipps' published letters have served is to show that the persistence of the manufacturers in this matter is causing some perturbation at Stoke Station. This should encourage the manufacturers to redouble their efforts to secure more equable treatment.

The experiments which are being made at a factory in Victoria-square, Hanley, with the object of applying Mond gas to the firing of potters' ovens, are leading to complications. The residents and property owners of the district complain that, as the outcome of the operations which are in progress, their drains are being constantly flooded with an objectionable bye-product, which makes it disagreeable and in some cases impossible to remain indoors. As a consequence a petition, signed by Mr. J. T. Warren, of the Royal Victoria Pottery, and 29 other persons, was presented at the last meeting of the Hanley Town Council, begging that authority to take official measures to compel an abatement of the nuisance. The Council instructed the Town Clerk to serve notice upon the promoters of the works in question, requiring them to abate the nuisance. It is the irony of fate that, in endeavouring to arrive at conclusions which promise to greatly benefit the potting trade by cheapening production, the experimenters should be unwillingly causing annoyance to some of the very manufacturers whom they are seeking to assist.

The Hanley Corporation have appointed a committee to consider what steps shall be taken to celebrate the municipal jubilee of the borough, and no doubt we shall have some interesting reminiscences in due course from some of the town's veterans. Some historical notes appear in another part of this issue.

Before these lines are printed the nominations will have taken place for the triennial election of candidates to the Staffordshire County Council. These notes, however, went to press too early to be able to give the names of the trade candidates who were nominated. Mr. R. P. Copeland, the head of W. T. Copeland & Sons, will, of course, go back to the Council as one of Stoke's representatives, his business experience and ability being greatly valued on the County Authority. Mr. Copeland, by the way, has received innumerable congratulations upon the fortunate escape of his

daughters during the terrible earthquake at Jamaica. One of these ladies, as readers of the POTTERY GAZETTE are aware, is the wife of Sir Alexander Swettenham, the Governor-General of Jamaica, and her sister was on a visit to her at the time of the catastrophe. Mr. Copeland has received letters from both his daughters during the past few weeks relating their experiences. Lady Swettenham writes: "Thank God we are all safe. I was driving with Lady Dudley to Kingston when our carriage was almost shaken over. We returned to King's House to find it wrecked. We then drove off to Kingston, and, on the way, heard our husbands were safe. We then attended and helped two ladies who had been seriously injured, and, returning to King's House, found Sir Alexander had returned. We packed up a quantity of provisions we had prepared for the proposed ball, and went to Kingston and tended the wounded. Such a terrible sight I hope never to witness again. It was like a nightmare. Our servants behaved with great fortitude." Miss Copeland's letter said: "Sir Alexander is working night and day, and takes no rest. A brave and noble character. He and my sister won everybody's deep admiration for their courage and bravery. We may well be proud of both. The house is a wreck—something like a smashed-up matchbox. I had a miraculous escape. I was changing my things when a huge wardrobe fell two inches from where I was standing. I am very glad to be here with my sister, who is quite upset with the awful sights she has seen. All houses are practically wrecked." Mr. Copeland has reason to be proud of his daughters, whose work for the wounded is shown by all accounts to have been tireless and fearless. Sir Alfred Jones summed up the situation admirably when he wrote in the "Liverpool Journal of Commerce," "I cannot speak too highly of the work done by Sir Alexander Swettenham and Lady Swettenham. Their personal labours were most self-sacrificing and able."

The death of Mr. John Aynsley, J.P., the "Grand Old Man" of Longton, came as a painful shock to his multitude of friends in the Potteries. Although he had reached a patriarchial age people were wont to look upon Mr. Aynsley as having many more years before him. When I last saw and talked with him only a month or two ago, I was struck by the wonderful keenness of his mental perceptions, and by his constant desire—a desire which remained with him to the very last—to do whatever he could to benefit his native town. No man has done more for Longton than Mr. Aynsley did, and his memory will ever be held in grateful remembrance by those among whom he lived and worked for so long.

The generous gift recently made by the Mayor of Burslem, Mr. S. Gibson (S. Gibson & Sons, Ltd., Albany and Harvey Potteries) for the purpose of feeding and clothing poor school children of Burslem, has been applied to the establishment of fund which has just commenced operations. Arrangements have been made with three restaurant keepers in different parts of the town to provide children with a good substantial dinner, consisting of meat, vegetables and bread, daily. Tickets are distributed to the children by the head teachers, upon the recommendation of attendance officers who make investigations into the condition of the homes of the scholars. Latterly, nearly one hundred children a day have been supplied with food from Mr. Gibson's fund, which is likely to do great good. Another recent act of generosity on Mr. Gibson's part is the purchase of three paintings by the late Mr. Mussill, which he intends presenting to the new School of Art at Burslem. I am sorry to hear that Mr. Gibson has been in such indifferent health lately that a lengthy rest at Birkdale, near Southport, has been necessary.

Several regretable cases of death, in which lead poisoning was a contributory cause, have occurred during the past month, but in each case, it is to be noted, the deceased had worked "in the lead" for many years prior to the introduction of the Special Rules. At one of the inquests, Mr. H. W. Adams, the Coroner for North-west Staffordshire, had occasion to complain that "the regular medical examinations were so often rendered useless on account of the refusal of the employees to describe symptoms which they knew existed." A return issued by the Home Office shows that during 1906 632 cases of lead poisoning occurred, but only 107 of these occurred in the china and earthenware trade, the remainder being spread over many other trades. The 107 cases comprised 46 male adults and 53 female adults, but only one young male and seven young females. This shows the remarkable efficacy of the Special Rules in the case of employees fresh to the lead processes. The deaths of three adult males and one adult female were reported. This compares with 84 cases and three deaths in 1905.

The death occurred on Friday, February 22, of Mr. Wm. Bettany-Hand, who claimed to have been the oldest working potter in the Potteries. Mr. Hand had certainly a wonderful record, but I rather doubt whether his claim could be substantiated. He was seventy-four years of age and for sixty-six years had been employed as a potters' turner, most of the time for Macintyre & Co., Ltd., Washington Works, Burslem. The POTTERY GAZETTE would be interested to hear from any master employing a workman with a longer record than that of Mr. Hand.

Mr. Thos. Taylor, J.P. (Taylor & Tunnicliffe, Ltd., Hanley) is enjoying a health trip in Egypt. Accompanied by his youngest daughter, Mr. Taylor left Marseilles on February 8. The first part of his holiday was spent at Cairo. He will probably be away until the end of April.—Alderman Malkin, of Burslem, has left home on another tour to India and the Far East.—Mr. T. W. Twyford, High Sheriff of Staffordshire (Twyford's, Ltd., Hanley) was amongst those who attended the King's Levee at St. James's Palace on February 14.—Mr. Cecil Wedgwood, of Josiah Wedgwood & Sons, Ltd., has been laid up with a sharp attack of influenza.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

IT is satisfactory to report that after a period of stagnation in the Midlands the glass trade is generally brisk, and that the prospect for the next three months or so is undeniably good. The change for the better began to show itself in Stourbridge and district just before Christmas, and proved very welcome alike to glass blowers and cutters and to the firms finding them employment. The call, generally speaking, was for all kinds of tableware—decanters, wines, clarets, &c., including many of the old Georgian patterns; the former with melted-on rings, hollow-fluted bodies, and other well-known examples of the cutters' art. Not, however, that these have ousted the modern patterns, more elegant in shape and lighter in weight. It is thought by some connoissseurs that hollow-stem wines and goblets, with fluted stems, are likely to come into fashion; but it is doubtful if the change from solid stems will prove more than a passing fancy, partly because of the expense. Flint cut tumblers are in favour just now for the London and other high class markets, as also are cut scent bottles, and cut glass in small dishes, &c., for mounting by silversmiths. Some good orders for these latter goods, not only in crystal but in various shades of colour, are reported to have been received from Sheffield by manufacturers in this district.

It is pleasing to learn that more and more attention is being paid by the youths of Stourbridge, and by employers in the glass trade, to technical education. The Higher Education Committee have given no little time to this matter, and at the annual prize distribution of the institution in January they so well conduct, the Chairman (Mr. W. G. Grosvenor) congratulated both teachers and students on what had been accomplished, especially on the art side. Works had been submitted for national competition, and these included not only designs but manufactured articles. Upon these the official report of the examiners was that they showed a good knowledge of the technical requirements of the trade. And Mr. Williams-Thomas, no mean authority on art craftsmanship, spoke with pleasure of the work done. It is in this way that Stourbridge will keep up its reputation for the production of artistic glass. In days gone by there have been workmen who, instinctively, and without any scientific training whatever, made articles which are a delight to look upon, so beautiful are they in conception and execution; and their sons, aided by the knowledge gained in the local technical institution, may reasonably be expected to excel their efforts. The district has always maintained its reputation for the purity of the flint glass manufactured, in however humble shape it may be presented, and for the beauty of design and colour in fancy glass for trade and ornamental purposes. Flower vases, globes, &c., for electric and incandescent gas lighting offer examples of the beautiful in art workmanship that are a joy to look upon. To come to humbler productions of

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GRAND PRIX

DEPT. D, GROUP 45, CERAMICS.

GRAND PRIX

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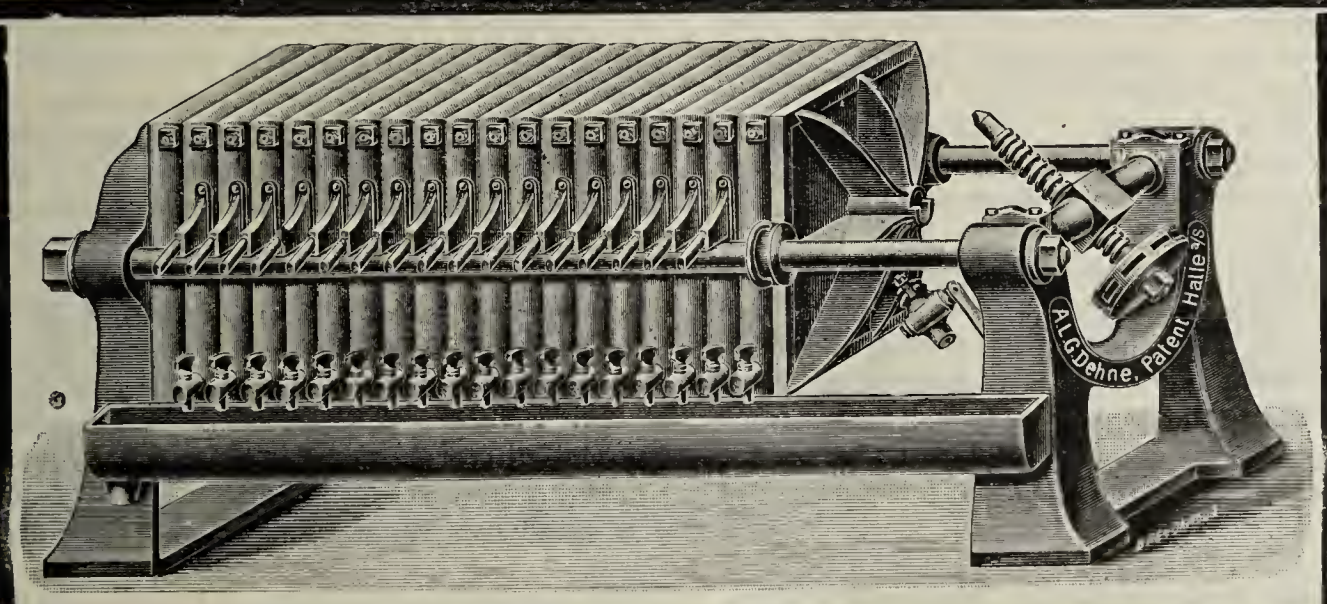
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...ay mention that the bottle trade is more ...te, and there is reason to believe that, given ...spring and summer, the season will be a satis-

...ingham there is a slight improvement in the ...s trade. Manufacturers, and therefore workmen, ...een heavily hit by foreign competition in the British Colonial markets. The latest example of the enter...e of our competitors is contained in an announcement ...at the Federation of Glass Manufacturers of Charleroi has resolved to establish sale departments for India and for Canada. The few Birmingham houses engaged in the flint glass trade are doing a fair amount of business, and, indeed, have had a fair run since the beginning of January. Tableware of the best and medium qualities have sold well. Pressed goods have gone fairly well, but they suffer by competition from the Continent; and the same is the case, perhaps, in a more marked degree, in the cheap wine and tumbler trade. One result is that there are some workmen short of employment. Gauge tubes are being manufactured, though not in as large quantities as once was the case. Firms engaged in the looking-glass trade are fairly well employed on home, colonial, and foreign orders. The business—to which every attention is paid in the managerial and other departments—is thriving, and is likely to continue so. At Spon-lane, where, as is known, a great variety of departments are connected with the glass trade, there is much activity. The demand for rolled glass in fancy patterns, for windows, partitions, &c., in crystal, as well as in various artistic shades of colour, keeps up well, and, indeed, increases; and there is briskness in the production of lenses for lighthouses, a speciality of the great firm, for the indispensable articles are in steady call from almost all the shores of every maritime country in the world. Glass cutters doing business for the silversmiths and electro-platers are better employed than for a few months past.

Taking Lancashire generally, there is an improvement to report during the last two months in the flint glass trade. In this, Warrington, where business had been slack in the last months of the old year, and to some extent in January, has shared, though the change for the better is not strongly marked. The prospects for the spring trade are considered good on the whole. Bottle makers are busier than they were, and it is hoped that there will be further activity, for the men are receiving rather better pay, and prices for aerated bottles, beers, &c., are firm. The table trade work in Manchester is fairly good, but this important branch is small compared with what it was thirty, forty or even fifty years ago. Glass cutters are in less number, and of engravers there are now really very few. In pressed goods there is somewhat more doing, but anything like the average turn-out of the days that are past is not reached. The coloured table glass made here is appreciated by buyers, both home and colonial, as also are the fancy shades, &c., for electric light and incandescent gas fittings. The machinery glass trade of Manchester keeps very brisk, good orders coming in from the machine makers, who, owing to the continued prosperity of the cotton industry, have orders in hand that will take till the end of the year to execute.

At St. Helen's, the one plate glass firm are extending their works and establishing new furnaces. There are indications that there will be an amount of prosperity in this branch that has not been enjoyed for some years, the competition of foreign makers being overcome by courage, enterprise, and skill. Sheet glass flatteners and benders are having a fairly good season, but they have not yet caught on with the makers of motor cars to the extent that had been anticipated, and which, if the trade could be developed, would be such a benefit to the users of covered cars for touring, &c. The tubing trade is brisk, the shi... ping houses taking a fair proportion of the goods. T... condition of the bottle trade is much like that prevaili... in South and West Yorkshire, detailed below. The me... employed at the furnaces are receiving advanced wages, an... as there is not that difficulty in getting boys to "carry in" and "wet off" that is experienced in places further eas... there is a larger proportion of adult hands at work. At S... Helen's Junction, where an old tube works was converte... into a thoroughly up-to-date glass manufactory, a larg... and steady business is being done, and the goods produce... appear to be giving every satisfaction. Confectionery ja... and globes are being made in fair quantities in St. Helen's as also at Manchester, and to a less extent at Warrington... Taking Lancashire throughout, the relations betwee... employees and workmen are generally satisfactory.

At the time of writing, while February is drawing to ... close, the condition of the glass bottle trade industry i... South and West Yorkshire was better than for many month... past, and there is a sanguine feeling—at least amongst th... men—that the improvement will be maintained till th... middle of autumn. The negotiations between the manufac... turers in the parts of the county named have ended as was expected, in a compromise with the bottle makers' union, and neither side claims a victory over the other. The men are conceded a wage advance of 2s. per week and an additional 5 per cent. for overwork, and this ha... been approved by the members of all the branches. Botl... sides at the conference withdrew a number of proposed alterations in the working conditions round the furnace... and by so doing they cleared the way for the ratificatio... and signing of the yearly agreement, which came into opera... tion on the first Monday in February. There are severa... points of dispute deferred, and should trade become very brisk, with a prospect of a continuance for some time, they are sure to be heard of, because of their importance. Amongst these points are: (1) the three-shift system, instead of two; (2) the half-hour extension; (3) a price list for all bottles, in place of prices for overwork; and (4) the deletion of the regulation prohibiting bottle makers from working in the same shops as the men and youths who make bottles, jars, &c., by machines; which regulation, the employers hold, is productive only of strife and ill-will. Making articles by machinery has come to stay, and is pretty sure to extend; and manufacturers point to the flint houses where, ever since the invention was put into operation, pressers of tumblers, sugars, creams, dishes, &c., have worked amicably in the glass houses with the regular glass-blowers, chairmen, servitors, and footmakers, and ask what is there in the blowing of glass bottles—comparatively unskilled work—that should prevent men and boys actuating the machines from working at the same tank or furnace. This will not be insisted upon at present, for the feeling against machine workers is, on the part of the blowers, very strong. Among the other deferred points is a proposal made by the men's union that apprentices should "share work" with them, and not be kept on by the employers when there is slackness of trade, as has heretofore been the case. A mutual disinclination to take action exists on both sides, a feeling that may be dissipated or strengthened; it all depends on the state of trade.

The season has opened much more auspiciously than for several years back, but business cannot be reported by all manufacturers as sufficiently good to permit the setting on of more hands. Most of the men in West Yorkshire retained during the winter are now employed full time. This condition of things would be greatly extended were it not for the fact that in some places it is extremely difficult to get a supply of boys, without whose help as "takers in" and "wetters off" the men cannot work. This is most

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irritating to them, and to the firms affected; especially as there are numerous orders for bottles, &c., awaiting execution, and customers are beginning to press for deliveries. It will be seen how necessary it is that the required number of lads should be quickly found when we name that a large proportion of the orders in hand is for "minerals" ("split" and full sizes) for foreign and colonial as well as the home markets, along with ale and stout and wine and spirit bottles. It is gratifying to note that several large orders like those which, for some years past, went to Continental firms—chiefly French and Belgian—have been placed this season with British manufacturers. This partially accounts for the improvement in the home trade, particularly in the Castleford, Knottingley, and Thornhill districts. There is also an increased demand from our colonies—those in Australia and South Africa in particular. When the elections are over in the latter country it is expected that some good repeats will be received.

The flint houses in the Barnsley district and elsewhere are fairly busy with the production of small goods for druggists and medical men; also in the making of "sauces," &c. The trade has sustained a distinct loss through the death of the venerable Mr. G. Wright (Wright Bros., Barnsley), who passed away on Sunday, the 10th ult., having attained the ripe age of eighty-five years. He was a man of good judgment, and in his prime distinguished for enterprise and skill

In the city of York there is increased activity, the demand being mainly for medicine bottles and for measures and other articles used in the profession. The manufacture of fancy goods, as well as those intended for purely scientific purposes, has extended, and there is every prospect of a good spring and summer. For steam and other tubing there is about an average demand, and which, it is expected, will be much increased before the present month runs out. In Leeds there is more doing by the glass bottle houses, and a better feeling prevails, the men having obtained an advance of wages, though other concessions have not yet been granted.

Northumberland and Durham glass manufacturers are having a larger turnover than of late, but profits are not what they should be in the pressed goods departments, owing to the low figures at which inferior articles from oversea are put on the market. At the time of writing there is a belief that full time will soon be the rule round the furnaces; short time has prevailed for a considerable period with some firms. The glass bottle trade at Seaham Harbour and other works in the North has improved; but present prospects, to use a workman's phrase, "hang upon the weather."

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

WEATHER of Arctic conditions and the enhanced prices of goods have combined to make the month of February about the deadest month on record for our retail merchants. The turnover has been most meagre, so far as the ordinary classes of ware are concerned. If there has been any exception to this rule of dulness, that exception is to be found in hot-water bottles, for which, this winter, there has been a very marked demand. This isolated exception, however, has in but small degree modified the great aggregate of stagnation otherwise prevailing. Better weather conditions may, reasonably enough, be counted on during March, bringing something more of stir to our retail places of business; but there will still be the drag of the higher prices, an influence which will be felt more or less all over the season, unless circumstances permit of a lowering of selling figures to the former level, which is not likely. The whole of the makers have not yet advanced prices, there being, as usual, some who hesitate, and certain classes of ware (such as Rockingham and jam pots) are not touched at all.

In the case of the wholesale merchants, and partly also in that of the makers, stocktaking has, during January and part of February, been occupying much attention. This is now practically over, and the travellers in the trade have already been testing some of the outlying fields in the way of orders and supplies for the spring and early summer needs. In these cases, the effects of the general advance have been felt in the way that was expected, that is, in the curtailment of quantities ordered, and sometimes in a putting off of ordering altogether till next journey. Owing to snowfall and blocked roads, most of the country districts have presented serious difficulties to the travellers, and real business in some cases will not begin to be overtaken till March.

The jam jar section of the market has not yet been affected by the rise, but it would appear that the wholesale consumers (fruit preserve factories) apprehend that there will be a rise here soon also; for already there has been a call on the jar makers for the signing of contracts against the coming season at last season's prices, and it is understood that some makers have acquiesced. Last season's values were fairly good; but fuel has risen and still rises, so that conditions are altered. Those makers who secured coal contracts that have still some time to run are the best off.

The Rockingham position remains unchanged, and wholly unsatisfactory from whatever point of view. We believe that it is one maker only that now blocks the way to a better working arrangement; but he is an obstacle of a very positive kind and difficult to move, though the present very heavy pressure of increased cost of production must bear upon him as upon the others. It is reported that an attempt is now being made to bring all the Scottish Rockingham makers into line as regards prices and marketing customs, with prices moved up to something like a reasonable mark. Past efforts in this direction are not hopeful of effect, but the need of some agreement of the kind is now more clamant than it has ever been, and it is said that necessity has no law.

Sir James Fleming (of Messrs. Cochran & Fleming, Glasgow) was, just at the close of January, entertained to a complimentary dinner, when many of the leading men of Glasgow and the west of Scotland were present. Sir James's persevering and indefatigable connection with the Glasgow School of Art, and his qualities as a lover of art generally, were warmly acknowledged in the toast proposed by the chairman, and as warmly endorsed by the distinguished company present.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

HUMPHREY & RENNIE (George Humphrey and James Rennie), 153, High-street, Dumfries, china merchants. Feb. 9. Debts by G. Humphrey, who continues in his own name. (Feb. 12.)

Notices of Intended Dividends.

BOULTON GEORGE M., 69, Craven Park-road, Harlesden, china and glass dealer. Claims to E. L. Hough, B.C., O.R.

COLE JOHN T., 25, Claremont-terrace, and 23½, Feasegate, York, glass merchant. Claims to C. Turner, Sheffield.

CUNNINGHAM CHARLES, 3, Temperance-row, Wheeler-street, Hull, crockery dealer. Claims to C. H. King, Hull, O.R.

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Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co. (Mr. A. E. Potts), Sydney & Wellington
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Declaration of Dividend.

SHAW MARY J. and LIZZIE ALLEN, trading as L. & M. Allen, Longford, china, glass, &c., dealers. First and final of 14s. 9d. in the £. O.A., J. A. Maconchy.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. P. G.)

CLITHEROE JAMES, 36, Lytham-street, and 15, Manchester-road, Blackpool, glass and china dealer. Absolute assignment of debtor's business estate to one George R. Jowitt, 11, Birley-street, Blackpool, auctioneer, &c., in consideration of his covenanting to pay to trustee a sum sufficient to meet a composition of 3s. in the £, after the expiration of three months from date hereof; and the said G. R. Jowitt also agrees to postpone his claim of £600. Dated Jan. 29. Filed Feb. 4. Liabilities unsecured, £973 18s. 10d. Property, after deducting secured claims, £335 5s. 4d. Tr., J. Potter, 25, Birley-street, Blackpool. The following are creditors :—E. Enderlein, London, £19; M. J. Guggenheim, London, £13; G. R. Jowitt, Blackpool, £600; A. Read's Trustees (c.o., &c.), Blackpool, £41; C. Clitheroe, Blackpool, £27; J. Humphreys, Burslem, £17; H. Hulme & Sons, Burslem, £21; H. Alcock & Co., Corbridge, £12; Dudson Bros., Hanley, £11; New Hall Pottery Co., Hanley, £18; British Anchor Pottery Co., Longton, £12; G. Proctor & Co., Longton, £48; Sampson, Bridgewood & Co., Longton, £20; J. Holding & Sons, Oswaldtwistle, £24; Burgess & Leigh, £13.

FALLOWS JAMES, 70, Bedminster-parade, and 85, Somerset-road, Knowle, both Bristol, china dealer. Dated Feb. 13. Filed Feb. 18. Liabilities unsecured, £165 12s. 11d. Property, after deducting secured claims, £217 14s. 5d. Tr., A. Collins, 28, Baldwin-street, Bristol.

SPICER ARTHUR, 2, Orchard-lane, Southampton, glass and china dealer. Dated Jan. 15. Filed Jan. 22. Liabilities unsecured, £326 12s. 4d. Property, after deducting secured claims, £213 10s. Tr., C. T. Appleby, 4, Charterhouse-square, London, E.C. Secured creditors, £165. The following are creditors :—R. Johnson & Co., London, £13; Le Personne & Co., London, £10; J. Tracey & Co., London, £67; Alliance Glass Co., Ltd., Bristol, £10; Sefton & Brown, Ferrybridge, £11; G. Davidson & Co., Gateshead, £10; W. H. Lockett, Hanley, £13; A. B. Jones & Sons, Longton, £14.

TAYLOR NICHOLAS, Denholme, Bradford, earthenware manufacturer. Dated Feb. 8. Filed Feb. 12. Liabilities unsecured, £415 7s. 7d. Property, after deducting secured claims, £88. Tr., J. N. Lister, Silver-street, Halifax. The following are creditors :—Isaac Wood, Allerton, £69; F. Taylor, Bradford, £100; E. Catherall, Harborne, £18; Mark Gibson, Holmfield, £213.

WILD FRED, 172, Manchester-street, Oldham, glass and china dealer. Dated Jan. 22. Filed Jan. 28. Liabilities unsecured, £777 4s. 11d. Property, after deducting secured claims, £190. Tr., W. J. Randall, 1, St. James'-square, Manchester. The following are creditors :—J. Levy & Co., London, £19; E. Enderlein, London, £108; H. K. Hales, Burslem, £11; Sandland, Ltd., Hanley, £16; G. M. Creyke, Hanley, £17; S. K. Wild, Lees, £200; G. Whittle, Long Melford, £14; J. Unwin & Co., Longton, £46; Longton Porcelain Co., Manchester, £11; S. McLardys, Manchester, £19; Parnell & Co., Manchester, £10; Binns & Co., Manchester, £60; B. Stern, Manchester, £25; T. Weber, Manchester, £60; E. Fellows, Manchester, £12; C. H. Radcliffe, Oldham, £13.

Order Made on Application for Discharge.

EVERETT FREDERICK, lately china and glass dealer, 2 and 4, Church-road, Willesden, and 203, Gowan Lea-parade, Willesden Green, N.W. At the London Bankruptcy Court, on February 21, this bankrupt applied to Mr. Registrar Hope for his order of discharge. It was reported by Mr. W. P. Bowyer, who appeared as Assistant Receiver, that proofs of debt had been admitted to rank against the estate for sums amounting to £1,117 0s. 11d., and that the assets, which were estimated to produce £330, had realised £286 3s. 4d. A first and final dividend of 1s. 8½d. in the £ was paid. The bankrupt and a partner for some six months, in 1881, carried on business at London-wall, E.C., as agents for Continental manufacturers, and in High-street, Croydon, as china and glass dealers. On the dissolution of the partnership the bankrupt took over the Croydon business while his partner continued trading at London-wall, and each partner undertook to pay a moiety of the partnership debts. His partner, however, failed to do so, and, mainly in consequence of that, the bankrupt was compelled to effect a private arrangement with his creditors, under which he believed a composition of 8s. in the £ was paid on liabilities amounting to £600. He continued the business for some years, after which h traded at various addresses, first as a china and glass dealer an afterwards as a household stores and hardware dealer. His in solvency was due to loss in trading at Gowan Lea-parade, the prof at the other shop being insufficient to meet his expenditure, and t illness which prevented him from attending to his business in 190 The bankrupt maintained that it was not until the middle of Janu ary, 1902, that he realised that he was insolvent, although h admitted that at the end of 1900 he had a difficulty in meeting hi bills. He had kept certain books of account, but no proper cas book, nor any full record of his payments. The books had neve been properly balanced, neither had a balance sheet nor profit an loss account at any time been prepared. As offences the Assistan Receiver reported that the bankrupt's assets were not of a valu equal to 10s. in the £, that he had omitted to keep proper books o account, and that he had, on a previous occasion, made an arrange ment with his creditors. After hearing a solicitor, who appeared on the bankrupt's behalf, his Honour upheld the report, and suspende the order of discharge for two years.

Bankruptcy Proceedings.

ADAMS ALEXANDER ANNAN (formerly trading as the Duro Decorative Art Co.), wall tiling manufacturer, 86, Leadenhall-street, E.C This debtor, who acted as a director of Durolite, Ltd., attended a sitting of the London Bankruptcy Court on February 13, for public examination before Mr. Registrar Giffard, upon a statement of affairs showing liabilities £7,505 9s. 6d., of which £5,075 7s. 7d. were returned as expected to rank for dividend; and estimated net assets, £1,817 8s. 1d. Mr. E. Leadam Hough appeared as Senior Official Receiver, and upon examination by him, the debtor stated that he had been bankrupt on a previous occasion. That was in 1892, when he failed in the Sunderland Court with liabilities amounting to some £1,650. A dividend of less than 1d. in the £ was paid to the creditors, and he obtained his discharge subject to a suspension of five years. In 1894 he came to London, and in December, 1904, purchased the assets of a company, then in liquidation, which had been manufacturing "Durolite" wall tiling. The tile was an opal one, and he paid £400 for the assets, two other persons being interested in the purchase. He carried on the business until February, 1906, at 86, Leadenhall-street, E.C., and obtained the capital necessary for the trading from a company in which he was interested. In February, 1906, he promoted a company, called Durolite, Ltd., to take over the business, and as vendor he received £15,000, the greater portion of which was payable in shares of the company. While he was carrying on the business it had resulted in a profit to him of £1,040; but he was now liable for an overdraft of £400. He had been connected with other companies, and his present position was due to his expenditure having recently exceeded his income, and to a heavy loss in connection with an electrical business. The debtor added that, at the General Election, last year, he unsuccessfully contested the constituency of North Down, Ireland. In that manner he expended £1,500, and the claim of the petitioning creditor was in respect of the unpaid portion of such expenditure. He admitted that he was short of cash in February, last year, but said that he was not sued by a creditor until June. He would have known that he had been insolvent for a considerable time past if the present estimate of the value of his shares had been adopted previously. In reply to counsel representing a creditor the debtor stated that of the shares which he received as vendor to Durolite, Ltd., he himself only obtained £7,500 worth of them. He gave some 2,200 to a company, and a very considerable number to his family. Durolite, Ltd., was at the present time in liquidation. The examination was ordered to be concluded.

BOYSON WILLIAM, earthenware dealer, 17, Warrington-road, Platt Bridge, Hindley, Lancs. The debtor attended at the Court House, Crawford-street, Wigan, last month, before Mr. Registrar Brierley, for his public examination, when Mr. T. H. Winder questioned debtor, who said that he started dealing in arthenware goods in his spare time, with a capital of £4 or £5, and about four years ago he gave up his employment and devoted himself entirely to the earthenware business. He made at first from £2 to £2 10s. a week. The Official Receiver (Mr. Winder) asked why he did not file his petition twelve months ago when he knew he was in difficulties, and the debtor said that he went on hoping he would be able to pull round. The failure was ascribed to bad trade. On the application of Mr. Arthur Smith, debtor's solicitor, the Registrar ordered the examination to be concluded. The liabilities in this case are stated at £140 0s. 8d., and the assets are estimated to realise £26 19s., thus disclosing a deficiency of £113 1s. 8d. The following are creditors :—Barratt & Co., Burslem, £19; Jas. A. Briar, Dewsbury, £17; Wm. Gill & Sons, Castleford, £10; Clokie & Co., Castleford, £10; Harold K. Hales, Burslem, £11; J. Hobson & Sons, Burslem, £10.

BRYANT JOSEPH CHARLES (described in R.O. as J. Bryant, trading as J. Bryant & Co.), 122, Bermondsey-street, glass merchant. Adj., Jan. 26.

ENGLAND THOMAS HAYDN, china dealer, 92, High-street, Merthyr Tydfil, Glamorganshire. This debtor attended at the Town Hall, Merthyr Tydfil, for his public examination last month before Mr.

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19, Ludgate Hill, LONDON, E.C.

Registrar Lewis, the debtor being represented by Mr. W. R. Edmunds, the deficiency being stated at £949. Debtor had lost between £180 and £200 through the death of eight horses. He had taken £285 worth of goods which he did not want simply to oblige a friend, and he thought a lot of his trouble was due to this. The examination was concluded.

HUMBERSTONE JOHN (trading as John Humberstone & Sons), china and glass dealer, 254, High-road, Willesden Green, N.W. and 59, Church-street, Edgware-road, W. The debtor filed his petition on January 16, and the statutory first meeting of his creditors was held last month at the London Bankruptcy Court, Mr. G. W. Chapman, Official Receiver, presiding. It was reported by the Chairman that, according to the debtor's statements, he began business as a china and glass dealer some five and a half years ago in Portland-market, W., with a capital of £20. He obtained credit to the extent of £45, and traded at that address for twelve months. He then took a shop at 59, Church-street, Edgware-road, and, having traded at that address for two years fairly successfully, he took additional premises at 254, High-road, Willesden, which cost him to fit up £50. He began trading at that address with the intention of putting his son into the business, but there was never any suggestion of a partnership between them. That business had, however, never paid, owing to the poorness of the neighbourhood, and he was eventually compelled to file his petition in consequence of pressure by a creditor. The debtor attributed his failure to bad trade, heavy business expenses, and want of capital. A statement of affairs had been filed showing liabilities £451 9s. 10d., of which £419 3s. 1d. were returned as expected to rank for dividend; and estimated assets £10 3s. 3d., after providing £32 6s. 9d. for preferential claims. There was no offer of composition before the meeting, and it appeared that the debtor had been adjudged bankrupt. In the absence of any resolution, the case, being a summary one, remained in the hands of the Official Receiver as trustee for administration. Appended is a list of the principal creditors:—Burnett, Compton & Co., Southwark Bridge-road, S.E., £11 3s. 8d.; Broadhurst & Sons, Stoke-on-Trent, £23 17s. 8d.; Bawo & Dotter, Farringdon-avenue, E.C., £10 16s. 8d.; Clough & Lester, Longton, £10 8s. 1d.; Dornberger & Co., Edmund-place, E.C., £20 11s. 6d.; Daws & Co., Newgate-street, E.C., £13 11s. 6d.; J. Darlason, Bethnal Green, E., £90; Greener & Co., Sunderland, £10 15s. 1d.; J. Green, Elgin-crescent, W., £10; E. A. Hunter, City-road, E.C., £12 10s.; Jonas, Lang & Co., Houndsditch, £22 1s.; Ulman and Engelmann, Fore-street, E.C., £16 16s.; C. Waine & Co., Longton, £16 13s. 8d.; A. G. Hull, Longton, £10.

MARSHALL JAMES ALEX. (trading as James Marshall & Co.), 2, Dyer's-buildings, Holborn, and Grasmere, Hammer's-lane, Mill Hill, china and glass merchant and manufacturers' agent. R.O., Jan. 25. First meeting, B.C., Feb. 6. Exam., B.C., March 1. Adj., Jan. 25. The first statutory meeting of creditors under this failure was held on February 6, at the London Bankruptcy Court, Mr. Walter Boyle, Assistant Receiver, presiding. The debtor filed his petition on January 25. It was reported by the Chairman that, according to the debtor's statements, he was formerly managing director of John Marshall & Co., Ltd., earthenware manufacturers, Bo'ness. That company eventually went into liquidation. He had been in the pottery trade the whole of his life, and began business as a commission agent for earthenware and china manufacturers in July, 1899, at 7, Ely-place, Holborn, E.C. At the time he had a capital of £20. For the first year the business did not make much profit, but the prospects of the trade increasing were good, and shortly afterwards he removed to other premises at 2, Dyer's-buildings, Holborn. Occasionally, he had dealings as principal, and in or about 1902 he also began business as a merchant, and he subsequently traded as a china and glass merchant and agent. He managed to make a living from the business, and, as the trading increased, he borrowed money from time to time from his uncle and from friends. In July, 1905, as he required still further capital, he took into partnership a Mr. R. R. Franz, who had been carrying on a similar business, and who put at least £1,000 capital into the partnership. They traded together as Marshall, Franz & Co., a deed of partnership was drawn up, but it was never executed. It was, however, agreed that the partners should have equal shares in the business, and their two businesses were amalgamated. At the time the partnership was entered into the business appeared to be solvent, but that was not including liability due to his uncle for money lent. The firm's trading was not successful, and a considerable loss was incurred. Larger premises at Buchanan's-buildings, Holborn, had been taken, and in consequence the expenses were heavier; besides, there was a large expense in connection with travellers. Bad debts were incurred by the firm, and as a result they got into financial difficulties. Eventually it was agreed that a dissolution of the partnership should be arrived at, and a deed was accordingly executed in August last. His partner retired and he (debtor) agreed to pay him £500 by instalments, commencing in 1908. He had since traded alone, and since the dissolution had put £200 capital, which he borrowed, into the business, and had considerably reduced the expenses, having moved back to 2, Dyer's-buildings, E.C. The debtor further stated that, with additional capital, he could have made a success of the business. The profits had increased, but he had been more or less pressed by creditors, and had experienced difficulty in meeting his bills as they became due. Once or twice he had been sued, and eventually a German firm began proceedings against him, and obtained judgment. On January 16 execution was levied; he tried to procure the necessary capital to save the business, but failed to do so, and having been advised to file his petition, he did so. The debtor added that on or about October last he began an action against one S. W. Dean, earthenware manufacturer, of Burslem, for the recovery of £370. The trial of the action was now pending. He attributed his failure to want of capital, bad debts, the expenses of the business during the partnership having exceeded the profits, heavy bank charges and interest and expenses in connection with protested bills. The Chairman further reported that no statement of affairs had been filed, but the debtor estimated his liabilities at £3,000 and disclosed assets of the value of £600 to £700. In reply to the Chairman the debtor stated that his father, who carried on business at Bo'ness as an earthenware manufacturer, died some twenty years ago worth £50,000. Under his will he became entitled to one-ninth of the estate, but he was unable to say how much he had received, or if he were entitled to anything more under the will. There was no offer of composition before the meeting, and it appeared that the debtor had been adjudged bankrupt. Mr. R. F. G. Kidson, chartered accountant, 2, Gresham-buildings, E.C., was appointed trustee of the estate, and he was directed to give a bond of £600 as security. Appended is a list of the principal proofs of debt lodged:—W. Anderson & Sons, £19 12s.; C. Allerton & Sons, £13 12s. 3d.; Duseer, Porzellan manufacturer, £21 18s. 3d.; K. Franz, £500; Messrs. E. E. Franz, £130 17s. 9d.; Messrs. G. F. Kidson, £124 3s. 7d.; Kidson, Son & Bird, £42 6s. 6d.; W. McKimmie, £14 2s. 6d.; Peill & Sohn, £10; United States Glass Co., £11 0s. 10d.

PORTEOUS NEVILLE LIDDELL, Priestpopple, Hexham, china dealer. R.O., Feb. 7. First meeting, O.R.'s, Newcastle-on-Tyne, Feb. 20. Exam., C.C., Newcastle-on-Tyne, Feb. 21. The following are creditors:—J. F. Eldon & Co., Ltd., Burslem, £12; Faudels, Ltd., London, £10; R. Johnson & Co., London, £27; Jonas Lang & Co., London, £10; A. Mackie & Sons, Longton, £18.

SCHNEIDERMANN LEON, Oxford-house, 27, Beaufort-street, Stapleton-road, late 92 and 98, Lawrence-hill, Bristol, china, glass, and hardware dealer. R.O., Jan. 30. First meeting, O.R.'s, Bristol, Feb. 13. Exam., Guildhall, Bristol, March 8. Adj., Feb. 2. The first meeting of creditors herein was held last month at the Official Receiver's offices, 26, Baldwin-street, Bristol, when the Official Receiver stated that the statement of affairs was not complete, but it appeared that the liabilities amounted to £2,031 odd, and there were no assets. Messrs. Lawrence, Williams & Watts appeared on behalf of the petitioning creditors.

UNIVERSAL BAZAAR CO., LTD., dealers in pottery and china and glass goods, 17, Charterhouse-buildings, Aldersgate-street, E.C. Under the failure of this company Mr. H. M. Winerds, Assistant Receiver, has issued to the creditors and shareholders the usual summary of the statement of affairs, together with his observations upon the case. The summary shows liabilities £14,163 4s. 6d., of which £8,862 14s. 8d. are returned as unsecured, and £5,225 as due on debenture bonds, and estimated assets £11,967 4s. 7d. After providing for the claims on the debentures and preferential payments a deficiency of £2,195 19s. 11d. is disclosed. In relation to the shareholders a total deficiency of £10,952 19s. 11d. is disclosed. The Assistant Receiver reports that the company, which was promoted by Mr. W. H. White in conjunction with Messrs. Calcutt & Bevis, was registered in June, 1903, with a nominal capital of £15,000, and was formed to acquire from Mr. White, as a going concern, the business carried on by him at 209, Brompton-road, S.W., and elsewhere. The purchase price was £13,750, payable in shares and debentures of the company, and the company took over liabilities of the business amounting to £2,914. Other liabilities, amounting to £8,250, were discharged by the issue of debentures and shares. Mr. White was appointed managing director for life at a salary of £600 a year, and he had been the sole director. In Mr. White's hands the business had been for a time phenomenally successful, and the company acquired from him the leases of ten shops. At the date of the winding-up order business was being carried on at seventeen shops. The books of the company had been regularly balanced. For the year ending January 31, 1904, a profit of £47 was made, during the next year there was a profit of £13, and for the year ending January 31, 1906, the profit was £23. At the end of September last the debenture holders appointed a receiver and manager, and he carried on the business until Christmas, when the debenture holders purchased the company's equity in ten of the shops and fittings at the price of £3,000 in cash, of which a deposit of £500 has been paid. The balance is payable on completion of the purchase, which has been delayed. In addition to paying £3,000, all claims under the debentures for principal, interest, and costs will be withdrawn. The arrangement was brought before the committee of inspection appointed on behalf of the unsecured creditors, who unanimously approved it. The failure of the company is attributed to want of working capital, which increased the cost of the necessary stocks, as the company was not able to buy for cash; and also to a falling off in the popularity of a cheap bazaar. The liquidation remains in the Official Receiver's hands.

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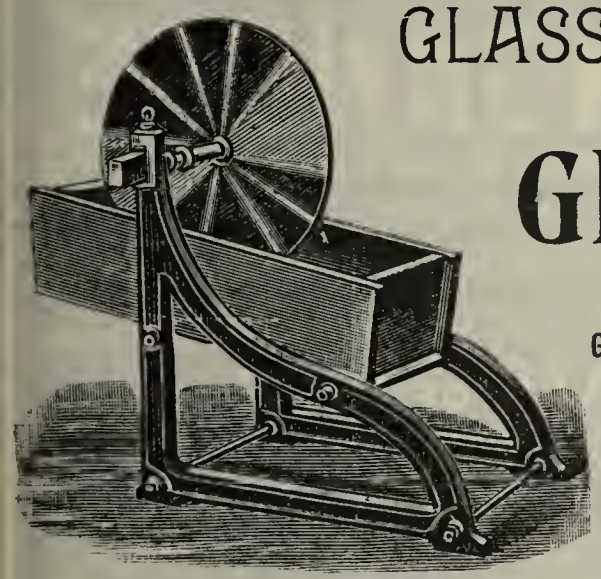
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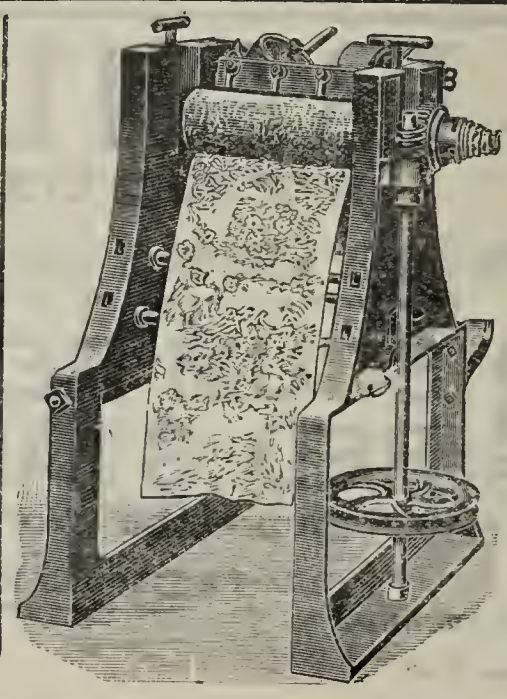
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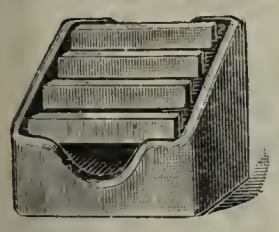
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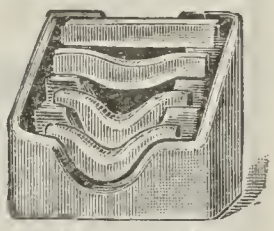


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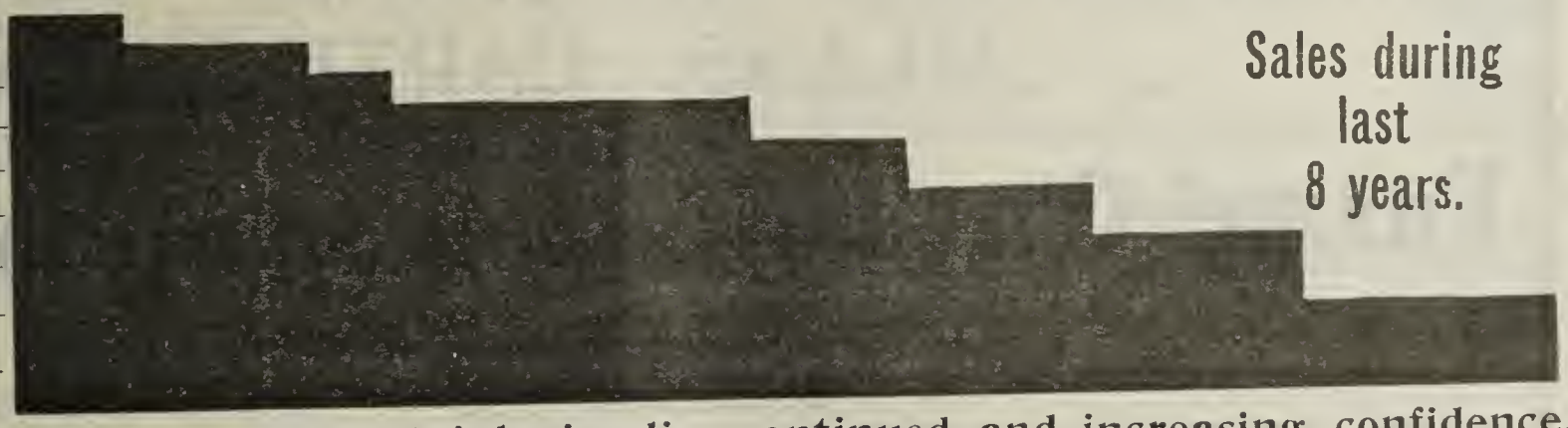
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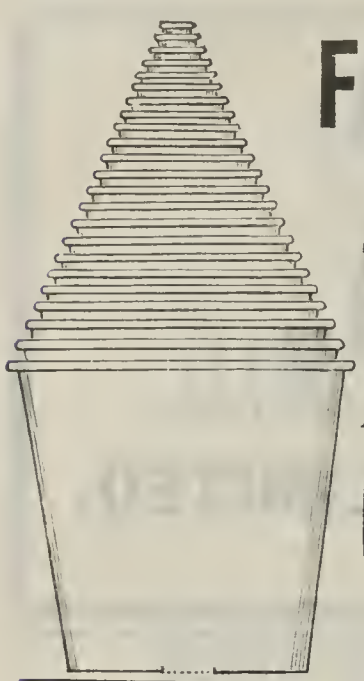
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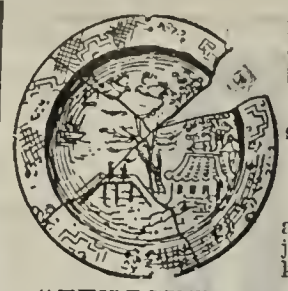
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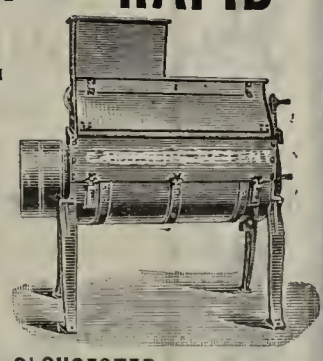
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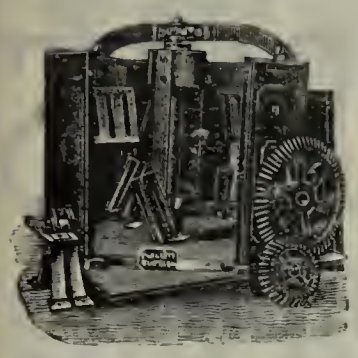
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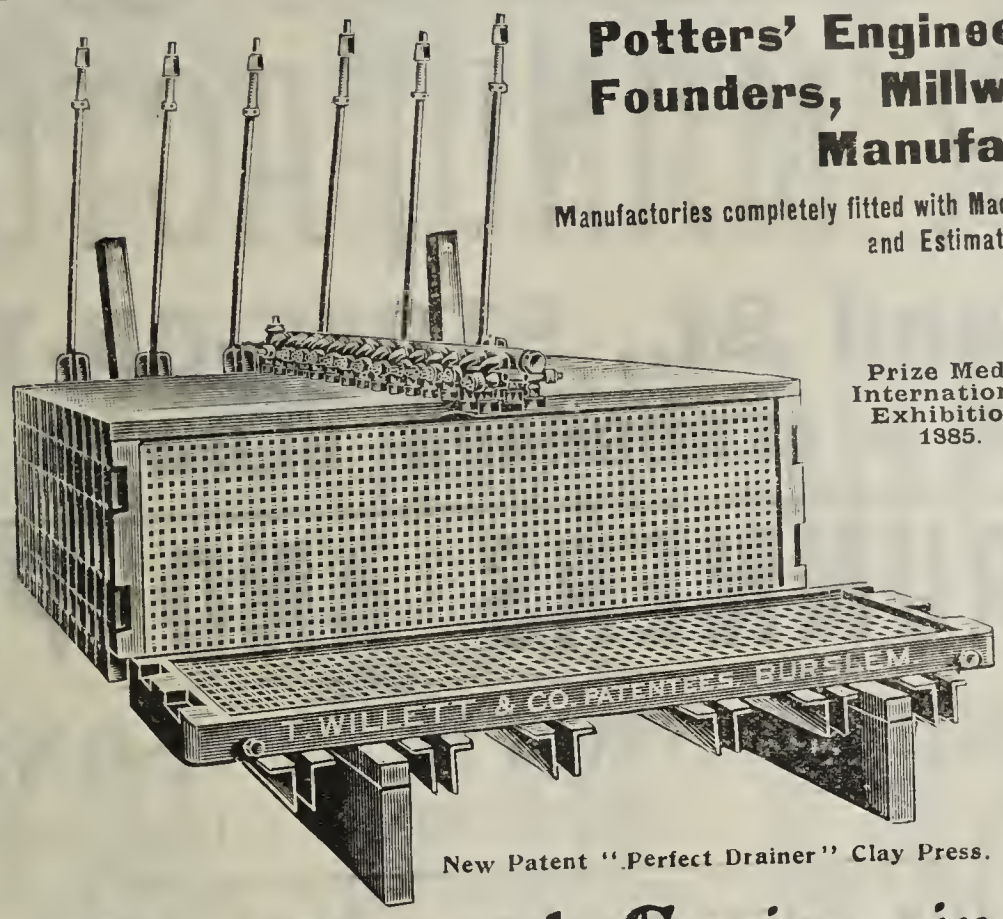
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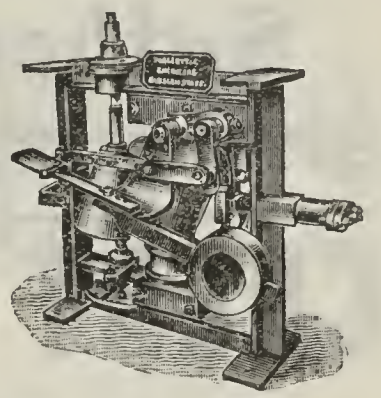


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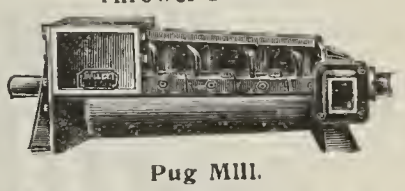


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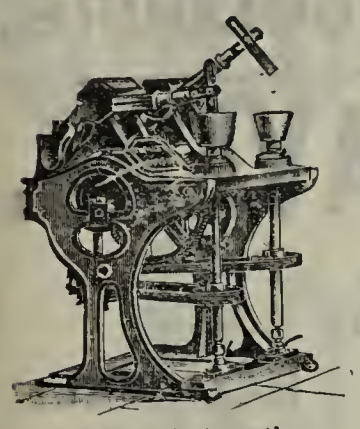
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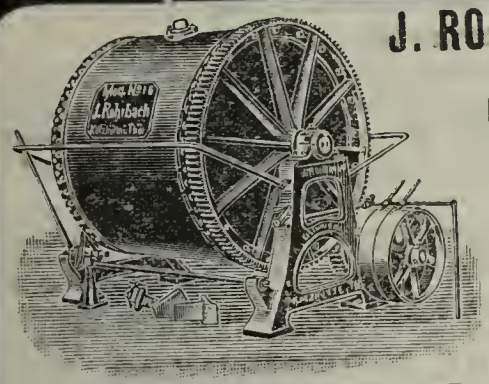
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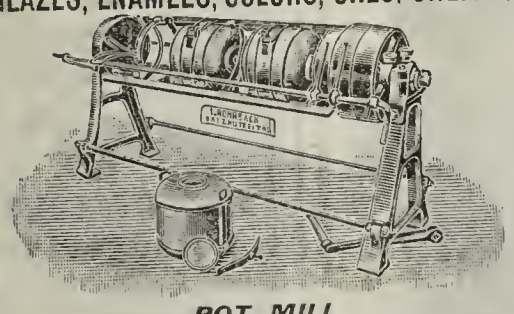
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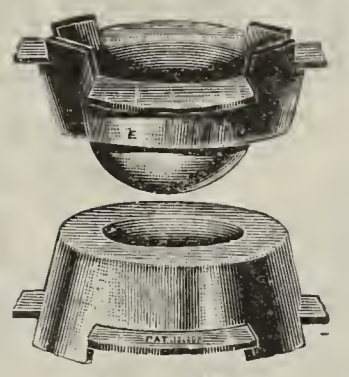
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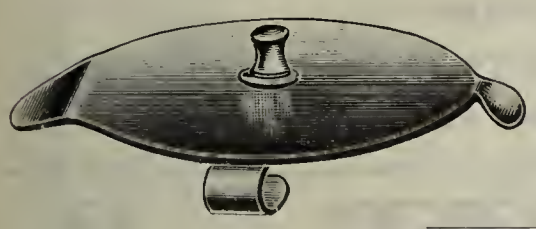
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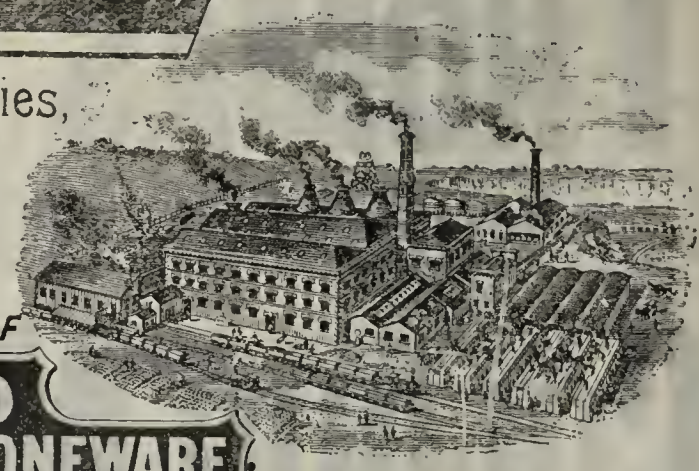
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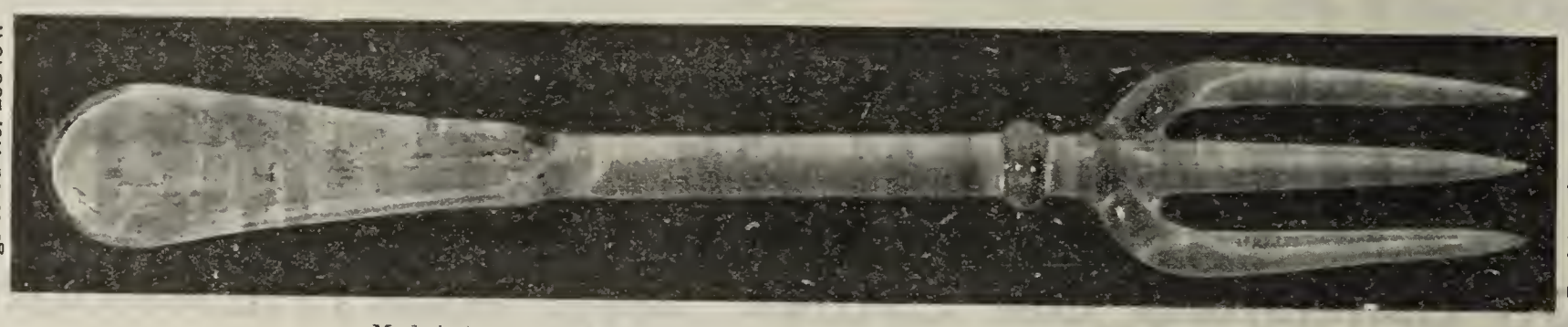


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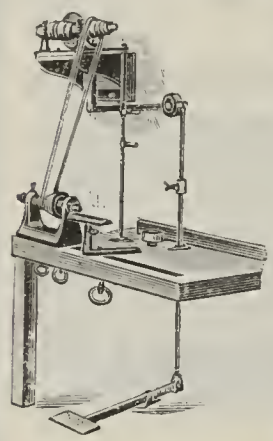
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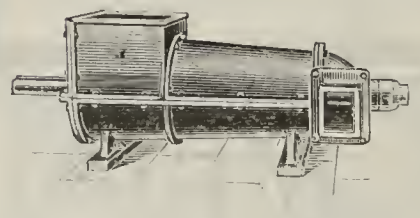
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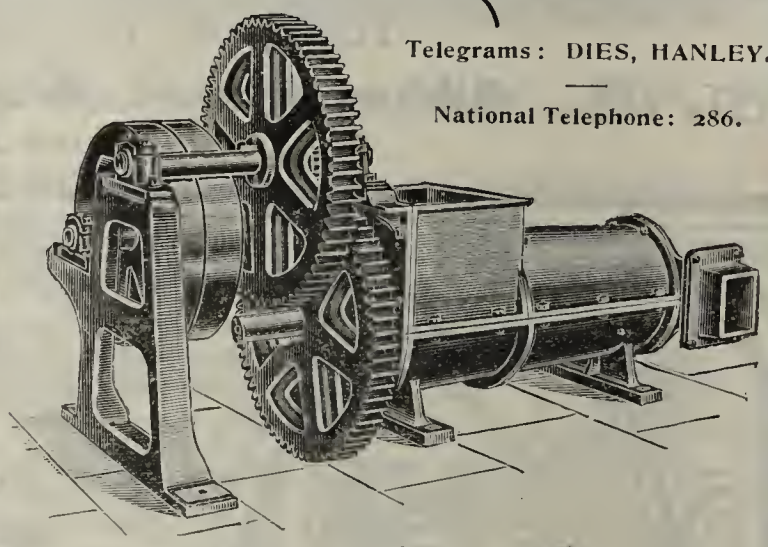


Potter's Lathe.

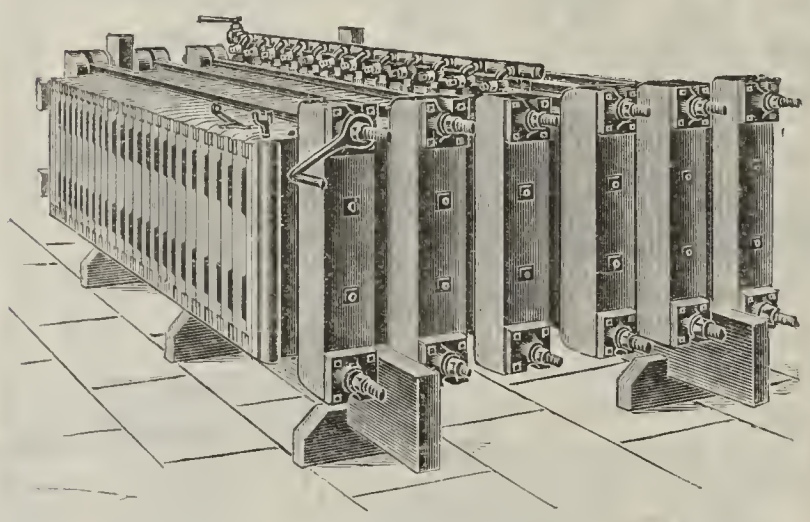


Pug Mill (without Gearing).

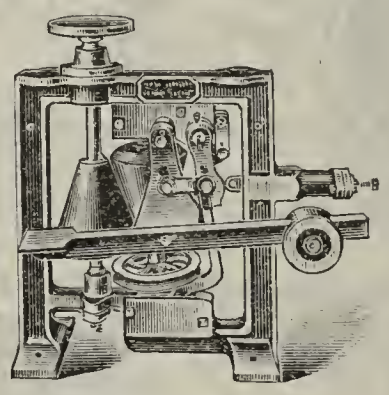
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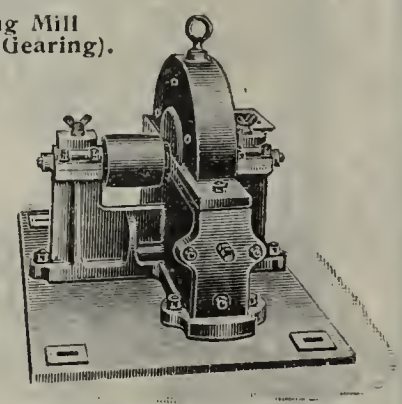
Pug Mill (with Gearing).



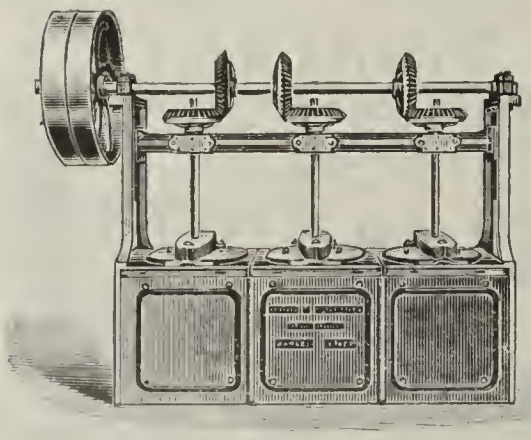
Filter Press.



Throwing Wheel.



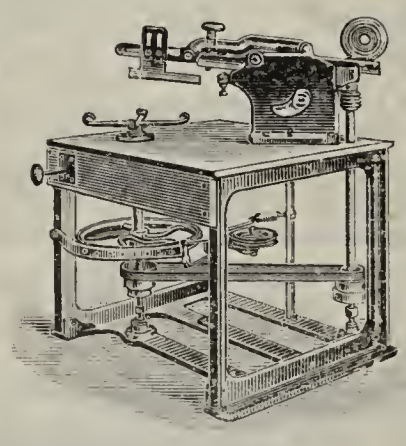
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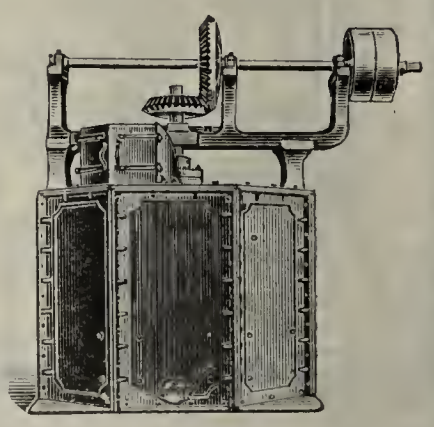
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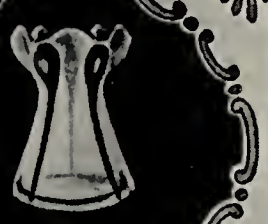
HOCK GLASS
KING EDWARD SUITE.



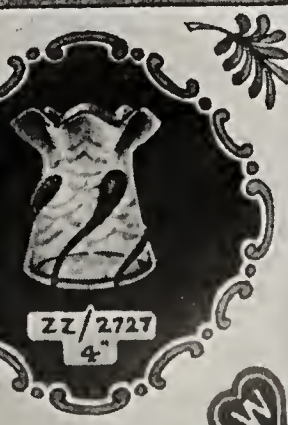
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4" — 5" — 6".



S/2117
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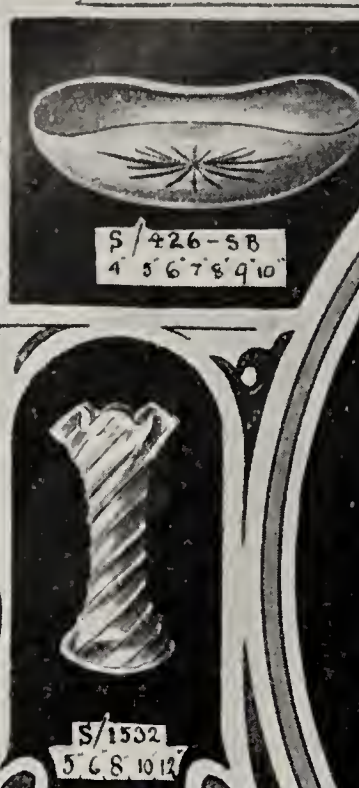


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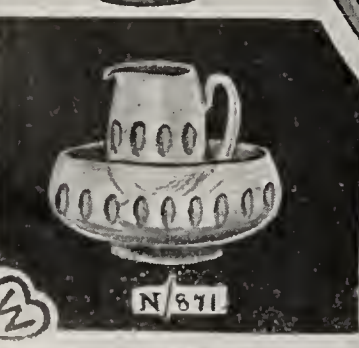
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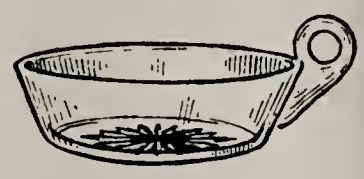
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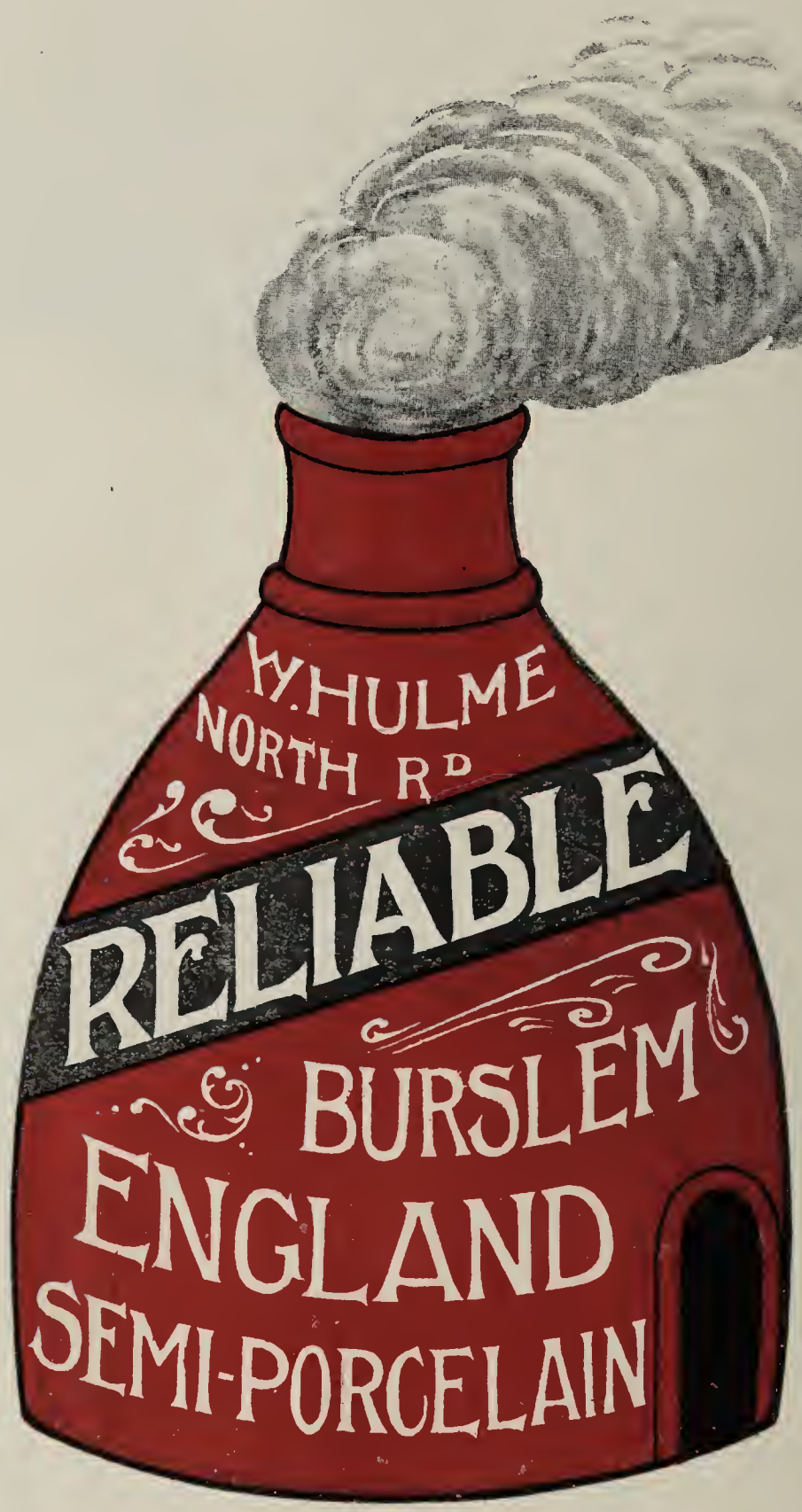
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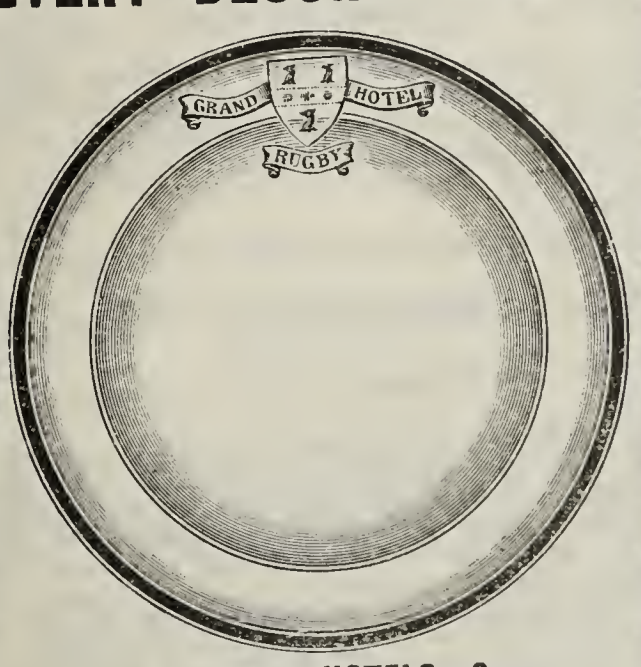
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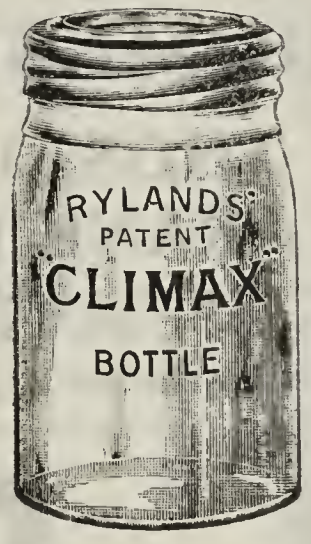


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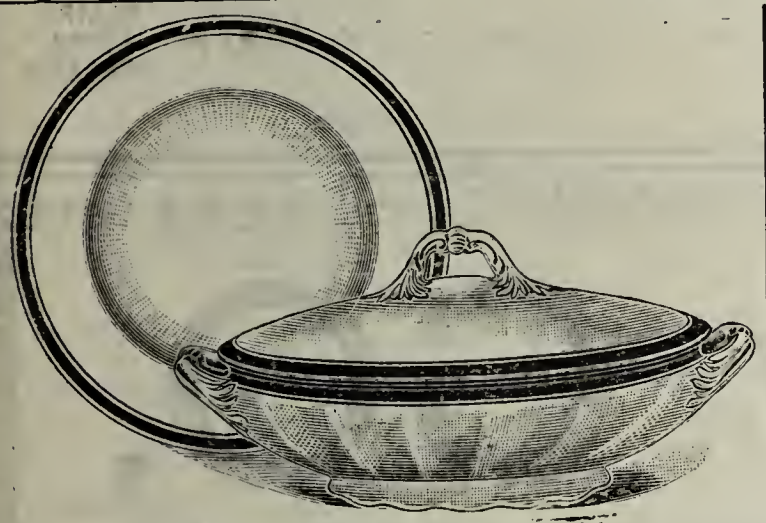
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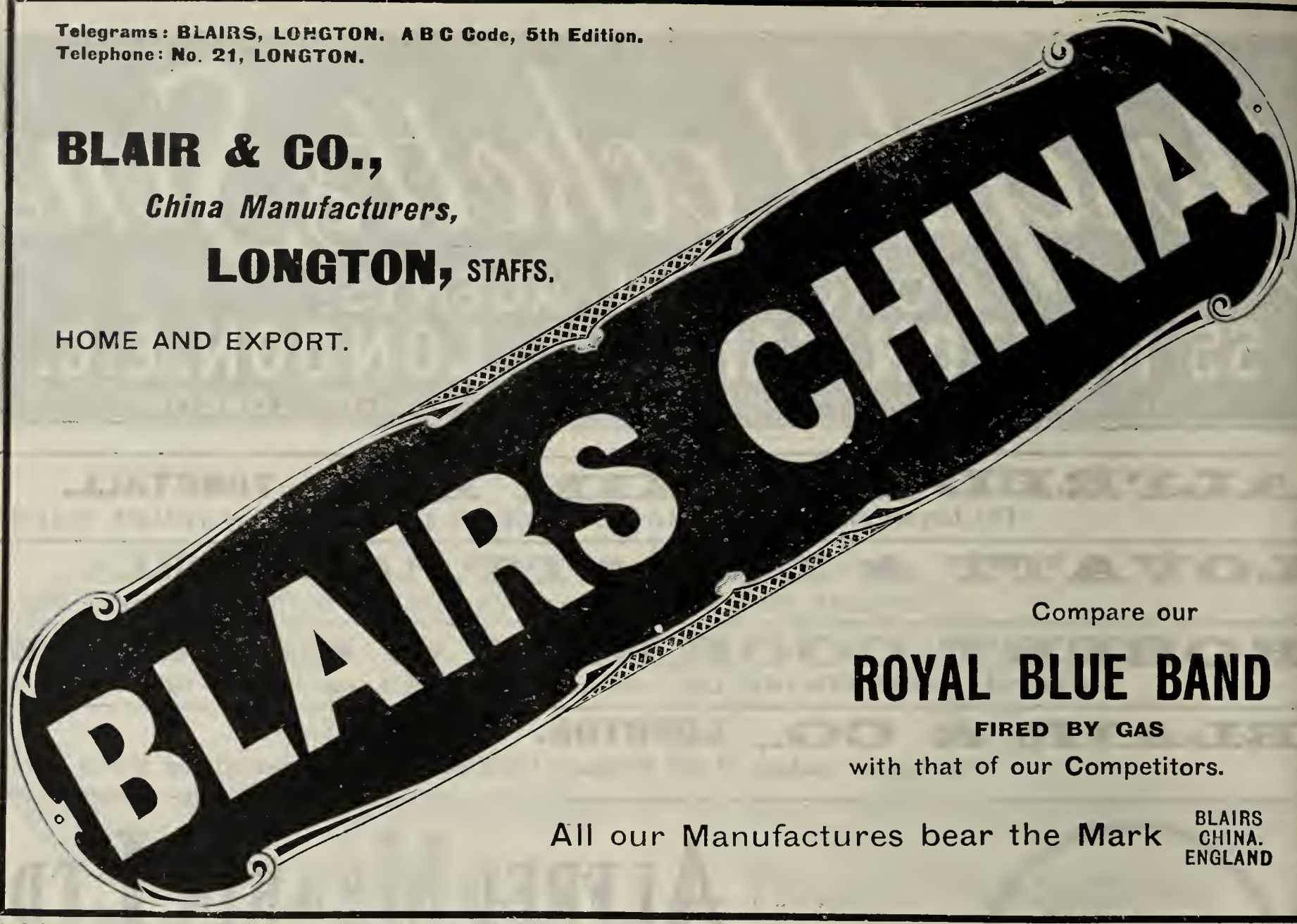
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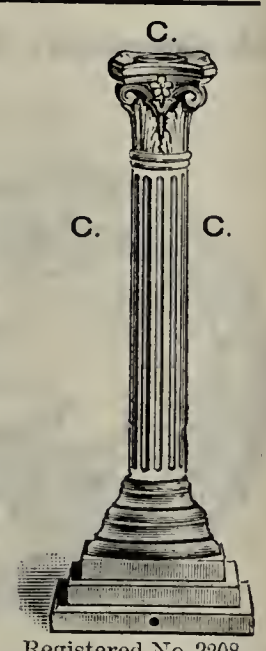
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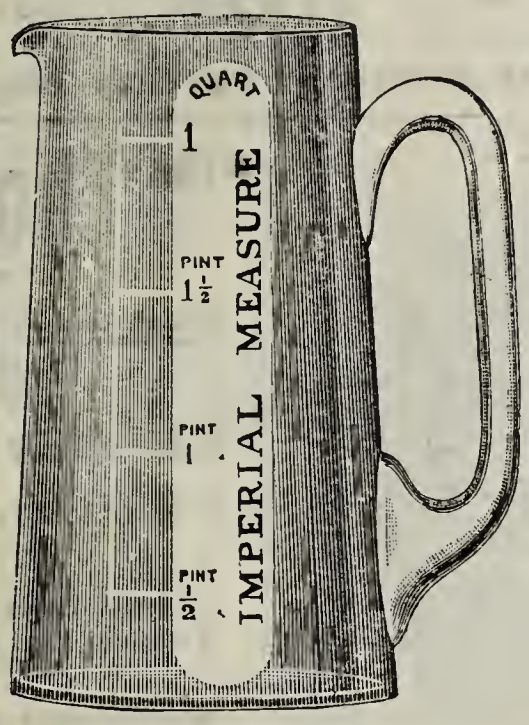
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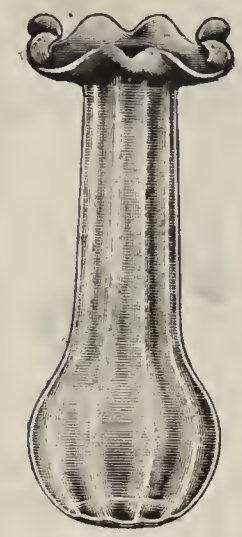
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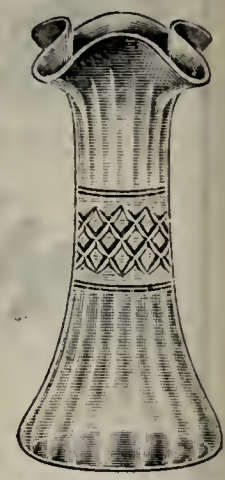
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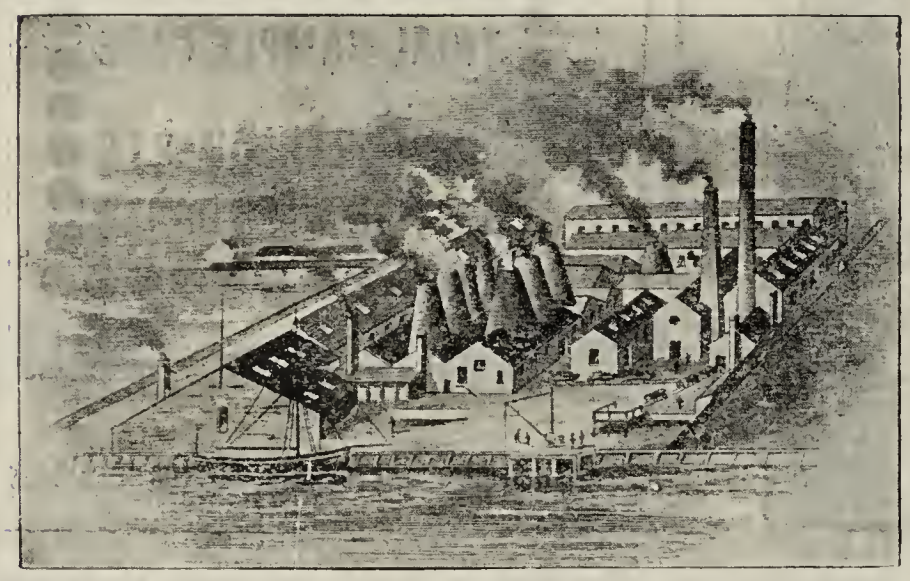


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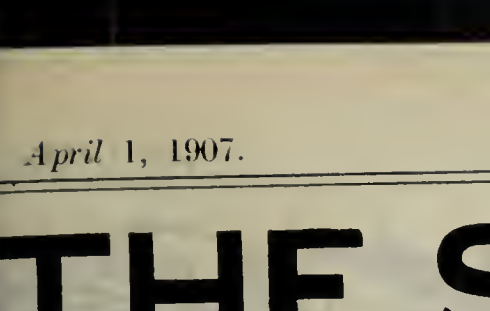
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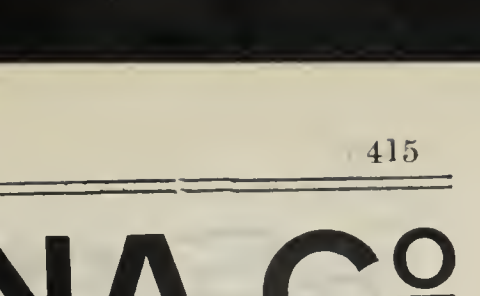


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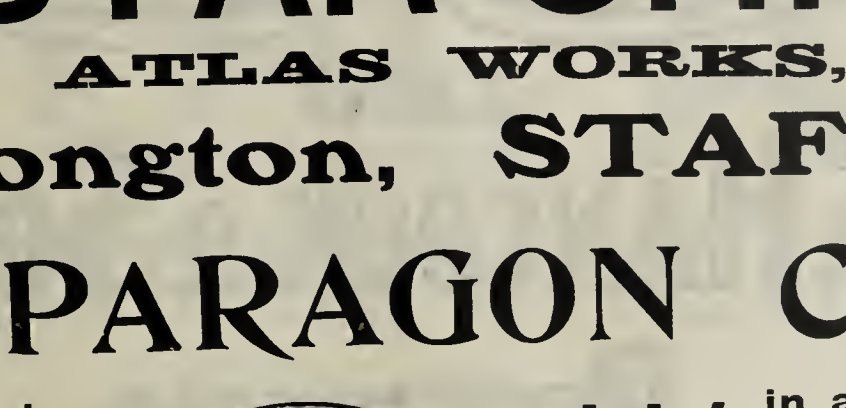
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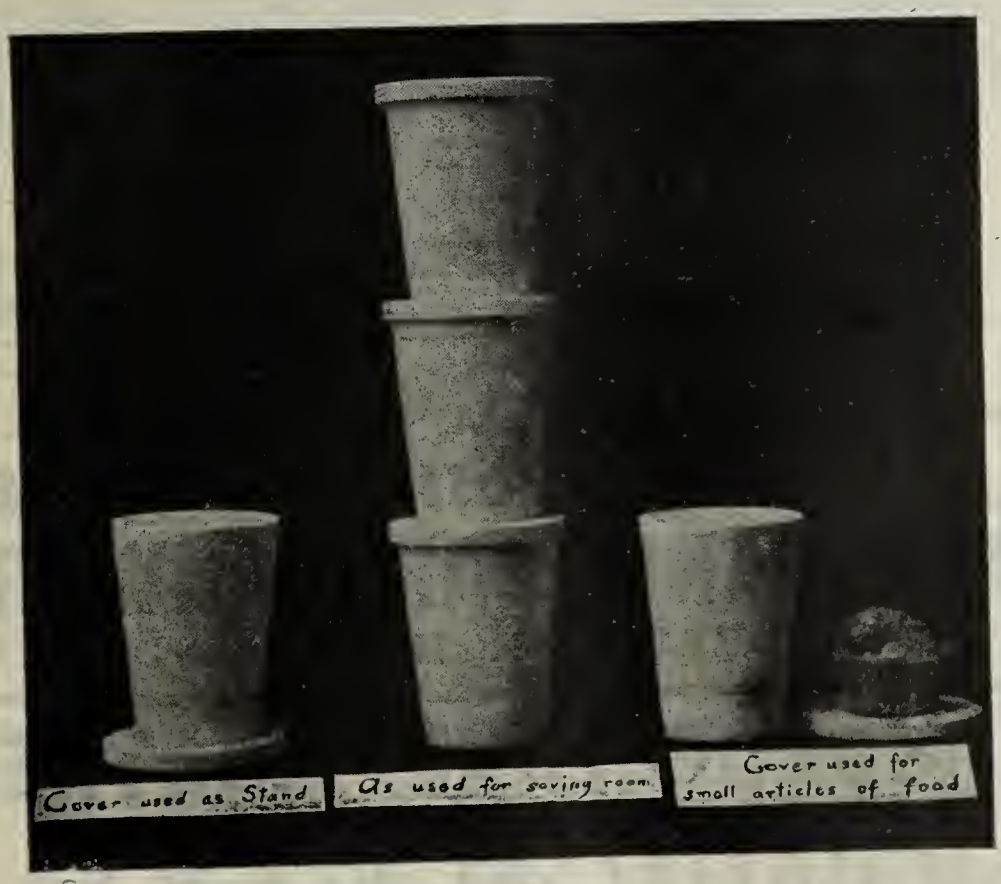
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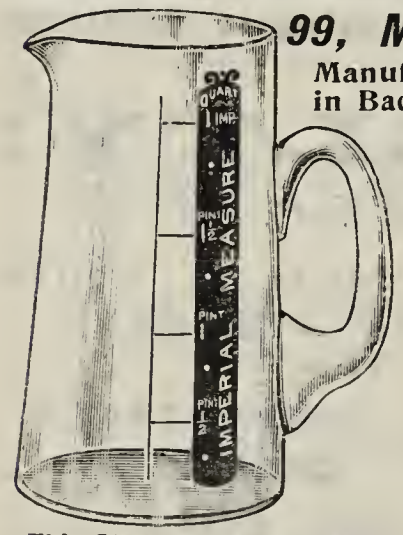
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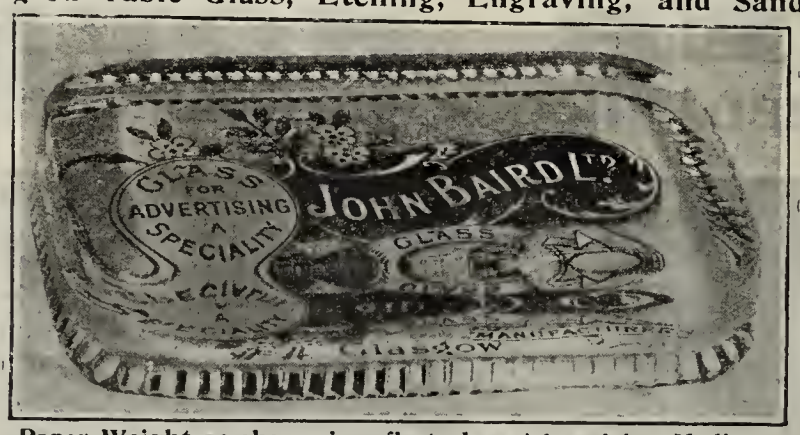
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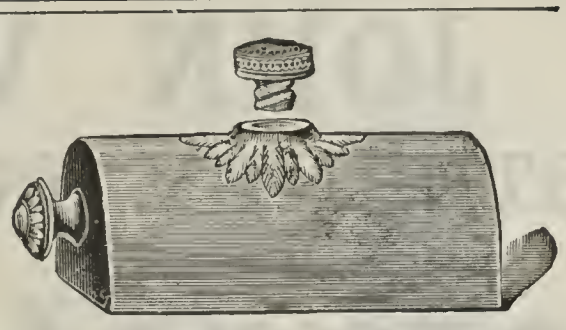
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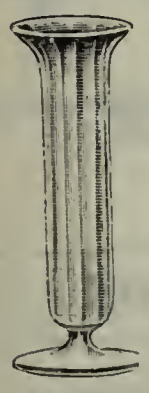
At the Leipsic Easter Fair:—Neumarkt No. 3, grosse Feuerkugel, Stairs B, 1st Floor.

In the Summer our Firm will open a New Established Second China Manufactory in Janessen, near Carlsbad, Bohemia.

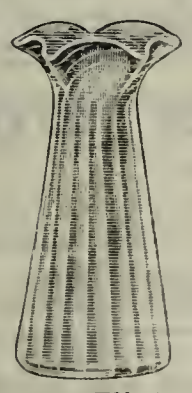
BEST BOHEMIAN FLOWER TUBES.

Order any quantity you want and you get delivery in **2 days.**

My Prices, as usual, are under all my Competitors'.



5623 Flint
4½-in.
1/8 1/9 2/4



5622 Flint
5, 6, 8-in.
1/10½ 2/- 3/3 4/9



5618 cut Flint
4½, 6, 8-in.
2/9 3/3 4/6



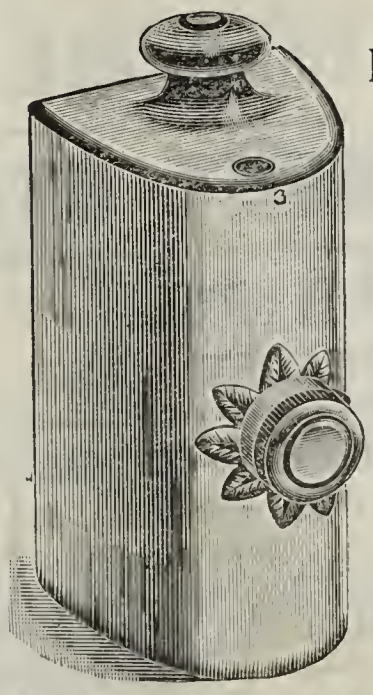
5620/806 cut Flint
5-in.
4/-

ERNEST SYER, 45, HATTON GARDEN, LONDON, E.C.

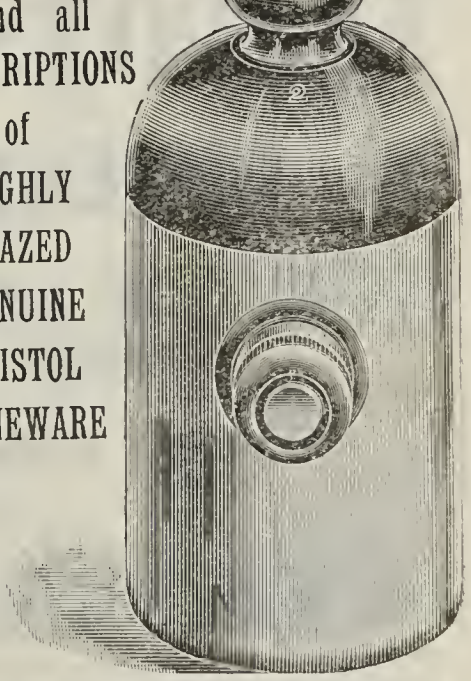
THE **BEST FOOT WARMERS**



REGD.
AIRTIGHT STORE JARS
With
SCREW COVERS.



and all DESCRIPTIONS of HIGHLY GLAZED GENUINE BRISTOL STONEWARE



PRICE, POWELL & CO.

The Potteries, BRISTOL.

Telegrams: POTTERY, BRISTOL. *Telephone* 279.

IMMENSE VARIETY FOR BAZAAR 6½d. TRADE

J. W. BESWICK,

GOLD STREET WORKS, LONGTON.

Manufacturer of

Dinner, Tea, and **Toilet Ware,** Majolica, Pheasant, C.C. Ware, and **Fancy Goods** to suit all Classes. Special Cheap Lines in **Jugs. Flower Pots** in Majolica Art Colours, also Printed and Groundlaid. **Figures** and **Dogs** of all Descriptions. **Hanging Pots** at all prices. **Cheese Dishes, Bread Trays, Spittoons, Jumbo Cups** and **Saucers, Mugs, Bowls, Pedestals. Teapots** in Earthenware, Jet, Rockingham, and Samian. Hand-Painted **Vases** in Shaded Grounds, in the latest Styles of Decoration. Great Variety of **China Tea Sets,** &c., &c.

SPECIALITY IN FLOWN BLUE WARE AND HOT-WATER JUGS.

SEND FOR PRICE LISTS.

LARGE ASSORTMENTAL ALWAYS KEPT IN STOCK.

BAKER & Co., Ltd. FENTON, STAFFORDSHIRE.

MANUFACTURERS OF

GRANITE, PRINTED, and all kinds of **EARTHENWARE.**

SUITABLE FOR THE FOREIGN AND COLONIAL MARKETS, &c.

SHIP, HOSPITAL, AND HOTEL WARE A SPECIALITY.

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LINCOLN TAYLOR,

Telephone No. 614 Holborn.

Importer of all Kinds of Foreign China and Glass.

SOLE AGENT in GREAT BRITAIN for WOLFSOHN, of DRESDEN.

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T. G. GREEN & CO., LIMITED.

CHURCH GRESLEY POTTERIES, BURTON-ON-TRENT.

YELLOW WARE.

TEAPOTS, ROCKINGHAM, JET DECORATED, SAMIAN, IVANHOE.

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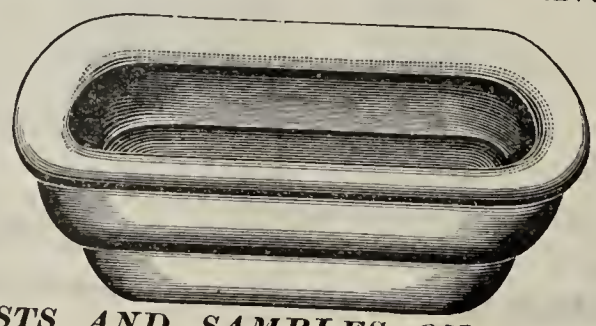
C.C. JELLY CANS ALWAYS IN STOCK. FLUTED WHITE, AND IVORY, GILT TEA WARE.

DINNER, TOILET, AND GENERAL EARTHENWARE.

THE COOK'S COMFORT BAKING DISH.

More than a Million of these Dishes have been sold.

NO WASTE. NO SMELL.



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DUDSON BROTHERS.

(*Successors to* JAMES T. DUDSON.)

Manufacturers of SPECIALITIES in

X TEAPOTS, HOT WATER JUGS, &c. X
in STONEWARE & JASPER WARE.

INCLUDING

NEW DECORATIONS IN ARTISTIC DESIGNS.

SEND FOR ILLUSTRATED PATTERN SHEETS. **Works: HOPE ST., HANLEY, Staffs.**

Samples may be seen at Messrs. MOGRIDGE & UNDERHAY'S, 10, Bartlett's Buildings, Holborn, London, E.C.

Telegraphic Address: "DUDSON, HANLEY." National Telephone No. 485.

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Manufacturers of China Goods of every Description.

SOLE AGENT—FRANK DIXON, 35 ST. BRIDE STREET, LUDGATE CIRCUS, LONDON, E.C. & CO.

TEA POTS

TELEGRAMS: SADLERS' LTD. BURSLEM.

In Decorated and Plain . . .

Jet, Rockingham, Samian, Walnut, and Ivory Bodies.

THE BEST HOUSE FOR ABOVE

JAMES SADLER & SONS, LTD

Wellington Works: ***Newport St., BURSLEM.***

London Agent and Show Room: Mr. W. ASPREY, 5, Hatton Garden, E.C.

H. AYNSLEY & CO.

Commerce Works, Commerce Street, LONGTON, STAFFS.

Manufacturers of General Earthenware

Suitable for the HOME, AUSTRALIAN, CANADIAN, AMERICAN, INDIAN, and AFRICAN MARKETS.

Special Lines in **DINNER, TEA, and TOILET WARE.**

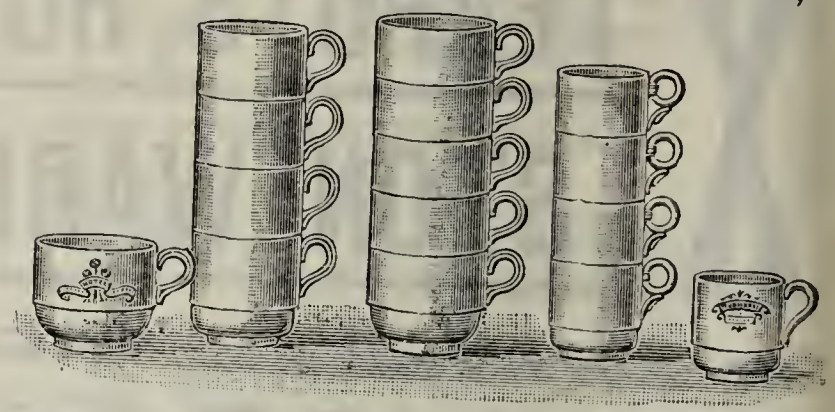
Also Manufacturers of the

"Patent" NESTING CUP

(By permission)

In Semi-Porcelain.

ILLUSTRATED CATALOGUES on application.



A RE-ISSUE OF

The History of the Staffordshire Potteries

And the RISE AND PROGRESS of the

Manufacture of Pottery and Porcelain.

By SIMEON SHAW.

Price 7/6; India and Colonies, 8/-; Other Countries, 8/6; strictly net, post free.

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R. FLOYD & CO.,

Lovatt & Hall St. Works,

STOKE-ON-TRENT.

MANUFACTURERS OF

Toilet Ware, in all decorations, also Art Toilet and Fancy Goods,

Cheap lines in Flower Pots, Cheese Dishes, Bread Trays, Spittoons, Jumbo Cups & Saucers, Jugs, Bowls, Bakers, &c.

***Speciality:* AMBERINE WARE.**

This is a dark rich Amber Glaze, effectively shaded in Dark Colours, with the engravings showing through, and made in Vases, Pedestals and Pots, Art Toilet, &c.

PRICES AND CATALOGUE ON APPLICATION.

Telephone 883 Telegrams—FLOYD, STOKE-ON-TRENT.



COTTON SPELLS JUGS

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If you can buy Jugs in bulk call at

NELSON POTTERY, HANLEY.

WILLIAM H. LOCKITT,

Special Value in

WHITE SPIRAL

Dinner, Tea, Toilet.

Good lines in Printed and Decorated

Toilet Sets and Tea Ware for Export.

Wellington Pottery, HANLEY.

The "CECIL" Suite of Plain Thin Demi-Crystal Table Glass.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 1/6	Fingers - 4/6	Tumblers—	
Sherries 1/6	Decanters—	½ quart - 1/4	
Liqueurs 1/4	1 pint - 12/-	½ pint - 1/8	
Clarets - 2/6	2 ,, - 15/-	Carafes and	
Champagne 3/9	Claret, 2 pt 18/-	Ups - 4/9	

THE "CECIL" SUITE (Thin)

In Orrefors' Brilliant Quality

Standard Sample Case Contains	3 doz. Port	1/16 pint Decanters	Total cost of case, £1 14 9
	3 ,, Sherry	1/16 2 ,, ,,	
	1 ,, Liqueurs	1/12 Claret	
	1 ,, Claret	2 doz. Tumblers, ½ qt.	
	1 ,, Champagne	3 ,, ,, ½ pt.	
	1 ,, Fingers		

13, ST. ANOREW ST., HOLBORN, LONOON, E.C.

BEAUTIFULLY THIN HANDLED SWEET OR BUTTER DISHES.



Assorted Shapes. Plain, 5 in., 3/6 dozen. Cut, 5 in., 9/- dozen. Round, Square, and Triangular. 6 in., 4/- dozen. 6 in., 10/6 dozen.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Plain Glass Dishes				Etched
Square,	5 in. 3/6 doz.	Cut	5 in. 9/- doz.	5 in 7/6 doz.
Round, or Triangular.	6 in 4/- doz.	Pattern.	6 in. 10/6 doz.	6 in. 9/- doz.

BEAUTIFULLY THIN HANDLED SWEETS OR BUTTERS

Assorted Cases contain 8 doz assorted. | Plain, Cut, and Etched | £2 10 0 per case

13. ST. ANOREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 1/8	Fingers 4/6	Tumblers—	
Sherries 1/8	Decanters—	½ quart - 1/4½	
Liqueurs 1/6	½ pint - 12/-	½ pint - 1/9	
Clarets - 2/9	2 ,, - 15/-	Carafes and	
Champagne 4/-	Claret, 2 pt. 18/-	Ups - 4/6	

THE "VENICE" SUITE

In Orrefors' Brilliant Quality

Standard Sample Case Contains	3 doz. Port	1/16 pint Decanters	Total cost of case, £1 16 9
	3 ,, Sherry	1/16 2 ,, ,,	
	1 ,, Liqueurs	1/12 Claret	
	1 ,, Claret	2 doz. Tumblers, ½ qt.	
	1 ,, Champagne	3 ,, ,, ½ pt.	
	1 ,, Fingers		

13. ST. ANDREW ST., HOLBORN, LONOON, E.C.

THE "VENICE" SUITE OF THIN TABLE GLASS.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

THE ANGLO-BELGE GLASS ASSOCIATION, LTO.

Plain Sugars and Creams, 6/- doz.	Cut, 12/- doz.	Etched, 9/- doz.
	BUTTERS SAME PRICE AS SUGARS AND CREAMS.	

FINE THIN SUGARS & CREAMS AND COVERED BUTTERS, PLAIN, CUT, AND ETCHED.

Sample cases contain 4 dozen assorted. | 33/- Per case. | CASES AND PACKING FREE

One dozen each Sugars, Creams and Butters, Plain.
Half ,, ,, ,, ,, ,, Cut & Etched.

13. ST. ANOREW ST., HOLBORN, LONOON, E.C.

FINE THIN SUGARS & CREAMS AND COVERED BUTTERS



The A. B. G. A. Ltd. LONDON. CUT GLASS. The A. B. G. A. Ltd. LONDON.

THE "GERDA" SUITE.

In Orrefors' Brilliant Quality.



THE ANGLO-BELGE GLASS ASSOCIATION, LTO.

Ports - 3/6	Fingers - 9/-	Tumblers—	
Sherries - 3/6	Decanters—	½ quart - 3/3	
Liqueurs 3/3	1 piot - 24/-	½ piot - 4/-	
Clarets - 5/-	2 ,, - 27/-	Carafes and	
Champagne 7/6	Claret, 2 pt. 30/-	Ups - 12/-	

THE "GERDA" SUITE

In Orrefors' Brilliant Quality. Highly Recommended.

Standard Sample Case Contains	3 doz. Port	1/16 pint Decanters	Total cost of case, £3 15 3
	3 ,, Sherry	1/16 2 ,, ,,	
	1 ,, Liqueurs	1/12 Claret	
	1 ,, Claret	2 doz. Tumblers, ½ qt.	
	1 ,, Champagne	3 ,, ,, ½ pt.	
	1 ,, Fingers		

13. ST. ANDREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Plain.	Star.	Gloria Star.	Richly Cut.	Etched.
6 in. 3/- doz.	6/- doz.	6/6 doz.	8/6 doz.	6/- doz.
6 ,, 3/6 ,,	0/- ,,	7/- ,,	10/- ,,	7/6 ,,
7 ,, 4/6 ,,	8/- ,,	9/- ,,	12/- ,,	10/- ,,
6 ,, 5/6 ,,	10/- ,,	11/8 ,,	14/- ,,	12/6 ,,

— BEAUTIFULLY THIN —

PLAIN, CUT and ETCHED DISHES

An Assorted Case contains 4 doz. various patterns and sizes. | £1 7 6 the case.

13. ST. ANOREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTO.

Ports - 3/6	Fingers - 9/-	Tumblers—	
Sherries 3/6	Decanters—	½ quart - 3/3	
Liqueurs 3/3	1 pint - 24/-	½ pint - 4/-	
Clarets - 5/-	2 ,, - 27/-	Carafes and	
Champagne 7/6	Claret, 2 pt. 30/-	Ups - 12/-	

THE "EITEL" SUITE

In Orrefors' Brilliant Quality. Highly Recommended

Standard Sample Case Contains	3 doz. Port	1/16 pint Decanters	Total cost of case, £3 15 3
	3 ,, Sherry	1/16 2 ,, ,,	
	1 ,, Liqueurs	1/12 Claret	
	1 ,, Claret	2 doz. Tumblers, ½ qt.	
	1 ,, Champagne	3 ,, ,, ½ pt.	
	1 ,, Fingers		

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THE "EITEL" SUITE.

In Orrefors' Brilliant Quality.



THE ANGLO-BELGE GLASS ASSOCIATION, LTO.

STOCK CASES (The "Tokio" assortment) READY PACKED

£1 15 0 per Case. CASE FREE.

The "BRILLIANT" Series of RICHLY CUT FLOWER TUBES.

Cases contain

3 doz. 5 in. assorted	6 dozen in all.
2 ,, 6 in. ,,	
1 ,, 8 in. ,,	

13. ST. ANOREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD. LONDON.



THE "SCROLL" SUITE.

ETCHED.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 3/3	Fingers - 7/6	Tumblers—	
Sherries 3/3	Decanters—	½ quart - 2/6	
Liqueurs 3/-	1 pint - 18/-	½ pint - 3/-	
Clarets - 4/3	2 ,, - 24/-	Carafes and	
Champagne 6/6	Claret, 2 pt. 27/-	Ups - 10/6	

THE "SCROLL" SUITE

ETCHED. Highly Recommended.

Standard Sample Case Contains	3 doz. Port	1/16 pint Decanters	Total cost of case
	3 ,, Sherry	1/16 2 ,, ,,	
	1 ,, Liqueurs	1/12 Claret	
	1 ,, Claret	2 doz. Tumblers, ½ qt.	
	1 ,, Champagne	3 ,, ,, ½ pt.	
	1 ,, Fingers		£3 4 0

13, ST. ANOREW ST., HOLBORN. LONDON. E.C

CRYSTAL OPTIC FLOWER TUBES.

The A. B. G. Assoc. Ltd. LONDON.



Packed in small assorted cases.

THE ANOLO-BELOE GLASS ASSOCIATION, LTD.

Packed in small Sample Cases each containing 12 dozen assorted.

CRYSTAL OPTIC FLOWER TUBES

FINISHED IN GOLD.

Contents of Cases	3 doz 6¾ in high at	2/11	Cases and Packing Free.
	,, 8 in ,,	3/11	
	,, 9½ in ,,	5/11	
	,, 12 in ,,	7/9	
	Total cost	£3 1 6	

13. ST. ANDREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 3/6	Fingers - 9/-	Tumblers—	
Sherries 3/6	Decanters—	½ quart - 3/3	
Liqueurs 3/3	1 pint - 24/-	½ pint - 4/-	
Clarets - 5/-	2 ,, - 27/-	Carafes and	
Champagne 7/6	Claret, 2 pt. 30/-	Ups - 12/-	

THE "SAVOY" SUITE OF CUT GLASS

In Orrefors' Brilliant Quality. Highly Recommended

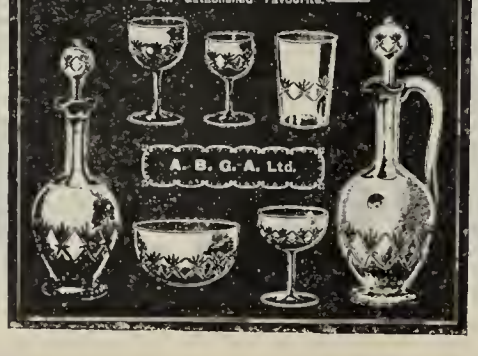
Standard Sample Case Contains	3 doz. Port	1/16 pint Decanters	Total cost of case, £3 15 3
	3 ,, Sherry	1/16 2 ,, ,,	
	1 ,, Liqueurs	1/12 Claret	
	1 ,, Claret	2 doz. Tumblers, ½ qt.	
	1 ,, Champagne	3 ,, ,, ½ pt.	
	1 ,, Flogers		

13. ST. ANOREW ST., HOLBORN, LONDON, E.C.

THE "SAVOY" SUITE OF CUT GLASS

In Orrefors' Brilliant Quality.

An Established Favourite.



THE ANGLO-BELGE GLASS ASSOCIATION, LTO

				1 pint.	2 pint.	Claret
JOVE	2 Pint size only	18/- doz.	JACQUES	20/-	24/-	27/-
JUNO	. .	½	JENA	27/-	36/-	42/-
JULES	. .	21/- ,,	JEAN	22/-	33/-	36/-
JUPITER	,, ,,	21/- .	JULIEN	30/-	39/-	42/-

— RICHLY CUT —

CRYSTAL DECANTERS

Small Sample Package

The "JOVE" assortment

8 Pint Decanters 12 2 Pint Do
4 Claret Jugs
(28 Decanters in all)
£3 4 3 PER CASE

13. ST ANOREW ST., HOLBORN, LONOON. E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



THIN TUMBLERS
(Demi-Crystal).



MADE IN VARIOUS SIZES 1/8 qt., 1/6 qt., 1/5 qt., 1/2 pt., 3/4 pt., 1 pt.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

LINES IN EVERY-DAY DEMAND
QUALITY AND FINISH
EXCELLENT

CASES & PACKING FREE.

THIN TUMBLERS DEMI CRYSTAL.

PRICE LIST	25 dozen in case.	1/6 qt.	1/5 qt.	1/2 pt.	3/4 pt.	1 pt.
	Plain	10d.	10½d.	11½d.	1/-	1/5½	2/-
	Circles	1/3	1/3½	1/4	1/4	2/-	3/-
	Fern	1/2	1/2½	1/3	1/3	2/-	3/-
	Key	1/5	1/5½	1/6	1/6	2/4	3/3

13 doz. in case.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.
13, ST. ANDREW STREET, LONDON, E.C.



The "Prism" Cut Flower Tubes.

4½ in.	6 in.	8 in.
3/6	4/6	5/6 per doz.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

THE "PRISM" CUT TUBES

Packed in small Cases of 4 doz. each 3/-. 4/-. 5/- doz

Or in Cases of 12 doz. each at 2/9. 3/9. 4/9.

Cases and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD

Cut Hollow	8 to qt	25 dozen in case.	1/8	1/10
" Spike and Hollow	6 to qt.		1/9	1/11
" Ball and Spike	5 to qt.		1/10	2/-
" Pan Flutes	½ pt.		2/-	2/2
	¾ pt		3/-	3/3
	1 pt	12½ doz	3/9	4/-

CUT TUMBLERS.

Special Assorted Cases, 6½ dozen each of the four patterns illustrated, 2nd choice, 25 dozen in all, at 1/9 per dozen.

THE "CLIMAX" ASSORTMENT.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE "CLIMAX" ASSORTMENT OF CUT TUMBLERS.



Packed 6½ doz. each = 25 doz. in all in a case. 5 to quart size.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

50 dozen of any one of these four patterns in case.

THE "ARTEMUS" TUMBLERS

All one price.	1/= per dozen.	Case and Packing Free.

Economical Packing for Export. Cases measure 80 × 60 × 60 c/m.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

THE "ARTEMUS" TUMBLERS.

PRINTED DECORATIONS.



All Half-pint size. Packed in cases of 50 dozen.

HEAVY BOTTOM TUMBLERS DEMI CRYSTAL

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



SPLENDID VALUE

MADE IN VARIOUS SIZES 1/8 qt., 1/6 qt., 1/5 qt., 1/2 pt., 3/4 pt., 1 pt.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

	1	1½	2	3	4	Pint.
Plain or Festoon	2/9	3/3	3/6	6/-	9/-	Per doz.
Engraved Fern	3/6	4/6	5/-	8/-	12/-	"
Etched Key	5/3	6/9	7/9	10/6	15/-	"
Cut Hollow	3/9	4/9	5/9	6/6	12/-	"
Contents of Cases in dozens	15	12½	10	8	6	doz.

CHEAP TANKARD JUGS, ETC.

In Small Assorted Cases of 6 dozen
1 dozen of each pattern All 2 Pint size
The "CAMBRIDGE" Assortment
£1 10 0 per case
Including 1/- for Patent Packing

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

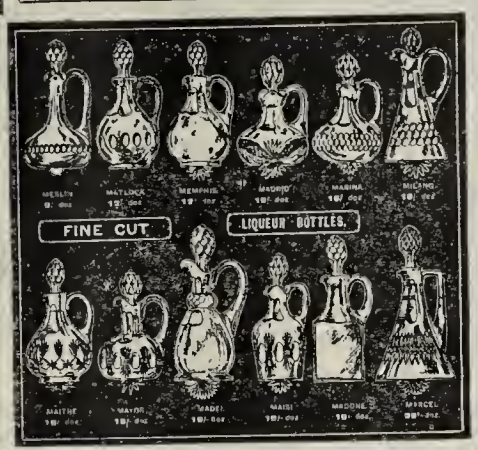
Plain { Barrel, Conical, or Cylindrical | 1/5 qt. 11½d. | 1/6 qt. 1/- | 1/5 qt. 1/1 | 1/2 pt. 1/3 | 3/4 pt 1/6 | 1 pt. 1/11 }
Plain { Flanged or Footed | 1/1 | 1/2 | 1/4 | 1/6 | 1/9 | 2/3 }

— HEAVY BOTTOM —
DEMI-CRYSTAL TUMBLERS,
PLAIN and CUT.

25 doz. in case. 1 pt. 12½ doz. in case.

		1/8 qt.	1/6 qt.	1/5 qt.	1/2 pt.	3/4 pt.	1 pt.
Cut	Barrel, Conical, or Cylindrical	1/8	1/9	1/10	2/-	3/-	3/9
Cut	Flanged or Footed	1/10	1/11	2/-	2/2	3/3	4/-

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

All these Bottles are in Crystal quality, Packed as Required.

— BEAUTIFULLY CUT —
CRYSTAL LIQUEUR BOTTLES.

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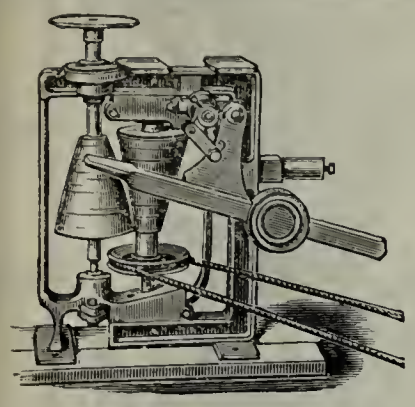
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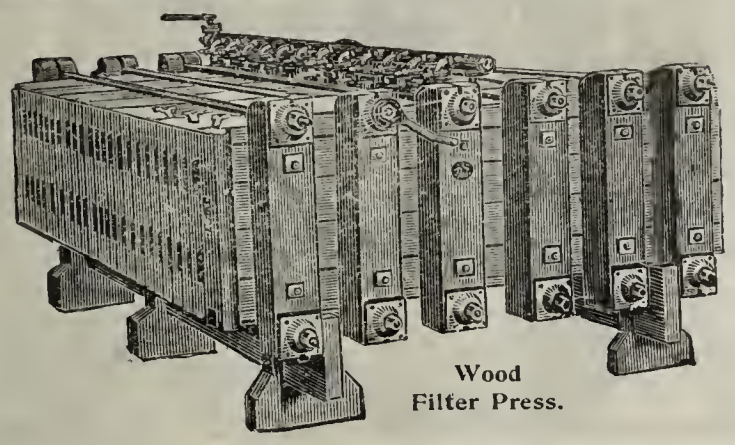
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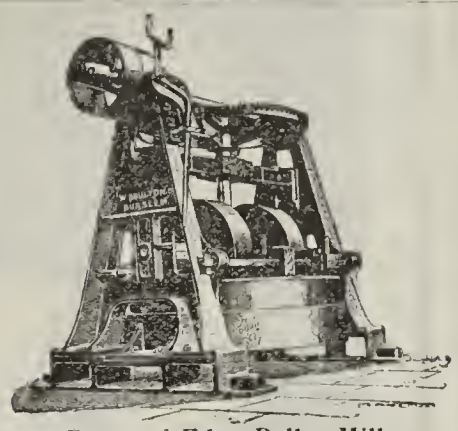
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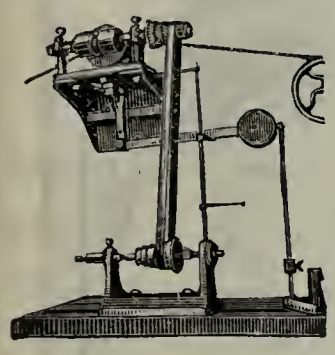
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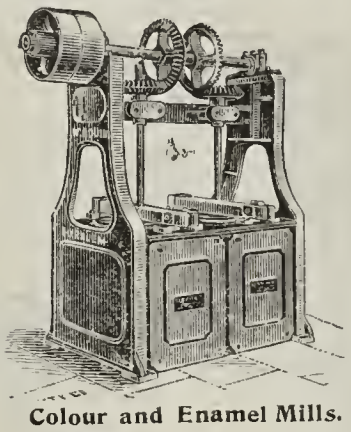
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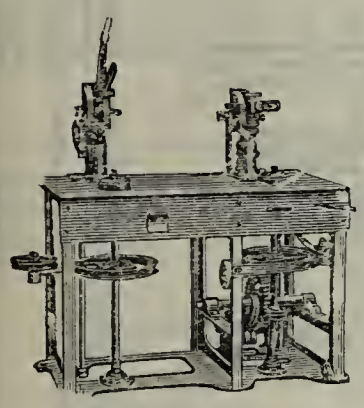
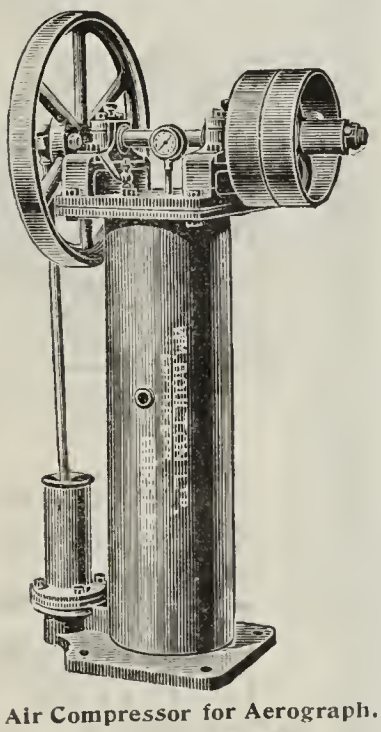
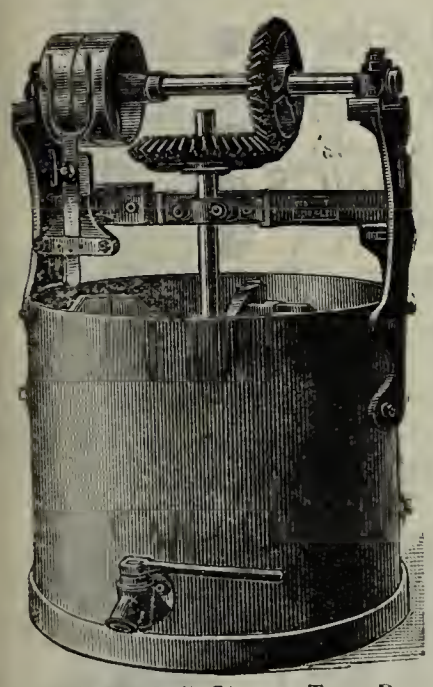


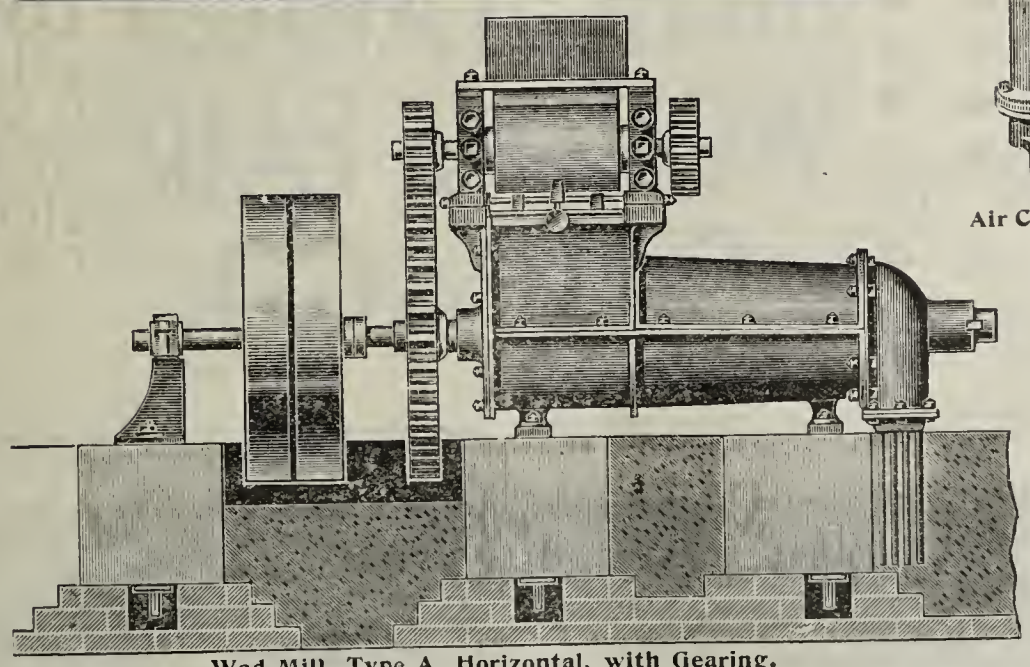
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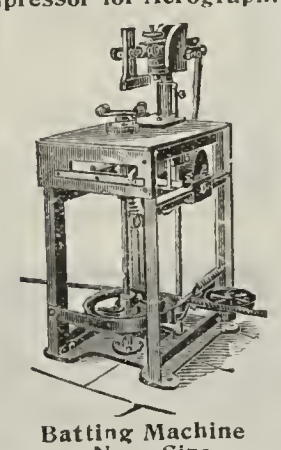
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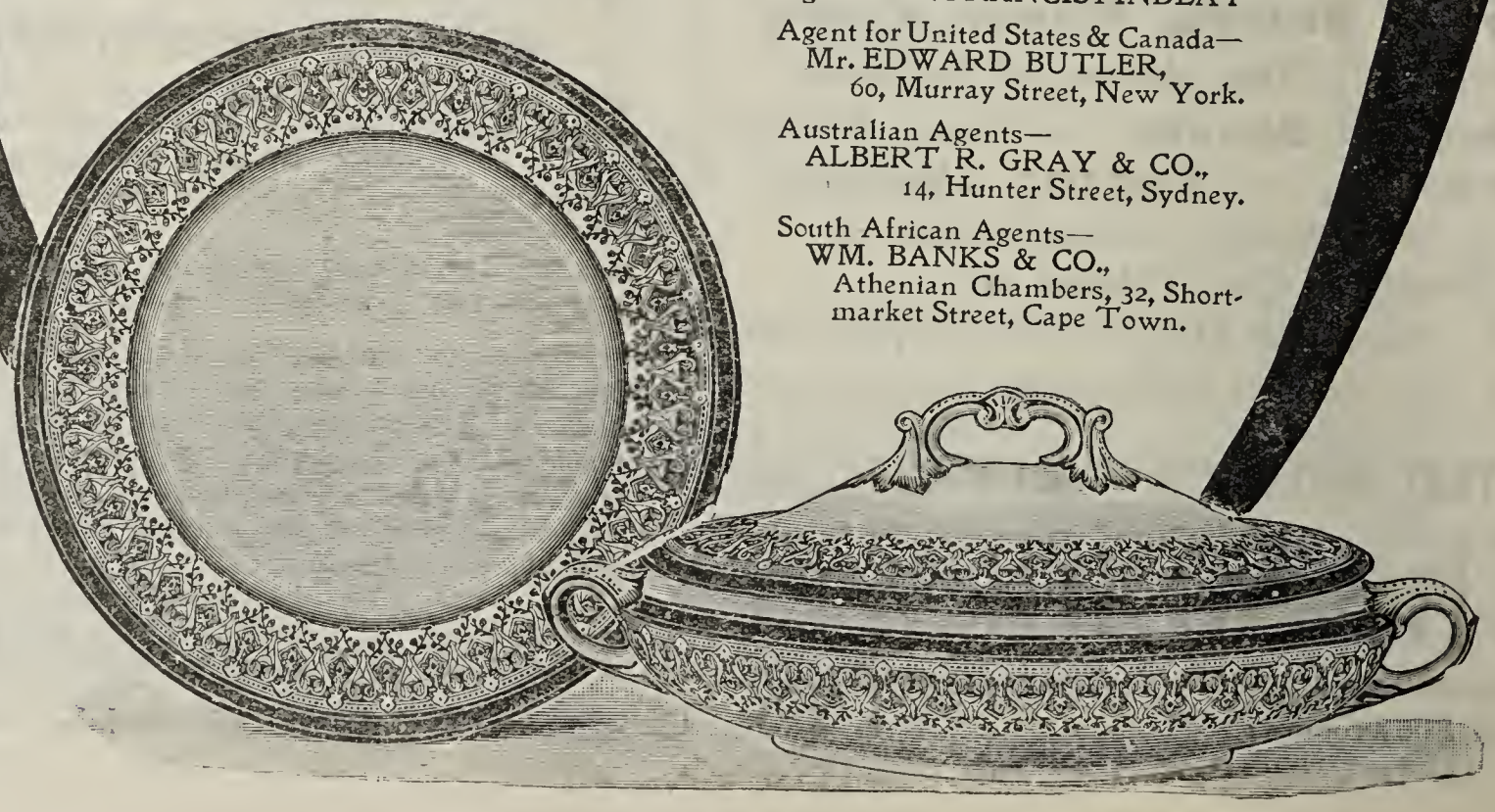
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Editorial Notes.

RETAIL TRADE CONDITIONS.

IN this issue we give further extracts from the replies we received to the questions we addressed to members of the glass and china trades in all parts of the United Kingdom. It is not our present intention to point the moral of these replies—if there is one to be learnt from them. We give the replies as nearly as possible in the retail dealers' own words, and leave manufacturers to draw their own conclusions from them. No doubt, some of the complaints made by dealers are unreasonable, and some, perhaps, unjust. On some questions, the dealers are almost unanimous—on the package and packing question for instance, and as the expression of opinion comes from all quarters, manufacturers will, we are sure, give it their serious consideration. No. 3 in the "General Remarks" in this issue, suggests a conference between manufacturers and dealers, to settle the packages question, and to take combined action in respect to railway charges. We have often made the same suggestion, and it was because of the improbability of such a conference being held soon, that we endeavoured by a series of questions to elicit the views of the distributors. Perhaps, after the very candid statements made by responsible dealers, some of them grave complaints against—but others in strong support of—British manufacturers, it may be found desirable, in the interests of our trades, to hold a conference. There are many dealers anxious to do all they can to encourage our home manufacturers. (See the replies numbered 1, 12, 33, 36, 45, 52, 66, 69, 80, and some others). There are some of our correspondents who complain of manufacturers selling direct to hotels, colleges, and other public institutions in towns where there are glass and china dealers selling their goods. See several of the replies in the February issue, and numbers 38, 89, and some others. Dealers are loud in their complaints that certain manufacturers sell goods indiscriminately to dealers in other trades, thus creating an unhealthy competition to the disadvantage not only of professed glass and china dealers, but of manufacturers themselves. Manufacturers will be able to judge whether these complaints are well founded or not. We simply present them as they are made We may refer to numbers 11, 13, 14, 19, 22, 28, 30, 56, 61, 62, 80, 84, and 86, amongst others, and many more in the reply to question number 7. The sale of "seconds" by auctioneers and market men in towns where dealers are offering the same shapes and similar decorations in best goods is severely commented upon by many. No doubt there is a satisfactory explanation of the way in which seconds goods are disposed of. If manufacturers will tell us what it is, we will publish it. It is very desirable, if dealers are labouring under any misapprehension, that it should be removed as quickly as possible. We still think that if a conference of a few representative manufacturers and retailers could be arranged, it would be in the interests of the entire trade. We hope that the important (and some of them very serious) issues raised in the series of questions and replies we have published, may yet be thrashed out in a friendly personal conference between manufacturers and distributors. We want to see British glass and china dealers selling more British and less foreign glass and china.

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TO PROTECT BRITISH INDUSTRY.

AN important step was taken when the President of the Board of Trade received a deputation from the Associated Chambers of Commerce at the Offices of the Board of Trade on March 7. The deputation called the attention of Mr. Lloyd-George to the infringement in England of the Merchandise Marks Act, and especially to the marking in foreign countries of goods purporting to be made in England, but which were not of English manufacture. The pottery trades suffer greatly in this respect, even when manufacturers' names and marks are not imitated. Foreign-made pottery, with English names or words upon it, is calculated to convey the impression that it is made here. Fortunately Mr. T. C. Moore was one of the deputation, representing the North Staffordshire Chamber of Commerce. He pointed out to the President of the Board of Trade that he had seen British pottery shapes and patterns, made abroad, sold there as British goods, to the detriment of the reputation of the British makers. Mr. Lloyd-George said he was aware from the consular reports, that a good deal of fraud was practised in foreign countries. He admitted that "private associations should not be left entirely to prosecute in cases of this kind, and it was the duty of Government to assist trade as far as it possibly could." If he carries out his promise (and we have no reason to think he will not) to recommend to the Foreign Office that in well-chosen cases prosecutions to protect British industries against these frauds which were doing so much harm, ought to be undertaken by Government, he will render a signal service to the glass and pottery trades.

AT OWNER'S RISK.

THESE words are perhaps of more import to dealers in the pottery and glass trades than to retailers in any other industry; though all trades are more or less interested in the question involved in them. The phrase "owner's risk" is one coined by the railway companies themselves—for their own benefit, of course. As common carriers, railway and canal companies are liable for all loss or damage to goods carried by them, except such is caused by the act of God, or the King's enemies. But they have ingeniously contrived to relieve themselves of that liability by establishing owner's risk rates, under which their liability is limited to loss occasioned by the wilful misconduct of their servants. Most of our readers have had this brought home to them in an expensive manner. How very few have ever been able to prove "wilful misconduct" on the part of railway servants! A Bill was introduced into the House of Commons on the 15th ult. to make railway companies liable for loss arising from the "gross negligence" of their servants. It seems to us that there would be almost as much difficulty in proving that the contents of a crate of pottery had been damaged by the "gross negligence" of railway employees as to prove that it had been damaged by their "wilful misconduct." Of course, traders have the option of sending goods at company's risk, but competition is so keen that they are compelled to send at "owner's risk." The Bill introduced (and which was read a second time) will prevent the railway companies from contracting out of their liability as common carriers. In view of the practical monopolies the companies have had conferred on them by Parliament there does not seem anything unreasonable in compelling them to accept the responsibility Parliament originally placed on them. Apart from the risk the companies compel dealers in our trades to accept, they are severely handicapped by heavy railway charges. If the industries we represent are to have any chance at all they must have better terms from the railway companies. It is hoped such terms may be arranged in the Standing Committee on Trade to which the Bill has been referred.

PREFERENTIAL RAILWAY RATES.

IT is said that Mr. Lloyd-George will, at an early date, introduce a Bill for the reform of railway rates. He considers it extraordinary that preferential rates should be given to imports instead of to exports. The object of his Bill will be to put an end to the preferential rates on imports which have placed so many British industries at a serious disadvantage when competing with foreign-made goods. English manufacturers have long smarted under this injustice, and it is satisfactory to learn that a Minister of the Crown is now alive to it. It is a curious (and also a serious) anomaly that the instances in which preferential rates are given to exports are those relating to raw materials. Would any other country tolerate that a unique national asset like china clay should be carried from our clay mines to foreign potteries at lower rates than are charged for its transportation to British potteries? A considerable portion of this clay finds its way back in the shape of manufactured goods, which are carried to towns in many parts of the United Kingdom at lower rates than are charged on similar goods from the works of British manufacturers.

LEAD POISONING IN FEBRUARY.

ACCORDING to the official statement published in the "Labour Gazette," in the month of February there were 4 cases of lead poisoning in connection with the china and earthenware trades, as compared with 10 cases reported in the same month last year. It is also officially stated that there were 3 deaths from lead poisoning in our trades last month, while there was no case of death from that cause in our industries in February of last year. In reporting the number of deaths occurring in February, there appears to be a slight, and of course unintentional, inaccuracy. We should not draw attention to it, but for the reckless use of the figures in these returns by mistaken enthusiasts. One of the deaths included in the 3 reported as taking place in February really occurred on January 23. As to the other 2 cases of deaths from lead poisoning in February, we may mention that at the inquest on Hamblet Wedgwood, who died on February 3, it was shown that deceased had worked in lead for 32 years, that he had been a dipper for 21 years, and that he had suffered from chronic kidney disease. The verdict was that he died from chronic kidney disease contributed to by lead poisoning. At the inquest on Mr. C. Bailey, who died on February 15, it was shown that a medical man had attended him for some time for Bright's disease, and the verdict was that death was due to Bright's disease, but was contributed to by contact with lead.—In the House of Commons on March 22, the Home Secretary was asked whether any special inquiry was being made into the recent increase of fatal deaths from lead poisoning in the Potteries. Mr. Gladstone replied that the figures of fatal and non-fatal cases of lead poisoning for the first two months of this year show 10 cases as against 19 for the corresponding month of the year before. But of these ten cases, four had been fatal as against none for the first two months of last year. With small numbers, irregularities were sure to arise in the number of accidents of all kinds. He did not think any explanation could be given of the number of deaths for this year which, he was informed, appeared to be due to chronic kidney disease originated by lead poisoning of old standing.



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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

FROM RANGOON.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I receive my copy of THE POTTERY GAZETTE about three weeks after the date of issue, and I can assure you it is always welcome. It brings one very near home to read the articles, letters, and reviews that were so closely followed when in the old country, and to know that these same articles, &c., are being read and considered by fellow-glass and china merchants the world over. I have just read with great interest and hearty approval the letter from "Glass Manufacturer" in your January number. Perhaps GAZETTE readers will be interested to know how English glass and china stand as compared with foreign goods in this cosmopolitan market, and that is my excuse for encroaching on your space. As Burma, in spite of its size, wealth, and importance, is not the best known of British possessions, I may be excused in mentioning that Rangoon is the largest town of the country, and is, in fact, the only large town worthy of the name. It is the principal port for all the exports and imports of the whole of Lower and Upper Burma, and is truly "The Gateway of a Great Province." The population is about as cosmopolitan as one could well imagine. The delightful, romantic, and lovable Burmese people themselves, are not even in the majority here, and one has to get up country to see Burmese life proper. There is a large Chinese community, the majority of whom never saw China, having been born and bred in Rangoon. There are Hindus, Mohammedans, Parsees, Indian Jews, Cingalese, Malays, and a host of others too numerous to even mention. One can well imagine that the conditions of retail trade here are almost unique when it is remembered that in the course of a day's business one comes in contact with representatives of so many races, all having their own ideas and prejudices. The firm I am with owns the largest retail establishment in Rangoon, and sell everything from a Rockingham teapot to the latest and best in motor cars. About eighteen months ago the glass and china was separated from the ironmongery, and placed in a department by itself, and it was then that I came here in charge of the "ceramic section." I pride myself on the fact that it is absolutely a bona-fide glass and china department, and I may add that it is the only one in Burma. We have a large and representative stock, and I am glad to be able to say that it is almost entirely of British manufacture. We stock dinner, tea, and toilet ware from many leading Staffordshire makers. We are forced to keep some foreign table glass, but the majority of that also is British made, and I heartily endorse all that "Glass Manufacturer" says as to what can be done. by an intelligent explanation on the salesman's part as to the relative merits of English crystal and foreign rubbish. The words "Made in England" are still a talisman in this part of the world, and the equivalent term in Burmese, "Beela mha lok te," goes a long way with our friend and British subject the Burman. Foreign enterprise and competition is as keen here as elsewhere, and retailers are flooded with catalogues, &c, and are also well looked after by agents and travellers. Perhaps, however, it is because (owing to climatic conditions) things so quickly deteriorate and go rotten in this region that the term "British made" and all that it means has an influence on the purchaser, which seems to be dying out altogether at home. Then again the native, and the Burman in particular, is a most fastidious buyer. I soon found out that it was quite useless to try to train the Burmese lady to buy from a single sample on a show-stand. When she comes in to buy four (this is a favourite number) cups and saucers she must have the whole stock to choose from, and invariably goes through several dozen before she is satisfied. Each piece is unpapered and examined outside and inside, above and below, with the most exacting scrutiny. For this reason foreign china is rejected by most of these discriminating but charming Burmese beauties, as they consider the rough unglazed rims under the plates, cups, and saucers to be a serious defect. Of course, there are tons of the veriest foreign muck sold in the "bazaars," as the districts are called where the natives buy and sell, but when the natives come to a European shop they expect to find something better and something different, and this explains the fact that it is almost useless trying to sell the same goods as are kept in he "bazaar," even if if were possible to sell at the same infinitesimal profits. In closing, allow me to offer a suggestion which I think would enhance the value of your already helpful POTTERY GAZETTE. There are, as "Glass Manufacturer" states, many salesmen in our trades who have not got a sufficient knowledge of the practical side of the industry to be able to talk convincingly to customers as to the merits of British-made glass and china as compared with cheap Continental manufactures. Why not reserve a page or a column monthly for the instruction of salesmen and women? I am sure there are many British manufacturers who would be glad to contribute helpful hints and information such as is required without being too technical or without being unnecessarily comprehensive. Why not plan a regular course of instructive articles to be issued during the remainder of this year? Hoping that this suggestion may be followed up, I am, yours, &c.,

IMPORTER (P. 263).

Rangoon, Burma, February 18, 1907.

[Any catalogues received from British firms, with postage, will be forwarded to our correspondent.—EDS. P.G.]

TRADE SHOW DAYS IN LONDON

TO THE EDITORS OF "THE POTTERY GAZETTE."

DEAR SIRS,—Your article on page 303 of current issue re London Trade Show Days, says: "Tuesday and Friday are the drapery trade show days, and we can only suppose that at some time the china and glass trade followed suit, and it still remains the same."

Tuesday and Friday are very inconvenient days, because no one closes on them, and if an agent happens to get a postal or other appointment for both Wednesday and Thursday afternoon, it thus only leaves him with Monday as a clear day to go out on a good long round, and thus much trade may be lost. If all London closed on one and the same day, that could be made the show day, and much time saved. This probably will never happen, so much the best solution of the difficulty would be to alter show days to Wednesday and Thursday, and thus give us three clear days (Monday, Tuesday and Friday) to go anywhere we want to, and because on none of these days will anyone be closed.

It is a matter that must be taken up by someone, if it is to be done, and yet there is probably no single agent who would care to approach all the other agents to try and put the change in hand. and I would suggest that if the POTTERY GAZETTE would take the matter up, they would stand more chance of success than any other people. It is not likely that all the agents would agree to the proposal, but if the majority did, then the remainder would soon have to fall into line.

Personally, I should be only too glad to see it come to pass.—Yours, &c.,

March 8. "ONE OF THE LONDON AGENTS."

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FROM BRITISH COLUMBIA.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I am in receipt of your letter of January 15 and note its contents. Since receiving the letter I have noticed your item in THE POTTERY GAZETTE. Thanks. Owing to crowded space my china and glass departments are, as the post-card shows, mixed up to some extent with the grocery department. The owner of the stores I occupy purposes on his return from England taking down this entire block and building a much larger one in its place, and giving me much more commodious premises. I have the plates of the cards, and if you cared to use them I would forward them.

I enjoy reading your paper, and glean from it from time to time much useful information that I find helps in the sale of china. A purchaser is generally interested in the history of some particular ware; and if one can tell them something of the makers and the place where they are made, and the reason that certain pieces are more valuable than others, it goes to help the sale wonderfully. I am interested in the story of the "Willow" pattern. I would like to get such a booklet published as an "ad." Could you furnish me with the necessary cuts.—Yours, &c.,

Cranbrook, British Columbia. STOREKEEPER.
Feb. 16, 1907. P. 258.

[Any catalogues received from British firms, with postage, will be forwarded to our correspondent.—EDS. P.G.]

TURNOVER AND STOCK.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Steady there, Messrs. Editors! In your editorial footnote to a letter in this month's issue under this heading you say you "do not believe any man can turn his stock over three times a year." You should say you know of none doing so. As a matter of fact, there are many who do so. What about —— —— & Co., and ——'s Stores? Last year I, for the first time in the history of the department, turned mine over three times, and hope to do better this year. If you invite correspondence on the subject, I am sure you will find many such.—Yours truly,

March 1, 1907. ——.

[We are glad to insert our correspondent's letter, and shall be pleased to hear from others. But we said "we did not believe any man exclusively in the glass and china trades can turn his stock over three times a year." Our correspondent is not "exclusively in the glass and china trades." His department is one out of a dozen into which a large "Stores" is divided. One department "feeds" another, and no one of them is conducted on its own resources alone. None the less, we accept our correspondent's statement that he has turned over a glass and china stock three times in one year, and we congratulate him on doing so. We shall be pleased to hear from another correspondent who has done the same.—EDS. P.G.]

ANSWERS TO CORRESPONDENTS.

Junior.—We do not answer legal questions, but we may say that it is matter of common knowledge that if you have taken possession of the shop and stock of your deceased brother you are responsible for his debts. Consult a solicitor.

A Dealer.—There is no compulsion, but for your own satisfaction you should take stock of all in your shop and warehouse at least once a year. Order as little as possible before doing so, and then make up your stock afterwards.

L. D.—You must comply with local regulations as to unpacking goods at the front of your shop.

H. R.—We send you the names of two makers of the ware you want.

Puzzled.—The fault will be in the making of the glass. It is not properly annealed. The breakage you refer to is excessive, and the manufacturers should make you some allowance.

Assistant.—The Pottery and Glass Trades' Benevolent Institution is the most likely one to be useful in such circumstances.

CORRESPONDENT'S INQUIRY.

F. & Co. (273) ask for names of makers of a jug or beaker, with the model of a frog on the bottom, inside.

Foreign Notes.

King Edward and French Porcelain.—The State Porcelain Works at Sèvres has just commenced a special and very elegant dinner service for the Elysée, the form and decoration of which are from the design of M. Dujardin-Beaumetz, Under Secretary of State, at the Ministry of Fine Arts. M. Dujardin-Beaumetz is an artist as well as a State functionary. King Edward has requested the manufactory at Sèvres to furnish him with a complete series of the different types composing the new service.

Terra-Cotta in Poland.—There are now in Poland three terra-cotta works, all of which are doing pretty well, as their united output is not equal to the demand, which is steadily growing, and there is little or no competition from abroad in consequence of the high duty. In consequence of the rise in the price of wood, floors, staircases, &c., which were formerly always made of wood, are now being made, in many instances, of tiles, besides which regulations recently issued by the sanitary authorities, by which butchers' and grocers' shops have to have stone or tile floors, have given a big opening for this industry.

Potting in America.—"Two new features interesting to pottery owners," says the "Glass and Pottery World" of Chicago, "relate to the perfection of an automatic jigger which will reduce labour cost at least one-half with an enhanced production of ware more perfect than possible under present hand work. It is, of course, an old proposition, and this announcement will arouse little more than a sceptical interest. Earlier defects have been removed through the ingenuity of the inventor, a potter, whose father and grandfather followed the same ancient and honourable calling. A leadless glaze for general ware, reached after long and careful experiments, is the announcement of a potter whose technical training at home and abroad have made him one of the few owners who not only know 'how,' but the 'why' regarding solution of practical problems. This glaze does not lack the usual lustre of former attempts, and it has stood the test of time in some degree. To eliminate lead and borax is a radical money-saving plan, and, while talk of lead-poisoning is little heard on this side of the sea, the subject is of prime consequence in the Staffordshire district of England. The merits of the new Texas clay beds continues to be a topic of interest. New pieces, made wholly of it, show a rather heavy shrinkage, but the colour and weight of the ware is surprisingly gratifying. A creamer made at the National China Company, East Liverpool, is a marvel of perfection. This piece carried a small shrinkage, but the clay was mixed with some flint and spar. No one is yet able to give information as to when the forty-five miles of connecting railroad would be begun, and this important data will be necessary before the clay becomes a really live commercial proposition. Two clay experts are now in Texas to look at the United Kaolin Company's land and other clay beds of Texas."

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Doulton & Co., Ltd., Burslem, have supplied their London representative, Mr. J. T. Bourne, with an extra number of novelties for the spring and summer trade. There are always some things new to be seen at the company's showrooms in St. Andrew-street, E.C., but just at present there are many. In looking generally round the large collection of exquisite pottery shown, it is manifest that Messrs. Doulton & Co. are amongst those who believe that form is a more important factor in securing trade than decoration. (I am thinking now of trade in domestic pottery). There are many whose wares give us the impression that they consider ornamentation the main feature to attract customers. I am not going to say one word against decoration. The remarkable influence of it may be seen in any pottery showroom, any day of the year, but it cannot be doubted that in manufactured goods—particularly in pottery—design should be the first consideration when the object aimed at is to give pleasure to the purchaser. Messrs. Doulton have just sent up to the London showrooms a number of new patterns, which immediately commend themselves to notice by the grace and beauty of form. The "Seymour" toilet shape, the one at the left of the three we illustrate, will confirm this. It is a perfectly plain shape (that is to say, free from embossments) and is adapted to the most varied schemes of decoration. But apart from any added effect, the artistic outline alone will commend itself to many buyers. The application of ornamentation to design is a very important matter in pottery production, but of more importance still is the perfection of design itself. The company are famous for their toilet services, and the other new shapes we illustrate will add to their reputation. The "Dover" will commend itself to those who do not care so much for the severely plain outline of the "Seymour." The opening and the handle of the "Dover" are quite out of the common, and are yet free from extravagance. That the pieces are well modelled will be understood without saying, seeing that they are "Doulton's." The samples shown me have a neat decoration in blue and gold. The other toilet service illustrated is the "Aldwych," a plain form with an original handle. The "Aldwych" is shown in delicate self colours, a very happy treatment for the particular shape. There are some beautiful productions in china toilet services in several new forms. The "Mayfair" has a tall ewer, graceful in outline and of full capacity. The company have a new decoration which they call the "Sahara." It is applied generally, but is especially appropriate to this particular toilet service. The lower portion of the tall ewer is shaded in sand-like brown, from which springs a palm which reaches to the top of the piece, while there are camels with riders in the distance, the whole suggestive of the desert. The shading from the brown sand to the golden sunlight is well carried out. The same "Mayfair" shape is shown with lace-ground delicately ornamented with slight printed patterns and little gold. It is also shown in light tints with painted flowers. Light ornamentations are given the preference just now, and are noticeable in toilet and dinner ware. The "Egerton" is a new dinner shape, which is decorated with original patterns in various colours. Instead of the border patterns, which have been so much in evidence lately, the "Egerton" has a wide and neatly finished design covering the whole of the rim of the plate. The vegetable dish is an uncommon but pleasing shape, with sunk lid. There are several other wide border patterns on different shapes, all attractive but inexpensive. The "Egerton" dinner service is shown in several floral patterns and other rich ornamentations. The "Chinese Pagoda" decoration is applied to dinner ware with pleasing effect. The company's china tea and breakfast ware includes an innumerable variety of both shapes and decorations, some in rich designs, and others in quiet, subdued colour combinations. There are some pretty sets in blue and gold, and green and gold, and with rose festoons. After dinner coffee sets make a good show; there are several new and pleasing shapes, and any number of new decorations, Some of the latter are rich and rare, but do not come under the category of inexpensive, though they are not dear when their quality is considered. Mr. Bourne has some new teapots added to his large assortment of samples, and quite a new line in jugs—good, but inexpensive, and suitable for any table. A new shape is ornamented with scenes from "Gulliver's Travels." A pleasing series of Welsh subjects is applied to a number of small vases in many shapes. The Welshwomen, with the tall, tapering national hat, make very pleasing decorations. The other subjects illustrated are the "Coaching Days" series on new grounds; the "Royal Dutch" series; "Nursery Rhymes"; "The Jackdaw of Rheims," with quotations from the poem; and the "Izaac Walton" series, with quotations. A novelty is called "King's Ware." It consists of a teapot, sugar and cream, in dark brown, with embossed figures on light panel. The figures show an old lady drinking tea, and there are inscriptions, such as



Photo. by the "Pottery Gazette."

DOULTON & CO., LTD., BURSLEM.

"Heart's content," "The cup that cheers," &c., underneath. I have notes of many beautiful pieces in the purely artistic gallery, but I must postpone reference to them for the present.

The Star China Company, Atlas Works, Longton, are manufacturers of breakfast, tea, and dessert services, teapots, sweets, afternoon tea sets, trinket sets, &c., in their "Paragon" china. "Paragon" china is now a recognised line on the market. The company have steadily forged ahead with a little-known class of ware, until they have created a demand for it, and have now established a reputation for themselves as manufacturers of it. Mr. C Berry, 25, Ely-place, Holborn-circus, E.C., is the London representative of the company, and he is showing a full line of samples of their principal productions at his rooms. The principal lines are tea and breakfast ware, and a fine show of samples of these is made, suitable for a medium and better class trade. "Paragon" china is remarkably light and very nicely finished. It should prove a useful stock for the general glass and china dealer doing medium and better class trade. The novelties for the season run more on ornamentation than on shapes. There are several very pretty patterns on the firm's well-known "Jewel" shape. It has a graceful outline, and is ornamented with several new festoon and conventional patterns. There are also new decorations in what are called the "New Art" lines, and others of a neat and quiet character. The company are successful with their colours, many of which are very good, especially the greens in two or three shades. Green is quite a popular colour at present, and some of the Star China Company's light emeralds are very interesting. The jewel shape is shown in many decorations. The "Bute" shape is a useful plain form without embossments, its smooth surface making it suitable for many styles of decoration. The company have applied the principle of their "patent safety cups" to ordinary tea ware. They will be acceptable to dwellers in flats, who, as a rule, have not too much room in which to stow their pottery. Many additions have been made to the company's interesting collection of miniatures. Trinket sets and afternoon tea sets are shown in various pleasing decorations. In dessert ware the company are showing some richly decorated samples, with painted views of castles and landscapes. They are making a larger number of high-class decorations than formerly.

Wedgwood & Co., Ltd., Tunstall, are represented in London by Mr. F. Findlay, who is showing samples of all their principal goods at Buchanan-buildings, 24 and 26, Holborn. The show-rooms are large and light, and the company's semi-porcelain and earthenware are admirably set out. New shapes in toilet ware and dinner ware are shown, and several very pretty new patterns are applied to familiar shapes. For instance, the "Eaton" dinner service is a very popular shape. They are showing it now ornamented with festoons of pearls and pearl border. This decoration is well suited to the oval-shaped vegetable dishes of the "Eaton" service. There is an admirable collection of shapes and patterns in dinner ware, with new and tasteful border patterns. Border patterns on dinner ware are still in demand, and the company are showing a number of good ones suited for medium class trade, and also some rich decorations with gold tracery on blue, and also on green. They make a leading feature of Imperial mazarine bands applied to dinner, tea, and toilet ware. Their "Belgrave" toilet service is not a new shape, but it is now presented in several new and attractive decorations. The festoons of pearls (of which I have spoken in connection with dinner ware) are applied with excellent results to the "Belgrave" toilet shape. One handsome set has this pearl ornamentation in conjunction with a green band. One of the new shapes in toilet ware is the "Conway." It has a tall ewer with a rather straight handle, and a good-sized round basin. A number of very neat printed patterns are applied to this shape, some pleasing floral designs among them. There are some interesting revivals of old-time decorations. The old "Indian Tree," and the old "Willow" pattern are applied to quite new shapes in toilet ware. The company are showing a new rose-wreath decoration which is applied not only to toilets and dinner ware, but to all table requisites in pottery. This pattern makes a very smart-looking toilet set, with the pattern both inside and outside the basin. A special line of the company's is plain white, and badged dinner, tea and toilet ware for hotels, restaurants, &c. They also show samples of hotel ware in mazarine bands, with or without crests and badges, and with non-chippable edges. These can be had either plain or decorated. The company publish a useful illustrated list which members of the trade can have on application.

Thos. Aidney & Co.'s colour factory, on the heights of Hartshill, above Stoke-on-Trent, is a smart and cleanly building, standing amid pleasant surroundings, pure air, and commanding extensive views. The walls of the works are overgrown with ivy, and everything inside the works is well in keeping with the pleasing external appearance. Light and cleanliness are in evidence everywhere, and the most up-to-date appliances are in use so at to produce a maximum of efficiency at the minimum of cost. The business was established sixty years ago by the late Mr. Wm. Aidney, grandfather of Mr. Basil Aidney, who is now head of the firm. The present premises have been in use for the past thirty years. The various processes are conducted on thoroughly scientific lines, and under the best conditions. Mr. Basil Aidney, himself an expert, practical chemist, being assisted by a most experienced staff. The firm have just brought out a fine new Royal or mazarin blue enamel for banding on china or earthenware. Experiments with this have been in progress for several years, but not until recently has the perfect effect been achieved. It is a perfect enamel, of great brilliancy, and the firm guarantee it to be thoroughly sound. Already American potters have learnt its value, and are taking considerable quantities. The firm's scarlet enamel is also a notable product, and is especially suitable for the heraldic ware which is so popular just now. It has a remarkable depth and gloss, and shows up magnificently on ivorine and white bodies. In the mass it is highly effective; it will stand in any intensity, and was so liberally used in some of the effects we were shown that it stood out from the body almost like a bas-relief. Jewel enamels are another speciality of the Hartshill firm. A complete range of these is supplied for jewelling directly on to gold or other substances. The jewels will stand not only on ordinary china and earthenware, but also on jet and stoneware. They have stood the test of time, and are used by Continental, American, and even by Japanese potters, as well as by leading manufacturers in Great Britain. Our attention was also specially directed to a "golden orange" enamel, which has now been on the market for five or six years, and is quite distinctive by reason of the purity of its tint. It is suitable for ground laying, printing, and banding alike. The firm are very old makers of turquoise, and of the finest white enamels, for china and earthenware. Among the latter may be singled out for special mention a pearl-white enamel, which is used chiefly in jewelling, to give the effect of a pearl, of which it is a most excellent imitation. Aidney & Co. have also a few specialities in underglaze colours, their white and rose productions in this direction being very popular.

J. M. May & Co., glass, pottery and general merchants, 2, Butler-street, Milton-street, London, E.C., have been established for some time as importers and as manufacturers' agents. They have a large collection of samples always on show at their rooms, and they are kept supplied with the newest productions of their several manufacturers. Messrs. May are importers of all kinds of Continental table glass, and their samples include many skilfully cut and etched patterns on good shapes. In addition to heavily cut patterns they show some exquisitely light and dainty suites in table ware. They are the sole agents in the United Kingdom for patent machine-made bottles, which are remarkable for their perfect uniformity and their finish. The firm have the control of the specialities of several glass factories, so they are able to supply practically every description of glass ware. Their samples of chemical glasses, particularly those used for analytical purposes, include a number of patented specialities. The samples cases, and jardinières. In grotesques there are some original conceptions. True there are our old acquaintances the cats with elongated necks, but there are some novel figure candlesticks and vases that will please lovers of quaint forms. Mr. Martel's productions have the merit of originality; but that is not their only recommendation, for they are pleasing both in form and ornamentation. Fresh samples are expected soon, but there is already a useful assortment on show. Messrs. May's stock of Bohemian glass is thoroughly representative, and contains some handsome fruit dishes with a straight cut handle rising from the centre. These are shown in cut flint glass and also in ruby and flint. A special line shown consists of decanters in miniature, for liqueurs, in many pretty shapes, nicely cut and otherwise decorated. There are many other interesting novelties which we have not space to enumerate. In addition to the large collection of samples they have displayed in their rooms, the firm have



Photo. by the "Pottery Gazette."

J. M. May & Co.

of spirit urns are very numerous, and include many original shapes with heavy cut and engraved ornamentations. Glass barrels for spirits are shown in great diversity. It appears that glass urns and barrels are still selling in large quantities. May & Co. supply tall specimen tubes for oils, varnishes, colours, &c., and show glasses for seeds, powders, minerals, and all trade purposes. One special line in which they do an extensive business is in flasks in four shapes for licensed victuallers' purposes, and of which they sell a large number every year. They are well-known importers of Continental pottery, and have recently been appointed sole representatives in the United Kingdom for Mr. Georges Martel, Desvres, Pas de Calais, manufacturer of a special class of decorated pottery in useful and fancy articles. It has a sound earthenware body and is light to handle. Mr. Martel makes three special ranges, "Delf," "Rouen" and "Heraldic." Many of his original forms are produced in all three. The samples now on show at Messrs. May's rooms include vases (many shapes), tall and low candlesticks, pitcher jugs, clock a large book of photographs of some hundreds of Mr. Martel's productions. These are excellent representations of the originals, and are produced to scale, so that the actual size of the originals can be realised at a glance. We give illustrations of representative pieces of the "Rouen" and "Heraldic" wares.

Adderleys, Ltd., Daisy Bank Pottery, Longton, are represented in London by one of the directors, Mr. J. E. Heath, 49, Holborn-viaduct, E.C. They are manufacturers of practically all grades of china and earthenware (except the low ones), and Mr. Heath shows a full line of their samples at his rooms, which are always open. The samples Mr. Heath is showing indicate considerable improvement upon former Daisy Bank productions. It will be an advantage to dealers to buy china and earthenware from one house, and as Mr. Heath is able to submit a very useful variety in both lines he should command a good trade. One of the best toilet services they show is the "Paris" shape, of which we give an illustration. It is a registered shape, and the ewer is a tall, graceful form, and the round

basin has an "anti-splash" rim. Nearly all the company's toilet basins are now made on this plan. The "Paris" is really a good form, and it is supplied in many appropriate decorations; one especially pleasing ornamentation consists of ivy wreath and moss roses. This ivy leaf decoration of Messrs. Adderleys' is not the conventional ivy spray so often met with. It is a good reproduction of ivy from nature. Mr. Heath showed me several new toilet shapes, which indicated that the company are well up to date. I hope I am not disclosing a secret in saying so, but I was not only shown the latest shapes produced, but one at least that has not yet been produced. I refer to the design for a new and artistic toilet service that is coming out soon. The ewer is a beautiful form on Etruscan lines. If the design is adhered to the result will, I feel sure, be highly satisfactory. The samples include some good lines in dinner ware, with decorations in accordance with the prevailing demand. The company make a wide range in China tea and breakfast ware, from neat but inexpensive printed patterns up to the most richly decorated. They show choice examples of hand-painted sets. They have several new shapes, the "Beaumont" and the "Lily" being two of the best. These are shown in many decorations and some special colours—apple green and others. Some rich decorations consist of gold on blue and gold on green. A revival of old ivy with blue and gold makes a rich ornamentation. The company are showing china trinket sets—with china trays, good shapes and neat decorations—at prices that compare favourably with foreign sets



JOHN HALL & CO.



ADDERLEYS, LIMITED, LONGTON. *Photo. by the "Pottery Gazette."*

The dessert services are high-class productions; the free-hand gold and painted decorations are beautifully executed. There are several new coffee sets, the "Wynne" shape being one of the newest. They make many good forms in flower vases, two of which are included in the illustration. The miscellaneous sundries shown are numerous, and include jardinières, flower pots, trays, sardines, broths, and badged china and earthenware for all purposes.

John Hall & Co. (of Stourbridge), **Ltd.,** are specialists in the manufacture of fire bricks and fire-clay accessories used in glass manufacture. They are well situated for this business, being located at the headquarters of glass manufacture and fire-clay production. They are manufacturers of glass-house pots, stoppers, rings and collars. They are also makers of boiler seatings, flue covers, and other best fire bricks for all duties. When a pot of glass is ready for working it is very desirable that the heat of the metal should be maintained as fully as possible. For this purpose a pot stopper is used in front of the pot. Messrs. Hall & Co. have registered the improved glass-house stopper shown in the illustration. The improvement, it is claimed, secures greater durability in the stopper itself, and greater convenience to the worker. The bottom of any "stopper" rests on the top of the pot, and is therefore liable to come in contact with the hot metal. To prevent adhesion, the improved stopper has its bottom edge bevelled, instead of being flat, as is usually the case. The "lifting hole" of pot stoppers is always the seat of danger to the stopper itself. Messrs Hall & Co. have guarded against this by increasing the thickness of the stopper at this point, so that the removing and replacing of the stoppage is not attended with such risk of breakage. The illustration on the right gives a side view of the stopper showing the increased thickness just at the place where extra strength is demanded. Apart from the increased convenience, the economy effected by the longer life of the improved glass-house stopper is well worth the consideration of glass manufacturers.

A Potter's Signature.—In the library of University College, London, are some interesting books and records relating to the history of the University and College. Among them is the Peel Memorial, dated 1854, one of the signatories to which was W. T. Copeland, whose name immediately follows those of John Bright and Richard Cobden.

Trade Notes.

The Editors are always glad to receeive items of trade intelligenee, such as removals, new premises, personal items, &c.; also marked local newspapers.

The Arcadian Floral & Art Pottery Co. have opened premises at 161, Strand, W.C.

Mr. Sims has opened a glass, china, and hardware business at 313, High-street, Chatham.

Mr. W. E. Addis, china and glass merchant, has opened the premises 82, Hackney-road, N.E.

Mr. B. McCarthy, china and glass dealer, has acquired the premises 179, Bethnall Green-road, E.

Mr. N. Donner, china and glass merchant, has opened premises at 50, Spitalfields-arcade, Brick-lane, E.

Mr. E. Lawrence, china and glass merchant, has relinquished the business at 106, Wood-street, Walthamstow, E.

Mr. R. Humberstone, china and glass merchant, has reopened the premises 59, Church-street, Edgware-road, N.W.

Spiers & Pond, Ltd., held a special stocktaking clearance sale of dinner, tea, and toilet services at their china department, Queen Victoria-street, E.C., from March 11 to 23.

W. Whiteley, Ltd., Westbourne-grove, Bayswater, W., have purchased the entire stock of Mr. Wm. Pearce, china and glass merchant, 167–9, Queen's-road, in the same district.

Unmanufactured Clay to the weight of 50,987 tons, and valued at £54,618, was exported from the United Kingdom during February last. Both quantity and value show a considerable increase.

Irish China Clay and Resources, Ltd.—Registered capital, £2,000, in £1 shares. Objects: To seek, get and work china clay, china stone clay for brick-making, minerals and other substances, &c.

The business of Robinson & Ledbeater, Ltd., Stoke-on-Trent, has been purchased by Messrs. Harold T. and Hubert A. Robinson, and will be carried on by them, under the same name as before.

Standard Pottery Co., Ltd.—Registered capital, £1,500, in £1 shares. Objects: To take over the business of earthenware and other ceramic ware manufacturers and potters carried on at Tunstall by the Standard Pottery Co.

Sanders & Coles, Ltd.—Registered capital £1,000. Objects: To carry on the business of dealers in jewellers' and watchmakers' goods, china, glass, &c., and to adopt an agreement with P. H. Barraball. Registered office, Gamage-buildings, Holborn, E.C.

The Sowerby's Ellison Glass Works, Ltd., sent a wire to their London office lately as follows:—"Order for fifty thousand half-pint tumblers received 20th inst. Despatched in nine trucks to-day. Railway company promise delivery destination to-morrow."

J. Wuidart & Co., Ltd., foreign glass merchants, 24 and 25, Fore-street, London, E.C., have appointed Mr. C. Berry, of 25, Ely-place, a director of the company, with special charge of the London branch of their business, and their samples will henceforth be on show both at Fore-street and Ely-place.

C. C. May & Sons, Ltd.—Registered capital, £3,000, in £1 shares. Objects, to acquire the business carried on at 54, Victoria Park-road, N.E., as C. C. May & Sons, and to carry on the business of smallworkers and manufacturers of and dealers in mounted glass, china and earthenware, bottles, jewellers, &c. Registered office, 282A, Richmond-road, Hackney, N.E.

The Buyers' Provident Association.—The first annual general meeting of this association was held at the Regent-street Polytechnic on March 15. Mr. W. Richardson, 17, Cumberland-road, Acton, W., is the hon. secretary, and among the members are representatives of the china departments of Harrods Stores, Ltd., T. R. Roberts, Ltd., and W. Whiteley, Ltd.

The Channel Tunnel.—At a meeting of the North Staffordshire Chamber of Commerce at Stoke on March 20, on the motion of the President, Mr. Cecil Wedgwood, it was resolved that, in the opinion of the Chamber, the building of the Channel Tunnel would be prejudicial to the safety of the country. The Government and the Opposition have decided to oppose the scheme.

Mr. John Moss, head of the warehouse at the Globe China Works, Fenton, belonging to Messrs. H. J. Bradbury & Co., has recently left that firm, and has accepted an engagement in Ohio, U.S.A. That Mr. Moss has the good wishes of the staff and employees at Globe Works was shown by the presentation to him of a handsome pipe case and a useful tobacco pouch. The presentation took place on the March 7.

The Late Mr. Philip Pargeter.—At the opening of the new Stourbridge Workhouse at Wordsley, on March 12, Miss Finey, one of the Guardians, asked the Chairman's acceptance, on the Board's behalf, of a portrait of the late Mr. Philip Pargeter, a former member of the Board. The chairman, the Rev. T. J. McNulty, accepted the portrait on behalf of the Union. The chairman and several Guardians spoke in high terms of their late chairman.

Mediæval Stained Glass.—On March 13, a paper on "Mediæval Stained Glass, its Production and Decay," was read before the Society of Arts, by Mr. Noel Heaton, B.Sc. The chair was taken by Mr. Lewis Foreman Day, F.S.A. The paper, which was illustrated by micro-photographs, was listened to with much interest. The Chairman and Messrs. H. Powell, C. W. Whall, E W. Hulme, J. Lovibond, W. Reid, J. Powell, and V. Newman, took part in the discussion which followed.

Art in Pottery.—On March 14 Mr. Stanley Thorogood, the art master at the Wedgwood Institute, Burslem, delivered an instructive address on the training of the potter to the members of the Midlands Association of Head Masters of Schools of Art. The members had previously visited Doulton & Co.'s pottery, where they had an opportunity of witnessing certain pottery methods. The address had special reference to the work of art schools in training pottery craftsmen and designers.

Sinusoidal Wired Glass Co., Ltd.—Registered capital, £20,000, in £1 shares. Objects: To acquire from J. Horlick, of Cowley, Glos., the benefit of a contract dated August 13, 1906, between the Continuous Glass Press Co. and the said J. Horlick, being an agreement for the sale to the said J. Horlick of an invention and certain patents and rights relating thereto owned by the said company relating to the manufacture of wired glass, and to carry on the business of manufacturers of glass, wired glass, and combinations of glass and other materials, &c.

The Fragile Club.—The members of this social club held a Bohemian concert at the Holborn Viaduct Hotel, on Friday evening, March 22. It was a "ladies' night," and the entertainment was an enjoyable one. The chairmen were J. H. Hart, Esq., the president of the Club, Ronald D. Doulton, Esq., and Charles E. Green, Esq. A number of highly competent vocalists, instrumentalists, ventriloquists and magicians gave unqualified satisfaction to an appreciative assembly. The proceeds of the concert are to be devoted to the Charity Fund of the Club.

Pottery Workers' Meeting.—The annual meeting of the Langley Mill branch of the Amalgamated Society of Male and Female Pottery Workers was held at the Midland Hotel, Langley Mill, on March 4. Mr. A. Goddard presided. Mr. J. Booth (organiser), of Burslem, said that during the year more than a thousand members had joined the society, and over a thousand had applied for an increase of wages.

That showed that trade unionism was doing something for the workers. It was only by banding together that they could do away with oppression. Trade unionism was just as much for the good of the employers as for the workers.

The Wordsley School of Art is making good progress. Mr. Owen Gibbons presided at the annual distribution of prizes on the 21st ult. A bronze medal was obtained by Jno. E. Webb, in the national competition for designs for wine glasses. One of these was executed in glass and decorated. Sidney Field won the North Scholarship, value £3, first prize (equal), for designs for decorated wine glasses and second prize for vase forms in glass. Sidney Phillips, first prize (equal) designs for decorated wine glasses; 3rd prize, designs for sgraffito plaque. In the glass manufacture section, bronze medals and money prizes from the City and Guilds of London, as well as County Council scholarships of £3 and £2, were carned by A. J. Bohm and Frank Brooks respectively. Other students were awarded prizes.

Death of a well-known Traveller.—We regret to announce the death of Mr. George Turner, who for over 20 years represented the firm of Sanderson & Young, of 21, Red Lion-square, London, in the Eastern Counties, Midlands, &c. He was highly respected by a very large range of customers, by very many of whom he was treated as a personal friend. His health had not been good for some time, and in the spring of last year he broke down and was compelled to take some rest. His indefatigable energy, however, soon brought him back to business, but early in November a prolonged rest was imperatively ordered. This unfortunately did not, in spite of every effort, produce the desired effect, and on Monday, March 11, he passed quietly away, deeply regretted by the firm he so long represented and by a large circle of private friends.

O. C. Hawkes, Ltd.—The annual meeting was held on March 4 at Birmingham. Mr. Hawkes, who presided, in moving the adoption of the report stated that the year's business had been characterised by steady progress. It enabled the directors to increase the dividend, and to carry forward £3,721. During the year the works were well employed; and they were never so well equipped as at the present time. The board had reason to be satisfied with the electrical branch, which had two leading patented specialities which they had introduced, and were giving good results. It was considered advisable, owing to the state of the market, to invest a considerable proportion of their cash balance in raw material, and that course had been justified. The report was unanimously adopted, and Mr. J. Courtenay Lord and Mr. L. C. Docker were re-appointed directors.

Tenders Accepted.—Bethnal Green Borough Council has accepted the following tenders for the supply of glass for one year:—Pilkington Brothers, Ltd., 10, Upper Thames-street, E.C, plain 21-ounce glass; Mr. Henry Borton, 316 and 318, Bethnal Green-road, N.E., opal, ruby and plate glass. Camberwell Borough Council has accepted the tender of Pryke & Palmer for glass chimneys and globes. Islington Guardians have accepted the tender of Mr. Wm. Huntsman for earthenware. Lewisham Guardians have also accepted Mr. Huntsman's tender for earthenware. The Poplar and Stepney Sick Asylum Board has accepted the tender of J. Defries & Sons, at £181 8s. 8d. for the annual supply of earthenware. Bethnal Green Guardians this year, for the first time, split up the contracts, considering the different items in the tenders separately. The earthenware contract was divided between Messrs. J. Green & Co., W. Huntsman, D. Shepherd, Atkinson & Co., and J. Shingler. The Lewisham Guardians have accepted the tender of Mr. W. Huntsman, Upper-street, Islington, N., for the supply of earthenware.

Society of Chemical Industry (Yorkshire Section).—A meeting of this section was held at the Queen's Hotel, Leeds, on Feb. 25, when Mr. J. W. Cobb read a paper on the "Testing of Glazed Clay-ware." The lecturer pointed out that nearly all pottery, porcelain, glazed bricks and tiles, sanitary and chemical ware were included in "Glazed Clay-ware." The glazed brick was taken as a type, for its simplicity of shape and structure. The excellence of a good glazed surface as one that reflected light, and refused to harbour dirt or bacteria, was mentioned, but it was also pointed out that there were grades in this excellence, and it was very advisable to apply tests to determine to which grade any particular sample of glazed clay-ware was to be assigned. The tests described were to determine the resistance offered to destructive agents, such as frosts, crystallisation, corrosive vapours, and floating dirt. Glazed surfaces subjected to these tests were exhibited. The apparatus and manipulation required for testing was simplified as far as possible, and were exhibited and explained. The paper was followed by an interesting discussion, in which several speakers took part. Slides showing the effect of the various tests and several specimens were also exhibited.

Trade Unions and the Glass Bottle Trade.—A Yorkshire correspondent writes:—For some time a determined attempt has been made to prevent the Rylands Glass and Engineering Co., Ltd., of Stairfoot, near Barnsley, continuing the employment of non-union glass-blowers. The firm, it is well known, pay good wages, but they decline to be dictated to by the trade union leaders, and have had to suffer many annoyances, as have had their men. One of the favourite ways adopted has been to subject the workers to indignities on their return home each evening. Crowds of women and children have assembled to hoot them, and police escort has had to be obtained for the protection of the men. Threats of violence and the use of bad language have been common, and the nuisance became at last so great that the chief constable felt compelled to take action. On March 7, at the Barnsley Police Court, he alluded to these disturbances, which he said he was determined to stop, and which since have dwindled to small dimensions. He took proceedings against two married women, leaders in persecuting the men on February 28, and both were fined by the magistrates with the alternative of imprisonment. It transpired in the course of the hearing that some of the workmen who reside at a distance from the Stairfoot Works had had to be protected by a police escort for a distance of two miles, a howling crowd following them all the way.

Glass and China Selling in Liverpool.—Our Liverpool correspondent writes:—For fully a dozen years past the retail dealers in soap, candles, starch, matches, petroleum oil, polishes, and other goods of the kind, and who have been known in the district as "tallow-chandlers and oil dealers," have been adding glass and china ware to their stocks. Changes have been in progress by which some of the older and more valuable branches of the business have been passing away, and china and glass have been stocked as a new class of goods which, it has been hoped, would compensate for the loss of the older goods. On February 28 the annual meeting of the Liverpool and District Tallow Chandlers' and Oil Dealers' Association was held. In the course of the proceedings it was decided unanimously that the name of the Association should be changed to "The Liverpool and District Chandlers' and Glass and China Dealers' Association." There are at present some 600 shopkeepers in Liverpool who have been recognised as "chandlers" and as eligible for membership of the Association, though the whole of them have not been members. Nor have all of them become dealers in glass and chinaware, but most of them

have done so and are, presumably, in touch with manufacturers and with the wholesale trade. By the change in the name of the Association the glass and china branch of the trade has received a recognition such as it has not had before.

Recent Company Liens Registered.—Edwards & Sons (Burslem), Ltd. (Earthenware Manufacturers).—A debenture to secure £3,000, and a deed of indemnity to secure £500, have been registered. Property charged—(by debenture): The company's undertaking and property, present and future, including uncalled capital. (By deed of indemnity): The company's undertaking and property, present and future, including uncalled capital, book debts, and unpaid capital, subject to above-mentioned debenture. Holder in both cases—W. Edwards, sen., Peel House, Alsager, Cheshire.——Hunslet Electrical Pottery Co., Ltd.—£3,000 5 per cent. debentures, charged on the company's undertaking and property, present and future, including uncalled capital, have been registered. Holder—J. W. Ibbitson, 1, Elmwood-place, Camp-road, Leeds.——Eclipse Glass Works, Ltd., Clapton N.E.—Lien registered for £1,000 6 per cent. second mortgage debentures; secured on the general assets.——Knutton Tileries Co., Ltd.—£530 debentures; charged on all property, and undertaking present and future and uncalled capital for time being, but excepting leasehold property, have been registered. Cartwright and Edwards, Ltd., Longton.—Trust deed registered for £8,000 5 per cent. first mortgage debentures, charged on the Victoria Works and Borough Pottery, both situated in Longton, Staffordshire, together with the whole of the appurtenances belonging hereto.——West of England China, Stone and Clay Co., St. Austell, Cornwall.—Lien registered for £18,000 5 per cent. first mortgage debentures, part of £50,000 authorised; charged on the undertaking and all the property, present and future.

A Trade Protection Association. — "The Glass, Earthenware, and Allied Trades' Association" is a new organisation for the protection of the interests of manufacturers and wholesale dealers in the glass, earthenware, and allied trades. The aim of the Association is to furnish subscribers with absolutely trustworthy and direct information as to the respectability and financial position of traders with whom they intend to do business. The Association will also look after their subscribers' interests in cases of failure—whether in the form of private arrangement or bankruptcy. It will also undertake the collection of debts. The novel feature about this Association is that it will confine its operations exclusively to the trades named, and in this fact it is claimed its great utility lies. It is incorporated with the Continental Creditors' Protection Association, which has been in successful operation for several years, directing its attention principally to the glass trade. The object of the Association is to supply real information that may be relied upon, rather than merely to express an opinion to which little weight can be attached. The societies that serve all trades do not, and cannot, devote special attention to the glass and pottery trades. This attention the new Association is prepared to pay. Provided the Association continues to extend its membership in the same manner as it has done during the last year, it is intended to incorporate it by mutual guarantee. Full particulars may be obtained from the Secretary to the "Glass, Earthenware and Allied Trades' Association," at the head office, 34 and 36, Gresham-street, E.C.

L.C.C. Contract for Cable Ducts.—At the meeting of the London County Council on March 25 the Highways Committee reported as follows:—We have considered the undermentioned tenders, which were received as a result of public advertisement and were referred to us on March 19, 1907 (p. 642), for the manufacture, supply and delivery of 900,000 stoneware cable-ducts required in connection with the reconstruction of certain existing tramways, and the construction of some new lines for electric traction—Donnington Sanitary Pipe and Fire Brick Co., Ltd., Moira, near Ashby-de-la-Zouch, 100,000 ducts at £15 per 1,000, amount of tender £1,600; Doulton & Co., Ltd., London, 100,000 at £15, £1,600; Ensor & Co., Ltd., Woodville, near Burton-on-Trent, 100,000 at £15, £1,600; Gibbs & Canning, Tamworth, 100,000 at £15, £1,600; Robinson & Dowler, Overseal, near Ashby-de-la-Zouch, 100,000 at £15, £1,600; H. R. Mansfield, Burton-on-Trent, 100,000 at £15, £1,600; Sutton & Co., Overseal, near Ashby-de-la-Zouch, 100,000 at £15, £1,600; Hosea Tugby & Co., Ltd., Moira, near Ashby-de-la-Zouch, 100,000 at £15, £1,500; George Skey & Co., Ltd., Tamworth, 120,000 at £15, £1,900; Stanley Bros., Ltd., Nuneaton, 125,000 at £15, £1,975; Thomas Wragg & Sons, Ltd., Swadlincote, 125,000 at £15, £1,975 James Woodward, Ltd., Swadlincote, 900,000 at £15, £13,600; John Crankshaw & Co., Ltd., Horwich, near Bolton, 100,000 at £17, £1,800; Sharp, Jones & Co., Parkstone, Dorset, 100,000 at at £18 10s., £1,950; The Albion Clay Co., Ltd., Woodville, 900,000 (not to specification) less 2½ per cent. discount, £22,600. It will be seen that in the case of the first eight tenders mentioned above, the numbers of ducts which the several firms offer to supply, and the prices quoted, are identical. In our opinion this seems to point to a state of affairs calculated to minimise seriously the advantages which we feel the Council is entitled to expect as the result of open competition. In these circumstances, and in view of the fact of the similarity of prices when tenders were recently obtained for a previous quantity of 500,000 ducts, we are of opinion that only such number of ducts should be obtained at the present time as is urgently required, in view of the tramway works to be put in hand in the near future, and that steps should be taken, before the remaining ducts are purchased, to secure more favourable terms. We therefore suggest that 500,000 ducts only should be purchased immediately, and that for these the tenders of the Donnington Sanitary Pipe and Fire Brick Co., Ltd., Doulton & Co., Ltd., Ensor & Co., Ltd., Gibbs & Canning, and Robinson & Dowler, for the supply of 100,000 ducts each, at £15 a 1,000, should be accepted. We will report at a later date as to obtaining the remaining 400,000 cable ducts required.

The Canals Commission.—The Royal Commission on Canals and Waterways met on March 5, 6, 12, 19, and 20, in Westminster, the chairman, Lord Shuttleworth, presiding. Mr. G. R. Jebb, civil engineer, gave evidence to the effect that both the Shropshire Union and Birmingham canals had been maintained in a high state of efficiency and many improvements had been made during the last 30 years. The L. & N.W.R. Co. guaranteed certain dividends and had to provide large sums of money every year to fulfil their obligations in this respect. Mr. W. W. Grierson, engineer to the Great Western Railway Co., gave evidence to the effect that the total length of navigations and canals together belonging to the company was about 212 miles. The canals were maintained in a very fair working condition, and were quite fit to cope with a much larger volume of traffic than at present. Mr. T. H. Rendell, chief goods manager of the Great Western Railway Co., contended that, if aid to the canals was to be provided from municipal taxation, that would be exceedingly unfair to the railways, which in many districts had to bear the larger share of the local taxes. Mr. G. H. Kenrick, of Birmingham, said he had issued a circular letter to manufacturers in the district likely to be affected by the question, and from the answers received it would appear

that finished goods were sent very little by canal at present. Goods for export, especially if bulky or heavy, would be sent very generally by canal if the present cost of transit were reduced by one-half. Materials such as coal and iron would be sent by canal much more freely if lower rates and better facilities were offered. Finished goods for home consumption might be sent in large quantities between important centres, such as Liverpool, Manchester, Leeds, Bradford, and Birmingham, and London. Mr. J. S. Taylor, chairman of the Birmingham Chamber of Commerce gave evidence as to the commercial advantages which would accrue from a proper development of the canals and inland waterways of the country, being of opinion that most of the present difficulties in the matter of transport were attributable to their inefficiency. The railway companies had a virtual monopoly of carriage, and, as was the case with most monopolies which had to be worked solely for the benefit of the shareholders, the consumer or user was treated with scant consideration. The chamber had been informed on trustworthy authority that the present canals, deficient as they were in most respects, could accommodate at least four times the amount of traffic now carried. Mr. G. H. Wright, secretary of the same chamber, also gave evidence, and he was followed by Mr. E. Cooper, of the Liverpool Corn Trade Association and the Liverpool Millers' Association. Mr. Jeans, secretary of the British Iron Trade Association, said the association favoured the project for four great canals connecting the four chief ports of Hull, London, Liverpool, and Bristol with the chief manufacturing districts, which had been before the country for many years. Evidence was also given by Mr. G. Macpherson, of the firm of Philip Williams & Sons, ironmasters, of Wednesbury Oak, Tipton, near Birmingham. The Commission adjourned until April 23.

Legal.

Disputed Account.—At the County Court, Stafford, on March 8, Mr. Louis Marc Solon, of Stoke, claimed £35 8s. 5d. from Mr. George Bourne, accountant, and Mr. A. R. Lancaster, accountant, being the amount agreed to be paid by the defendants to the plaintiff in an agreement in writing duted February 21, 1906, whereby the defendants agreed to pay all liabilities owing by the Tamworth Encaustic Tile Co., Ltd., which were over £150. After evidence and counsel's arguments had been heard, his Honour Judge Mulholland gave judgment for £15 0s. 10d. against both the defendants, with costs against Mr. Lancaster alone.

Claim and Counterclaim.—At the Longton County Court, on March 5, before his Honour Judge Mulholland, James Kent, earthenware manufacturer and potter's miller, of the Foley, claimed £15 15s., balance of money advanced to John Hulme, living at Longton Hall. The defendant counterclaimed for £18, being eight weeks' wages as damages for alleged wrongful dismissal without notice. The plaintiff's case was that defendant had been in his employ as manager of a mill at a salary of £2 weekly, beginning in September, 1902. His wages were increased by 5s. weekly in February, 1905. In October, 1905, he borrowed £30, and under an arrangement by which he was to repay the money at 5s. weekly he had reduced the account to the amount now claimed. In accordance with the custom of the trade, the defendant was given a month's notice on November 23, 1906, and he worked out the month and did not then object to the term. Plaintiff maintained that there was a distinct understanding when defendant was engaged that there should be a month's notice on either side. Plaintiff had not heard of any other term being in vogue among millers. The defendant, who said he had had nineteen years' experience in milling, said the custom of the trade was that a works manager had three months' notice. Witness had to go at the end of the month because it was so uncomfortable for him to stay. His Honour said the question of custom of the trade was entirely out of this case. The defendant had accepted the month's notice, which was the proper notice. He found for the plaintiff on the claim and on the counter-claim.

Floating a China Company.—On March 19, in the King's Bench Division, the appeals of Mr. Andrew Mackee, Mr. James Mackee, and Messrs. Fleming and Anderson, from the decision of the County Court Judge at Stoke who had placed them on the list of contributories in the liquidation of the Britannia China Co., Ltd., of Longton, were heard. Mr. Sanderson, K.C., in support of the appeal, said in November, 1904, a limited company was formed to take over the business carried on at Longton under the style of the Britannia China Co., by Messrs. Fleming and Anderson. Prior to the formation of the company Mr. Andrew Mackee advanced upwards of £500, agreed to take 500 shares in the company, and stipulated that he should receive interest on any sum beyond £500. The company afterwards went into liquidation, and the County Court Judge had placed Mr. Andrew Mackee on the list of contributories for 599 shares, and Mr. James Mackee on the list for 100 shares. He (the learned counsel) submitted that Mr. Andrew Mackee only agreed to take 500 shares, that the applications made by him and his son, Mr. James Mackee, were for that number of shares, and that the whole of the shares had been paid for by the £500 advanced. Mr. Lawrence, on behalf of the liquidator, contended that the money advanced by Mr. Andrew Mackee before the company was incorporated could not be treated as payment for the shares subsequently allotted, and that therefore the County Court Judge was right in putting Messrs. Mackee on the list of contributories in respect of the shares. Their lordships held that Messrs. A. and J. Mackee had paid for the shares, and ought not to be placed on the list of contributories. An appeal raised on similar grounds by Messrs. Fleming and Anderson was also allowed.

The Craze for Leadless Glaze —The Woolwich Board of Guardians has passed a resolution that in future all china supplied to the workhouse must be of leadless glaze. The proposal was made by Archdeacon Escreet (rector of Woolwich). Nobody said the conduct of the reverend gentleman was ind-escreet.

Glass Bottles, which are usually of local origin, had to be imported into Poland in considerable quantities, and to the estimated value of over £20,000 during the past year from Finland, and from the factories in the towns on the Dvina, as the principal local bottle factories had to close on account of the strikes.

Belgian Glassware Exports during 1906 were as follows :—Coarse, 30,897,700 kilos, £631,960; fine, 518,200 kilos, £56,760. Compared with the figures for each of the last two years, the quantity of coarse wares has increased, and the value has decreased, while the fine wares have reversed this order, the quantity having decreased and the value increased.

A Belated Legal Decision.—On Feb. 28, the U.S. court of appeals at Philadelphia, in the case of the Wheeler Stenzel Company, of Boston, against the National Window Glass Jobbers' Association, held that the latter violated the Sherman Anti-Trust Law in forming an illegal combination for the restriction of trade and the regulation of prices. The value of this important decision will be realised when it is remembered that both the concerns involved in this suit have been out of existence for several years.



A Handsome Provincial Window.

LIBRARY OF THE UNIVERSITY OF

THE PICTURESQUE POTTERIES.

SPECIALLY CONTRIBUTED.



THE Potteries of
Staffordshire,
Though ignorance
decries,
They, none the less,
are picturesque
To more observant
eyes.
'Twixt Normacot
and Goldenhill
An artist well might
find
A host of subjects
worthy of
His brush and hand
and mind.

Their dinginess and
dirtiness
Let him who will
abuse ;
The painter loves his tones and shades
As well as tints and hues.
His wearied sight will gladly turn,
Fatigued by colours gay,
To seek relief in modest brown,
Or soft and soothing grey.

An axiom of draughtsmanship
It is that each design
In right proportion should employ
The straight, and curving, line.
The ovens in the Potteries,
Squat, bottle-necked and round,
Supply such wealth of graceful curves
As seldom else is found.

The often-misty atmosphere,
Thick-charged with soot and grime,
Produces Turneresque effects,
Unearthly and sublime.
Mysterious, ethereal,
The plainest buildings loom,
When viewed through smoky, yellow haze,
Red glow, or sombre gloom.

The Potteries of Staffordshire
Await the coming day
When they shall be discovered by
Some fortunate R.A.
The comely women, pretty girls,
In headgear trim and quaint,
And sturdy children, handsome men,
For figures he will paint.

And with romantic scenery
His canvases he'll fill,
With chimneys, skyward-tapering,
Steep street, and church-crowned hill,
And park, and square, and factory,
And swarthy, coal-smoke plume,
From oven-crater streaming thick,
And fog, and mirk, and fume.

But, though that painter by his skill
Immortalise his name,
He cannot give the Townships Six
A more than world-wide fame.
From Science, Art and Industry
Such fame they now derive—
The Potteries of Staffordshire,
Long may they stand and thrive ! T. R. B.

THE GLASS AND CHINA TRADES OF BIRMINGHAM NIGH A CENTURY AGO.

(SPECIALLY CONTRIBUTED.)

ONE of our regular contributors writes us:—Through the kindness of a friend, I have enjoyed the perusal of an old book, which gives an interesting sketch of Birmingham as it was close upon a hundred years ago. What strikes me most is the falling off that has taken place in many industries, the manufacture of flint glass amongst them. The number of glass houses has certainly declined, and there are distinctly fewer glass and china shops now, though the population of the city and suburbs is much greater than it was when the work I refer to was published. Birmingham still possesses one or two establishments of this class, of which any provincial town might be proud ; but this book proves that in the days of our grandfathers there were glass and china shops almost palatial in character. In its pages is the reproduction of a drawing of the warehouse of Sarah Bedford & Co., in New-street, both handsome and commodious, and splendidly fitted up. Perhaps a brief description will not be out of place. The elaborately decorated ceiling is supported by a dozen or more lofty pillars. From the centre of the ceiling depended a large crystal chandelier with almost innumerable drops, such a massive and elegant piece of work as may be found in the palace of an Indian Rajah, or in the "show" apartments of European royalties. Other fittings in this shop were in keeping with this elaborate and costly specimen of glass-makers' and glass cutters' art A visitor to Birmingham to-day will look in vain for this fine and well stocked emporium. It disappeared long ago. He will be equally at a loss to discover Price's cut-glass manufactory and show rooms in High-street, or Rolleson & Son's china and glass depôt in Steelhouse-lane for all these thoroughfares have been reconstructed and the establishments "improved" away.

It is interesting to read what the author of the old book had to say about the Steelhouse Works:—"On viewing the exterior of these premises there is little to attract the eye of the observer. We were, however, agreeably surprised on an inspection of the interior to find a suite of rooms extensively supplied and devoted to the display of a rich and useful variety of the fragile portion of the manufactures of this town, and the neighbouring county of Stafford. In the order and arrangement of the articles it is not inferior to any establishment we have witnessed. The brilliant effect of the concentrated mass is not, however, as interesting as the vastly improved specimens of recent production in the laborious art of glass cutting ; the extent of design and originality in the patterns are highly creditable to the proprietors as manufacturers. In one instance we noticed an immense shapeless block of solid glass, and that from a similar one a salt-cellar had been formed with an unique and crystal-like appearance by means of iron and stone mills, varying from three-sixths to half an inch in diameter. These brilliant articles afterwards received a superior polish by the aid of pumice and putty, used on wooden brushes [sic]. The general implements for use are turned by means of a steam-engine, and the various process of glass-cutting is highly interesting to the admirer of useful arts. The proprietors' sale of the splendid articles manufactured by them is not merely confined to one county ; but extensive orders are received, we understand, from the principal cities and towns of the United Kingdom. Show rooms for china are admirably supplied with a selection of useful and ornamental articles from all the British manufacturers. Among the large display of the china that, from its superior quality, obtained the gold Isis medal given by the Society for the

Encouragement of Arts, &e. There is also exhibited a fine piece of eut glass (supposed to be the largest ever manufaetured), in the shape of a massive globe upon a round plinth. It is worthy the notice of the best connoisseurs in the art. There are eight or ten other show rooms stoeked with a plentiful supply not only of glass and china, but also of modern articles of bronze productions of the town.'' The author of the old book was evidently greatly interested in and pleased with what he found in the Steelhouse-lane establishment. His deseendants, if he has any, would find it difficult to diseover its '' marrow '' to-day, seareh where they liked.

A POTTERIES JUBILEE: NOTES ON THE HISTORY OF HANLEY.

(SPECIALLY CONTRIBUTED.)

(*Continued from p.* 340.)

THE church which was erected under the circumstanees just deseribed had, as its first curate, an extraordinary and exeeedingly energetic clergyman in the Rev. John Middleton, who set himself to the task of improving the morals of his flock to such good purpose that the edifice was soon too small to hold all those whom he converted, and in 1788 it was found necessary to reconstruct it, the present chureh being then erected. But Mr. Middleton did not, by any means, allow his parishioners to engross the whole of his time. He managed to eombine for some time the businesses of a parson and a pottery manufacturer in a highly suceessful manner. His works were in Shelton, and, says the historian, '' In this business, as in every action recorded of him, he was distinguished for the probity and uprightness of his conduet, one of the most striking instances of which was his abrogation of the hiring and apprentiee customs in his manufaetory, whieh (he used to say) were right and proper, as preeautionary measures, but altogether unworthy of masters and men who had the least pretensions to integrity. '' I will exereise my judgment and discriminate (he would say) in the ehoice of my servants before I receive them into my employ; I will set them an example of propriety in adhering to the terms of our mutual engagement, and will endeavour to attach them to my service by the additional ties of kindness towards them, and if they then are base enough to violate their duty, let them suffer all the disgrace and inconvenience which must ensue from sueh eonduct.'' The reverend gentleman is supposed to have been responsible for the introduetion into the borough of two very curious customs which were only discontinued at the beginning of last eentury. One of these eustoms related to the punishment of inebriate men, and the other of inebriate women. It seems that if a constable found a woman intoxicated in the town he had the power to decide whether or not she should be introduced to the '' dueking stool,'' and, if he considered the case deserved this treatment, a chair, which had been made for the purpose, and was kept in the belfry of the church, was brought out, the woman placed in it, and '' ducked '' in a pool whieh then existed close to Messrs. Clementson's pottery in Broad-street. The pool was not very clean, but the dipping process usually had a sobering effect. The two last vietims of the stool were Nancy Nutts, of the Black Horse Inn, and Mabel Bont, of Tontine-street. Nancy turned the wheel for a thrower when she could be got to do anything, but her appetite for ale and idleness was such that she could rarely be indueed to work. Mabel, it is said, was more steady, though equally thirsty; but Nancy always submitted to the stool with the best grace! The custom, so far as the men were coneerned, was that the constable finding a drunken man in the streets would run him in, not to the lock-up, but into the church, where he would remain in confinement for a stated length of time. For the sake of contrast, it is worthy of remark that whereas, in the time when the scenes of savagery referred to above were enacted in Hanley, there were no churches at all in the town, there are to-day between forty and fifty places of worship, including eight parish churehes; and in no manufacturing town is the sacredness of the Sabbath more rigidly regarded.



IV.—HANLEY TOWN HALL. [*Photo. by Mr. J. Lobley.*

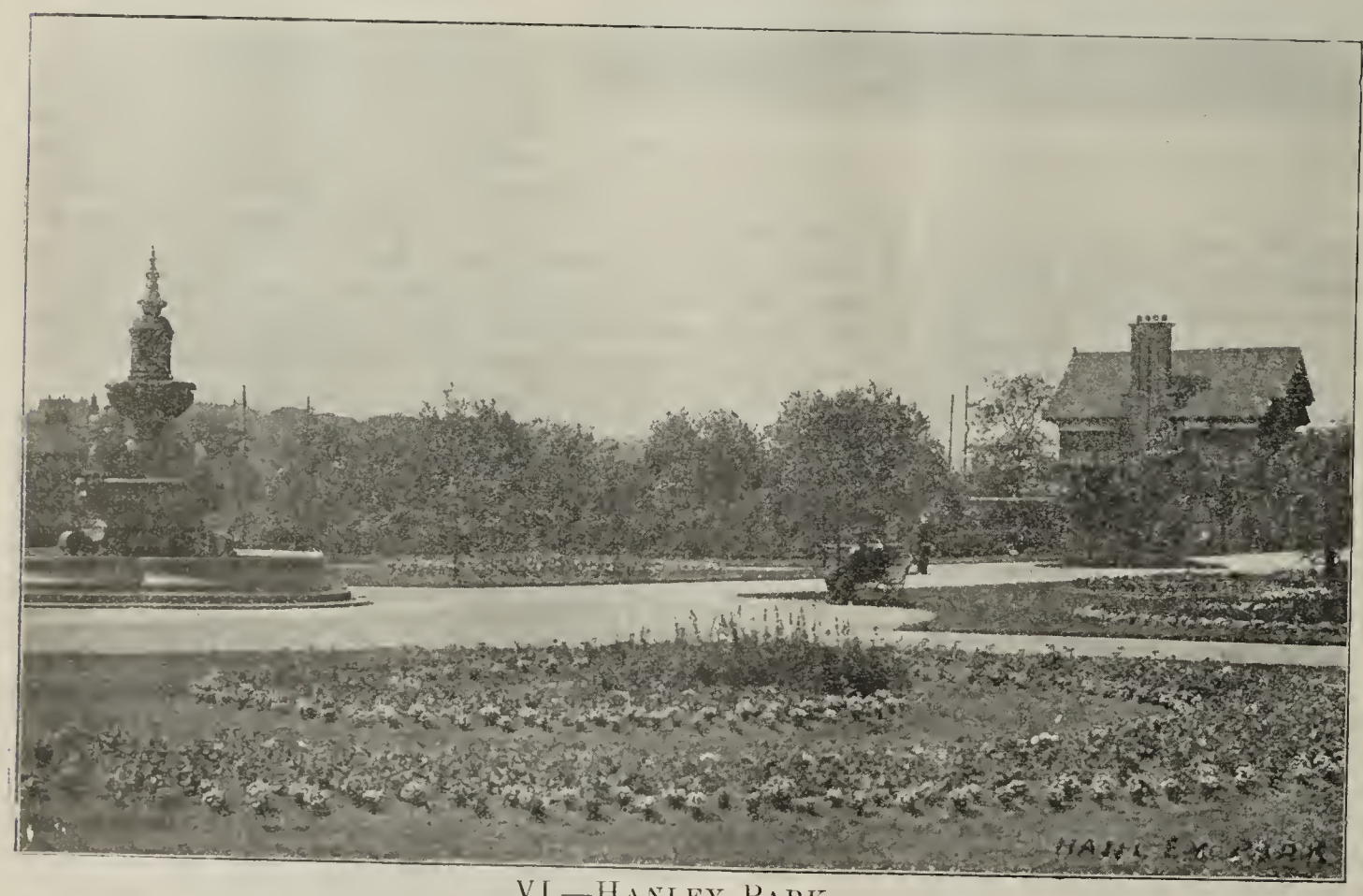
Another old Hanley institution which, like bull-baiting and cock-fighting, has given way before the industrial invasion of the last half-century, is the racecourse. What used to be the Hanley racecourse is now the site of a series of colliery shafts serving pits known as the '' raeecourse pits.'' Yet the place was not long since a capital piece of level turf. One of the great events of the '' Stoke Wakes '' holiday week was the '' Pottery Races,'' whieh were run off here; and one of the principal figures at this event, at one time, was Alderman Copeland, one of the founders of the firm of Spode & Copeland (now W. T. Copeland & Sons), Stoke. The races were inaugurated in August, 1825, and a eurious event occurred on the opening day. The racecourse, a pasture field belonging to the Ridge House estate of Josiah Wedgwood, near Etruria, had been very carefully levelled and drained for the occasion, and an excellent one mile course prepared. A grand stand was made, and there was much erushing and crowding to get a sight of the horses. According to one scribe the first event was finished by '' Old Soggay Wedgut ''—whoever he may be—fighting a nutseller for nearly half an hour; and all the sporting men gathered round to see fair play to the '' Boslum Mon '' (Burslem man), to the entire neglect of the races. While the fight was in progress a

man had his pocket picked, and the one constable present, who hailed from Burslem, found the thief. But the policeman was loth to arrest the man, because, in order to lock him up, he would have to take him to Burslem, and he did not wish to miss the sport. A brilliant idea at length struck him. He would not lock the thief up till the races were over, and meanwhile he would tie him to a tree. So this genius borrowed a rope from a tent keeper, and fastened his man up to one of the strongest trees round about, binding him so tightly as nearly to kill the unfortunate fellow. Having done this the constable went back to see the races. Meanwhile, the crowd became very sympathetically disposed towards the thief, and after three hours clamoured for his release from torture, at the same time making up a purse for his defence, a well-known Hanley lawyer, named Jones, being engaged to represent him. Next day the thief came up in a crowded court, and when Mr. Jones rose to speak, the magistrate, a Mr. Simpson, inquired: "Who is this fellow? Pray where does this attorney come from?" Lawyer Jones was immediately on his mettle. "Fellow?" he said, "does your worship apply the word 'fellow' to me? If so, I give you the word back with interest. You are a fellow—a dirty, dull fellow." The astounded magistrate immediately committed Jones for contempt, and the lawyer was marched across the town in custody and locked up in a cell. But he immediately entered an action against the magistrate, who was glad enough to get out of the matter by making a humble apology to the lawyer, and paying a handsome solatium to boot. Lawyer Jones now sleeps the long sleep in the churchyard of Hanley Parish Church.



V.—Lamb Street, Hanley.

This is not the occasion upon which to trace in any detail the history of the potting trade in Hanley. Discoveries which have been made prove that the town has been engaged in the manufacture of coarse pottery from a time of distant antiquity; but it was not until Josiah Wedgwood migrated from Burslem into the township of Shelton, and built, in 1769, the factory upon which he bestowed the name Etruria, that the trade of the town received its first real impulse. The debt which Hanley owes to Wedgwood, and to the canal, of which he was one of the prime promoters, cannot be over-estimated. But the force of Wedgwood's example would, in time, have become spent, had not new men arisen to carry on the great work he had commenced; and the town has been fortunate in producing "captains of industry" of conspicuous talent and business ability, whose efforts have added lustre to the reputation which the wares of Hanley have won for themselves all over the civilised world. Truly



VI.—Hanley Park.

remarkable is the process of metamorphosis which the potting industry has undergone since the days of Wedgwood. The clusters of mean sheds, which formerly did duty for factories, have given place everywhere to substantial, and often handsome buildings, well-fitted for the scientific and artistic work involved in the productions of the modern potter. The change in the conditions of employment have been notable. A hundred years ago it was recorded that "whilst the strong and active are engaged in the more laborious and difficult branches of manufacture, children of five or six years, and decrepit old age tottering on the brink of another world, find employ suitable to their strength and abilities." One reads, too, of the "dreadful coughs and consumptions" which were caused by fine dust getting into the lungs of the workers, and so on. Happily, improvements have been made in these respects all along the line. The State thinks more now of the lives of its children than it did a century ago. Stringent, often irksome, but on the whole wise laws have been evolved for the protection of all workers, and under the Special Rules dealing with dust and lead, both plumbism and potters' asthma are being successfully combated. The introduction of new machinery during the last half-century has almost revolutionised several departments of the industry, and in some cases has caused workpeople to be thrown out of employment; but by way of compensation two, if not more, practically new trades have arisen, which find employment for thousands of hands, viz., the making of sanitary ware and of porcelain electrical fittings. There are, to-day, over ninety china and earthenware factories in the county borough working under Special Rules, and engaged in producing all grades of ware for home and export. Glancing back over the past few years one notices, with feelings of regret, that several fine old Hanley firms are no longer in existence. But in their place have sprung up other new and enterprising firms, which have grown with astonishing rapidity and have materially enhanced the prosperity of the town by the employment they have found for so many operatives.

To return to the point from which we started, namely, the subject of Hanley's municipal jubilee. Little remains for us to add except to offer our heartiest congratulations upon the anniversary to all concerned. The fifty years during which Hanley has been a corporate town have been unmistakably prosperous. Having men of insight, perception, and keen business ability at its head, it has been able to keep fully abreast of the progress made in its chief industries. When necessary, the rulers of the town have not hesitated to spend freely from the public purse; but though the rates are high Hanley has plenty to show for them. There is the handsome Central Park, with two smaller ones to serve outlying portions of the town; there are also well-equipped secondary, elementary, and art schools, a free library, public baths, one of the finest public halls in the country, a valuable museum, extensive markets, and admirable municipal buildings. Only last year the imposing new Post Office, which we illustrate, was opened by the Postmaster-General, and in this connection it is interesting to recall that seventy years ago the sole postal official in Hanley was a woman, and not only could she cope with all the business of the office, but she delivered the letters as well. Another fact showing the great development of the town, is that it has more than doubled the number of its residents during the fifty years of its corporate life. At the 1861 census its population was 33,009; to-day, it is about 66,400. We trust that in the days to come the town may develop still further, that the other pottery towns around it may progress also, as their larger neighbour has done, and we look forward to a time in the not distant future when the whole of the towns may be welded into one great municipality, and be able to move forward unitedly for the good of themselves and of the potting trade, which they support.



VII.—New Post Office, Hanley.

We are indebted to Messrs. J. Hitchings & Son, printers, Market-street, Hanley, for the loan of blocks of several of the views accompanying this article. We take the opportunity, in passing, of complimenting Messrs. Hitchings upon the excellent lithographed catalogues of pottery ware they have sent for our inspection, the colouring and general "get-up" of which are really good. We have also to express acknowledgments to Mr. R. S. Hastings, Mr. J. Lobley, and Mr. J. Tirrell for photographs.

Minerals in Manchuria.—A German paper reports that large deposits of white fireclay of very good quality have been found in the Western slopes of the Great Chingan. The clay contains 39 per cent. of alumina and very small quantities of iron-oxide, magnesia and potash. A similar clay of good quality is known to exist on the Sjaolin mountain ridge on the Chinese Eastern railway. Besides these, there is a large number of deposits of plastic clay in Manchuria. Further, the deposits of infusorial earth (kieselguhr) between Imjanpo and Uzeima are of importance.

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

III.—THE MINUTE STRUCTURE OF PORCELAIN, PARIAN, SEMI-PORCELAIN, AND EARTHENWARE.*

By J. W. Mellor, D.Sc.

I DO not know of any branch of inorganic chemistry so elusive as that dealing with the constitution of the silicates. The subject is so extensive and so complex that I am sure the chemistry of silica will have in the near future a special department of its own, much as the chemistry of carbon has to-day. It will not even then be possible to write a real chemistry of pottery, because the potter is not only dealing with complicated silicates, but with silicates in all stages of their formation, and the chemistry of partially completed reactions has yet to

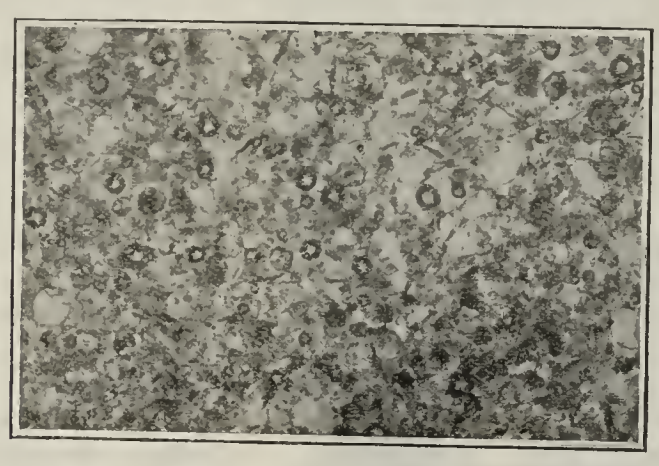


Fig. 1.—Cornish Stone at 1270 deg. (×50).

be written. This paper is an outline sketch of the present state of my work on the chemical and physical changes which occur in the formation of pottery bodies made under manufacturing conditions. I hope to fill in details in due course.

1.—*Earthenware and Semi-porcelain.*

Naturally, the first steps involve an examination of the influence of temperature upon 65 : 35 binary mixtures of finely ground felspar and china clay, and of felspar and quartz. After firing, thin slices were cut and examined under the microscope. The angles and edges of the particles in both sets of mixtures remain sharply defined when the mixtures are fired up to about 1,000 deg.; just above 1,000 deg. the felspar begins to show signs of softening, and the china clay fragments begin to diminish in size, while the quartz grains are but slightly affected. At about 1,200 deg. the quartz fragments begin to be attacked by the molten felspar, and the china clay loses its identity. Signs of translucency are now manifest. At about 1,300 deg. the whole fuses almost to a homogeneous mass, and the individual constituents of the original mixture can no longer be identified with certainty. Gas bubbles, the earlier symptoms of "bloating," are now in evidence. See, for example, the bubbles in the fused Cornish stone (Fig. 1).

The changes here described are easy enough to follow in an earthenware body—say :—

Ball clay	25
China clay	30
Cornish stone	15
Flint	30

where the stone may be regarded as a mixture of china clay, quartz, and felspar. Fig. 2 represents the appearance of "easy" or under-fired earthenware; Fig. 3, correctly fired; and Fig. 4 represents "hard" or over-fired earthenware. The changes, in the main, resemble those described for binary mixtures. The china clay appears to lose its identity before the flint. The presence of ball clay complicates matters to some extent, because this clay itself begins to fuse just over 1,100 deg. In spite of this, the particles of ball clay do not seem to be so readily attacked as the china clay. The translucent or "porcelainic" stage is shown in the very hard-fired section (Fig. 5). Nothing but a few dark spots with blurred edges, which probably mark the undissolved clay and flint, remain. China clay and quartz alone are infusible in pottery ovens, but they are readily attacked when heated in presence of felspar under the conditions just indicated. The same description applies to semi-porcelain, which is a little more vitreous than earthenware. The more vitreous condition is obtained by increasing the proportion or by varying the nature of the fluxes in the body, or by raising the firing temperature. Sections of easy, correctly, and hard fired semi-porcelain are shown in Figs. 6 to 8. (Figs. 1 to 8 are × 50 diameters.)

It is very difficult to prepare thin slices of unfired and very easy-fired pieces, owing to the friable nature of the material. Fig. 9 is the thinnest section of an unfired body I have been able to make, and this was prepared by warming the piece under balsam for a long time before grinding. Owing to the thickness, even here, it requires careful focussing to see the porous structure of the easy-fired pieces.

2.—*Contraction and Porosity.*

The superficial tension of the molten felspar naturally pulls the other constituents into closer contact, and the porosity diminishes. Contraction and porosity are not quite proportional. We cannot write :—

Contraction + Porosity = Constant,

for at least three reasons—

(1) The product of the reaction between the fluxes and the refractory constituents is not likely to have the same specific gravity as the mean specific gravity of the unfired constituents. The product of a very great number of chemical changes has a greater volume than the joint volume of the original constituents taking part in the reaction. The expansion was first recorded by A. Laurent (*Ann. Chim. Phys.* [2], 66, 96, 1837; A. Brongniart, *Traite des Arts Ceramiques*, 1, 283, 720, 1877), and subsequently confirmed by G. Rose (*Pogg. Ann.*, 66, 97, 1845). The expansion is apt to be missed, because it is masked by the greater contraction which attends the closing up of the pores during firing. We do not assume, as Laurent did, that the expansion is due to chemical action alone, because :—

(2) The glassy solid felspar, after firing, has a greater volume than the same felspar in a crystalline state, before firing. Thus,

Sp. gr. cryst. felspar	2·611
Sp. gr. fused felspar	2·467
Expansion per cc.	0·060

Any felspar in the body which has not had time to react with the clays and quartz must, therefore, occupy a greater volume after the firing than it did before. The volume of the felspar increases about 6 per cent. Again:

(3) Any undissolved quartz which might be present expands when heated, owing to some change in the nature of the quartz brought in with the stone. From H. le Chatelier's work (*Compt.*

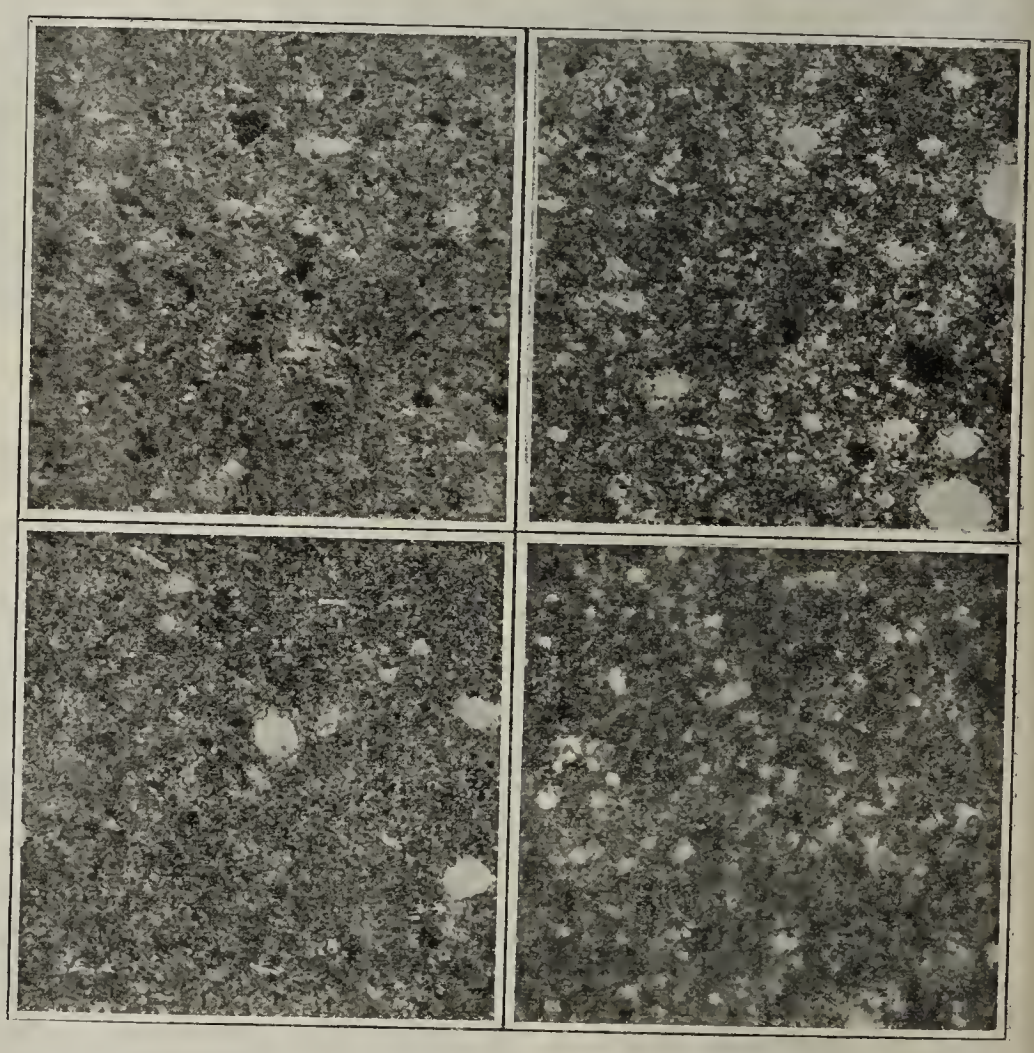


Fig. 2. "Easy" Fired. Fig. 3. Correctly Fired.
Fig. 4. "Hard" Fired. Fig. 5. Over fired.
Figs. 2–5. Earthenware (×50).

* From a paper *Trans. Eng. Cer. Soc.* 5, 75, 1906.

Rend., 111, 123, 1890), this change is generally said to involve the transformation of crystalline quartz into the amorphous variety—a change which is supposed to commence about 600 deg. A. L Day and E. S. Shephord (*Amer. Journ. Science*, [4], 22, 262, 1906) have shown that when crystalline silica (sp. gr. 2·654) is heated above 800 deg., it passes into another crystalline variety (sp. gr. 2·326). Crystalline silica, therefore, occupies a greater volume after it has been heated to 800 deg. and cooled relatively quickly. The expansion per cc.=0·138, or 13·8 per cent. These facts show that quite a complex series of volume changes take place when ware is fired.

3.—*Bone China.*

If a mixture of felspar, clay, and flint is heated through a certain range of temperature during a certain time, the reaction between the different constituents will have gone far enough for the particular ware desired. For example, in an easy-fired (1,270 deg.) piece of bone* china containing

Bone ash	50
China clay	25
Cornish stone	25

the separate constituents, shown in the unfired section, Fig. 9, can scarcely be identified. A few fragments with blurred edges, possibly undissolved fragments of bone ash, china clay, or silica, remain (Fig. 10). In properly fired bone china (1,310 deg.) the body is almost a vitreous homogeneous mass (Fig. 11). In a hard-fired piece (1,350 deg.) the ware is no longer able to support its own weight, and it begins to lose its shape. Decomposition of the phosphates now commences. Phosphorous fumes are given off and the body acquires the sponge-like character indicated in Fig. 12. If the ware be properly fired, the loss of phosphorus is negligibly small, but in hard-fired bone china this loss may amount to about 1 per cent. phosphorus pentoxide. The magnitude of this loss will probably be found to depend upon the amount of carbon or other reducing agent which may have been brought in with the body materials, or from the presence of reducing gases in the oven at certain stages of the firing, as indicated in the valuable paper by Bernard Moore (*Trans. Eng. Cer. Soc.*, 5, 37, 1905). The action must resemble that which takes place in the retort when bone ash and carbon are heated with siliceous fluxes in the Robinson phosphorus process. I have measured the loss in easy, correctly, and hard fired bone china bodies made for me by a number of different firms, and also in a number of artificial mixtures, and in no case does this loss amount to more than 1 per cent. Here are the results (analytical error, ±0·005) :—

No.	$CaO : P_2O_5$ by weight.			Loss P_2O_5 ($CaO=1$)
	Unfired	Correctly fired	Hard fired	
1	1:0·812	1:0·814	1:0·810	0·002
2	1:0·567	1:0·567	1:0·562	0·005
3	1:0·666	1:0·668	1:0·662	0·004
4	1:0·919	1:0·916	1:0·913	0·006
5	1:0·789	1:0·791	1:0·783	0·006
6	1:0·842	1:0·839	1:0·832	0·010
7	1:0·801	1:0·794	1:0·792	0 009
8	1:0·563	1:0·566	1:0·558	0·005
9	1:0·781	1:0·778	1:0·772	0·009

I have also taken an extreme case in which a piece of china was fired on the "bags" in the hottest part of the oven; a piece of the latter was also fired in the electric furnace at about 2,000 deg. (under reducing conditions) by Dr. R. S. Hutton. Vapours issued from the ends of the tube furnace when the cold pieces had been in about 15-20 seconds. The results are :—

No.	$CaO : P_2O_5$ by weight					Loss P_2O_5 ($CaO=1$)
	Unfired	Correctly fired	Hard fired ("bags")	Electric Furnace		
				1½ min.	3 min.	
10	1:0·882	1:0 883	1:0·878	1:0·642	1:0·588	0·294

A comparison of Figs. 10 to 12 shows the extreme delicacy of the operations involved in the firing of bone china. There is obviously a comparatively wide margin of safety in the firing of earthenware (Figs. 2 to 5) and in semi-porcelain (Figs. 6 to 8). Under the conditions which prevail in a china biscuit oven there is very little difference in temperature between the effects of under and over firing. So much is this the case that even with the difference in temperature which sometimes occurs in one saggar, incipient bloating may cause a slight expansion of the plates at the hot end of the saggar, and not at the cooler end. In the second saggar above the "bags" of a china biscuit oven, for example, Bernard Moore found that recorder 30 melted at the hot end, and at the cooler end recorder 28 melted. The saggar was filled with flint. This corresponds with a difference of 40 deg. C. In another oven of a similar kind, there was no difference at the two ends of a saggar heated under similar conditions. Notice how beautifully the reaction between silica and bone ash, resulting in the escape of phosphorous fumes, explains the bloating of over-fired china. Again, any extra organic matter brought in with the bone ash will favour the decomposition of the phosphates, and thus bloating may occur at a lower temperature than it otherwise would. Again, two over-fired cups placed mouth to mouth are often found stuck together, and the bottom of the topmost cup is sometimes even dented inwards. When over-fired, the cups fuse together. Suppose that this occurs at the highest temperature of the oven. The softened cups cool, the gases inside contract, and the outward pressure of the air forces the more or less vitreous cups inwards at their weakest place. The cold cups gave rise to a loud noise when broken apart, and potters have told me the smell of sulphur was perceptible. The "pop" is the inrush of the external air to fill up the partial vacuum in the cups, and the "sulphurous" odour is no doubt the smell of the phosphorous fumes. The chemical changes which take place in the firing of bone china thus appear to be much more complex than those which occur in any other type of pottery. (Figs. 9 to 12 are × 50 diameters.)

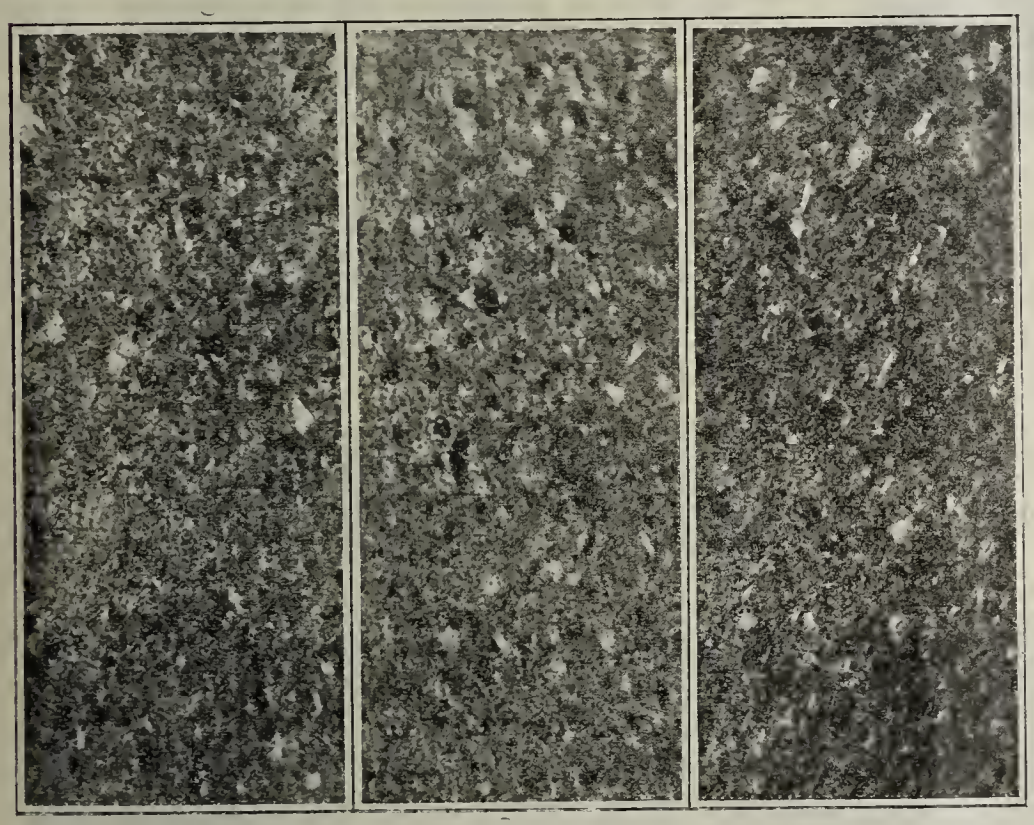


Fig. 6. "Easy" Fired. Fig. 7. Correctly Fired. Fig. 8. "Hard" Fired.
Figs. 6–8. Semi-Porcelain (×50).

4.—*Relation of time, temperature, and size of particles.*

The process of dissolution requires time. The higher the temperature the quicker the action, and conversely. Time and temperature are two important factors. If the firing temperature be augmented, the time of firing must be diminished, and *vice versa*. Herein lies an explanation of the fact that two or more easy firings will serve instead of one hard firing.* The measurement of temperature by

* It is somewhat curious how bone ash ever came to be employed in pottery bodies. We know that there was a period when potters were groping for a method of imitating Oriental porcelain, when every likely and unlikely substance was tried, and "os de mouton calcinés et bien lavés à l'eau bouillante" was known to fuse to a transparent glass (M. D Arcet, *Second Memoire sur l'action d'un feu égal, violent*, Paris, 31, 1771). But I think the happy suggestion first made by Mr. Bernard Moore, is exceedingly probable. Père d'Entrecolles wrote to Europe from China to the effect that the Chinese potters had said the European potters might as well try to make a body without bones as try to make porcelain with nothing but the pegmatitic flux which had been carried to Europe by the Eastern traders. What more natural than "bone" should have been taken literally ?

* See J. W. Mellor, "Notes for the Ceramic Industries," *Staffordshire Weekly Sentinel*, 20 May, 1905. These words: " . . . the contraction of clay is dependent as much on the manner in which, as the degree to which the temperature is raised. The beads ('Wedgwood bits') are contracted by this last as much in three minutes as they can be in three hours of the same degree of temperature . . . " in S. Shaw's "*The Chemistry of Pottery*," London, 174, 1837, seem to indicate that Shaw recognised this fact, but the context appears to make Shaw say something quite different.

the most accurate pyrometer ever invented cannot in itself tell us how far the reaction has progressed. But this is what the fireman wants to know. If the ware has not attained the right porosity or the proper fracture when cold, the fireman will either keep the ware in a "soaking" fire or raise the temperature by another, "baiting." In the former case he is giving the reaction time, in the latter he quickens the velocity of the reaction by raising the temperature. Chemical processes are nearly always accelerated by raising the temperature.

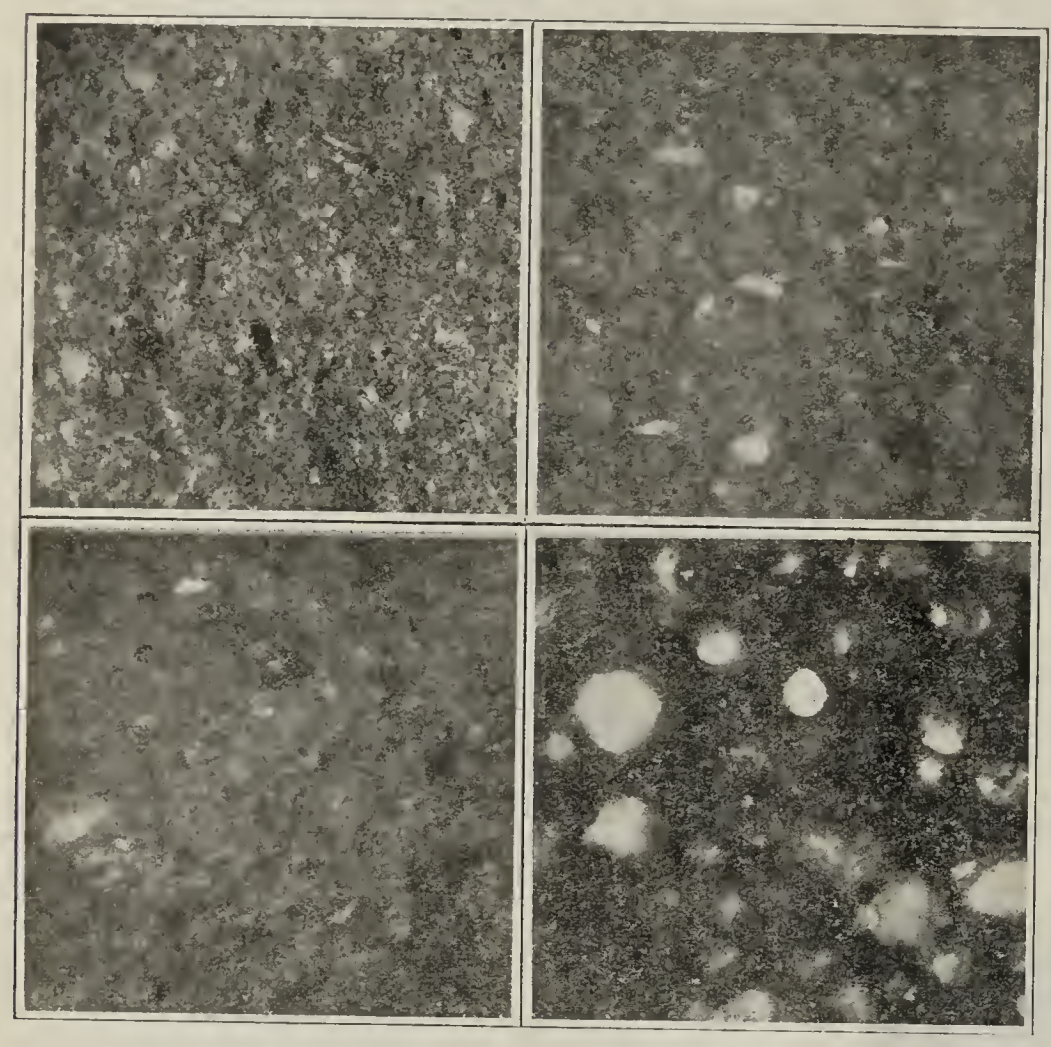


Fig. 9. Unfired. Fig. 10. "Easy" Fired.
Fig. 11. Correctly fired. Fig. 12. "Hard" Fired.
Figs. 9–11. Bone China (×50).

Naturally, too, the reaction between the different constituents will go on faster the smaller the size of the particles, more particularly the size of the particles of the more refractory quartz and clay, as A. Heath (*Trans. Eng. Cer. Soc.*, 2, 31, 1902; 4, 42, 1905) has so ably shown. Obviously, other things being equal, the process of dissolution of, say, the quartz by the molten felspar will proceed quicker with fine than with coarse quartz grains.

5.—*Translucency and rigidity of porcelain in the oven.*

China clay and bone ash act differently from ball clay; probably because the latter vitrifies at a comparatively low temperature. My work on "Plasticity" (*Trans. Eng. Cer. Soc.*, 5, 72, 1906) has led to the belief that the particles of china clay are permeated with capillary pores as a necessary consequence of their formation from felspathic minerals by the action of water, &c. Metamorphic changes, however, may more or less close up the pores. The unchanged clay will no doubt be the more plastic. Do the pores of the granules of china clay suck up molten felspar much as blotting-paper sucks up oil? If so, the most plastic clay will most readily develop translucency, provided incipient vitrification does not close up the pores. This may be the reason china clay loses its identity before the ball clay. The pores of the relatively vitreous ball clay are closed up at a comparatively early stage of the firing. The "oiled blotting-paper" theory is a favourite means of explaining the development of the translucency of porcelain. If the air in the pores of the grains of china clay be dislodged by water, Canada balsam, or molten felspar, they become translucent. The "invisible" framework of china clay thus explains the curious "rigidity" of porcelain kept at its maturing temperature in a more or less viscid condition. The hypothesis has been extended to bone ash. Powdered bone ash has a similar structure to china clay, independent of the cellular structure of bone in bulk.

6.—*Parian and hard and soft porcelains.*

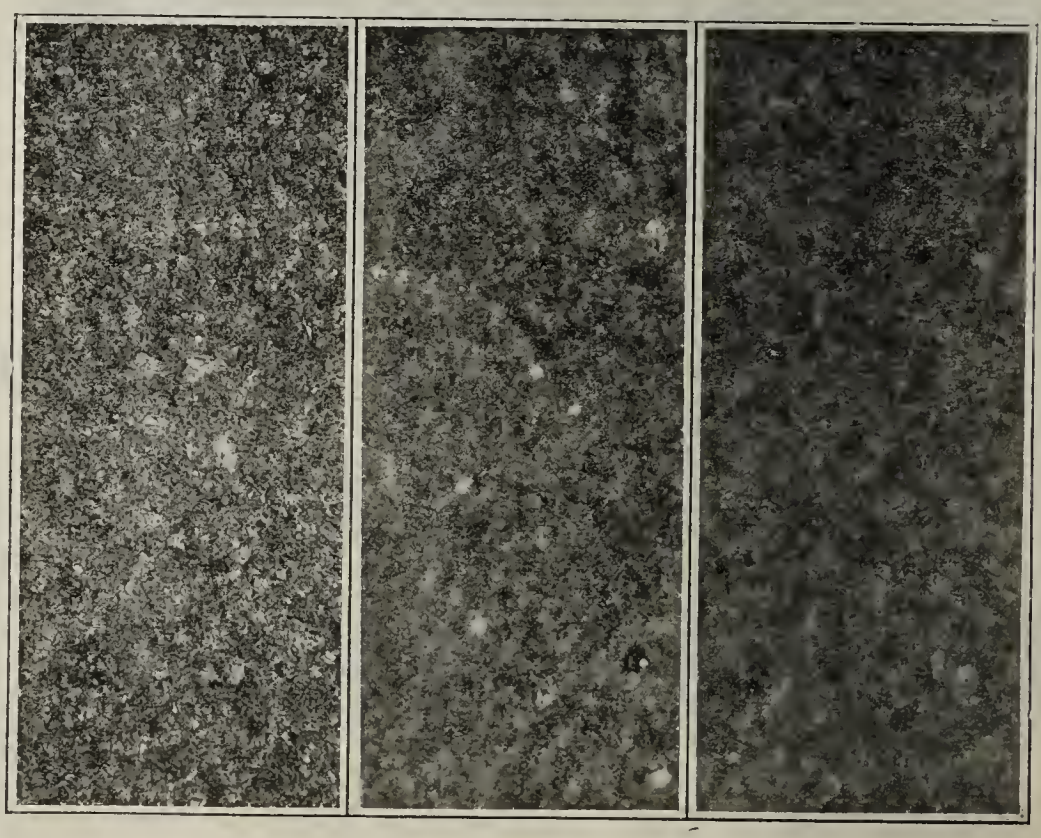
The main distinction between porcelain, semi-porcelain, and earthenware lies in the fact that the action is allowed to proceed much further with porcelain. In "hard" porcelain (made from a mixture of china clay, felspar, and flint) the action has gone on until the constituents of the original mixture are practically unrecognisable. Figs. 13 to 15 represent the appearance of three different specimens of Chinese hard porcelain, magnified about 50 diameters. There is a striking resemblance between these sections and those of the fused earthenware (Fig. 5), and normal bone china (Fig. 11). The ball clay in an earthenware body, however, does not lend itself to the development of the translucency so characteristic of china clay and bone ash. Felspar and Cornish stone happen to be the most convenient fluxes, but glasses and frits of various kinds are also employed. These fluxes may melt at a lower temperature than felspar, or they may give less viscous fluids, which react with the china clay more quickly than melted felspar The translucency of a porcelain or parian body may thus mature at a lower temperature than when felspar is used alone, and then give rise to "soft" porcelains. G. Vogt (*Bull. Soc. d'Enc. l'Ind. Nat.* [5], 5, 530–612, 1900) has also suggested that one of the micas has played an important part as a flux in some of the best oriental porcelains.

Beautiful spicular* crystals are frequently observed when felspar is allowed to act upon china clay at high temperatures. The reason that the crystals are not more commonly found in sections of parian (Fig. 16, ×30; Fig. 17, ×300) made from mixtures of china clay and felspar in proportions which vary according to the temperature of firing, is probably due to the fact that the temperature of firing is not high enough for the development of the crystals. Patches of crystals are, however, very common in hard porcelain. The crystals are also very frequently found in the zone between the felspathic glaze and the body underneath. At the high firing temperature of hard porcelain, the glaze reacts with the china clay in the body, and, on cooling, a fringe of crystals grows in the zone between the body and glaze. Fig. 18 shows these crystals in the body (lower part of the diagram), and also in the zone between the body and glaze. This section (×250) was cut from the bottom of a new Berlin porcelain crucible.

7.—*The crystallization of bodies.*

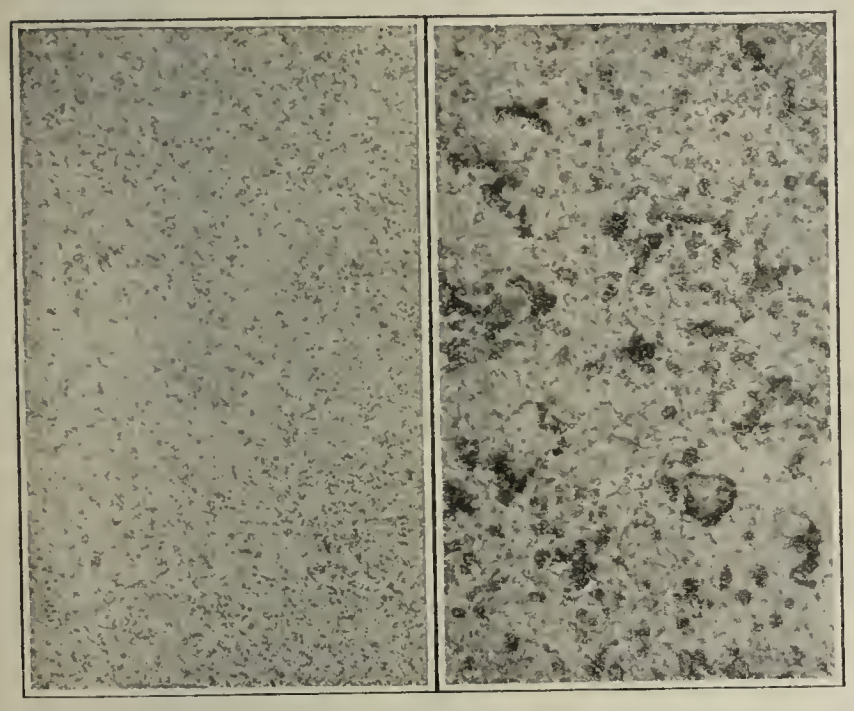
I quickly noticed the resemblance between these crystals and the needles of sillimanite—an aluminium monosilicate, $Al_2O_3.SiO_2$—and I have placed a diagram of the crystals from a piece of Chinese porcelain (Fig. 19) side by side with some sillimanite crystal in a section cut from a piece of volcanic slag (Fig. 20). The crystals shown in Fig. 19 occur in a hole apparently eaten into the body by the corrosive action of the glaze. I sent my slides to Mr. J. Allen Howe, Curator of the Geological Survey and Museum, to find if he could confirm my suspicion with the goniometer. Mr. Howe says :—

* No relation with the silica spicules incorporated with the body of the ancient pottery of Venezula. These spicules are only the remains of fresh water sponges which have not been destroyed in the baking of the ware (F Geay, *Compt. Rend.*, 124, 572, 1897).



Figs. 13–15. Chinese Porcelain (×50).

"I have had another look at your slides of porcelain, and I conclude that, although one cannot say positively that the small crystals are sillimanite, there is a strong presumption in favour of the view. The straight extinction, the absence of definite terminal planes, and the fact that the crystals are optically positive, is all good evidence for sillimanite. The index of refraction and degree



FIGS. 16–17. PARIAN WITHOUT GLASS OR FRIT. (BLACK BLOTCHES ARE MOSTLY AIR BUBBLES.)

of double refraction are not unlike those of sillimanite, but the fineness of the needles makes any estimate of these properties difficult. I have not observed any indications of cleavage lines that are often seen in the mineral, but that is readily accounted for by their small size." June 28, 1906.

Cleavage (secondary) lines, however, are not very commonly found in artificial crystals.* W. Vernadsky (*Compt. Rend.*, 110, 1377, 1890) seems to think that the crystals are identical with sillimanite. They remain as a residue when a piece of ware is digested in the cold with dilute hydrofluoric acid. I hope to be able to report in due course on their crystallographic characters, and so remove all doubts on the subject. These crystals were first noticed in hard porcelain by C. G. Ehrenberg (*Pogg. Ann.*, 39, 101, 1836), and verified later on by A. Oschatz and A. Wächter (*Ding. Journ.*, 106, 322, 1847), by H. Behrens (*Pogg. Ann.*, 150, 386, 1873), and by G. Hussak (*Sprechsaal*, 22, 135, 153, 1889). (Figs. 19 and 20 are ×50 diameters.)



FIG. 18. HARD BERLIN PORCELAIN (×250).

As suggested above, a high temperature seems to be necessary for the proper development of these crystals in felspar, clay, and quartz mixtures. Both cyanite and andalusite (isomeric forms of sillimanite) appear to pass into sillimanite at about 1,350 deg. (W. Vernadsky, *Bull. Soc. Min.*, 12, 447, 1889; 13, 256, 1890). Good parian, made without lead frits or glasses, does not show well-developed crystals, although microlites, or "incipient" crystals, may be present. If the crystals were developed, this would be at the expense of translucency. Patches of crystals impart an opaque enamel-like appearance to the fused mass. Under normal conditions, either the rate of cooling is too rapid or the firing temperature is short of that required for the development of the crystals. The latter seems the more probable assumption, although the former must have an important influence.

The microscopic study of the structure of pottery bodies thus promises to give us very valuable information, which, when supplemented by the ultimate chemical analysis, will enlighten us as to the nature of the raw material and of the firing temperature employed in the manufacture of an unknown body.

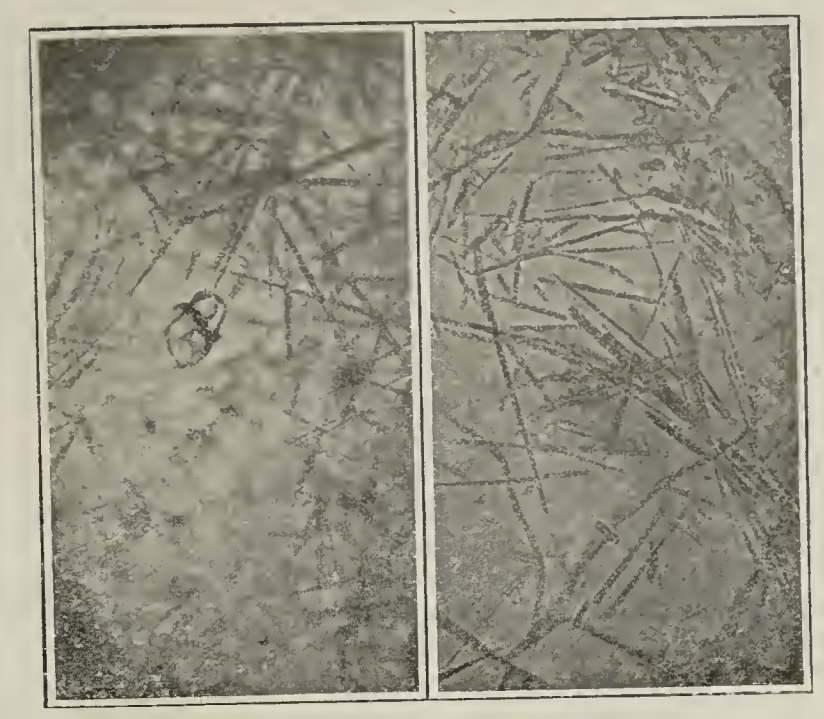


FIG. 19. CRYSTALS IN HARD PORCELAIN (× 50).
FIG. 20. SILLIMANITE CRYSTALS FROM VOLCANIC SLAG (×50).

I wish to thank Messrs. S. T. Wilson and A. S. Green for making and firing trials for me; Mr. L. Solon and Mr. Bernard Moore for supplying me with specimens of "hard" porcelain. I am also greatly indebted to the Coalport China Company, Ltd., Coalport; Worcester Royal Porcelain Company, Ltd., Worcester; Doulton & Co., Ltd., Burslem; Mintons, Ltd., Stoke-on-Trent; Crown Staffordshire Porcelain Company, Ltd., Fenton; Josiah Wedgwood & Sons, Ltd., Etruria; and W. H. Grindley & Co., Tunstall; for supplying me with specimens of earthenware, bone china, &c.; and to Mr. Bernard Moore for valuable suggestions.

ERRATA.—The table in last month's "communication" should read:—

	Found.	Calculated for Willemite.
Zinc oxide	68·83	68·83
Silica	27·15	25·36

"Cheap" Advertising Dear.—The trouble with a great many advertisers in trade journals is that they expect too much from that source. They expect the advertisement to do more work than their best travellers, whose expenses are as much in one week as the yearly cost of the advertisement. As a rule, no attention is given to the advertisement, except, perhaps, a change of wording once in six months. Imagine the big (?) order your travellers would receive if they simply handed their card to a customer and said they would sit down and wait for an order. This is how the advertisement in the newspaper is treated. Why not change your advertisement constantly? Speak to your customers through it the same as your traveller would talk to them, and you will soon discover that the newspaper is the only medium. The publisher of the best journal in existence can only sell you space and guarantee you circulation among your probable buyers. He cannot guarantee that the advertisement will pay you. That rests with yourself. You must use the space to your best advantage; and last, but not least, do not give your travellers all the credit for the year's business. Another mistake advertisers make is that they look too much for cheap advertising. When you are sick, do you look around for the cheapest doctor? Or, if you want to engage a lawyer, do you look for the low-priced and most obscure? Certainly not. The best evidence of the value of a paper as an advertising medium is its ability to secure and hold the best paying class of advertisements.

* See J. W. Mellor, *Trans. Eng. Cer. Soc.*, 4, 53, 1905; or *Pot. Gaz.* 32 334, 1907.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR FEBRUARY, 1907.

		Quantities.				Value.			
		Month ended February.		Two Months ended February.		Month ended February.		Two Months ended February.	
China or Porcelain, and Earthenware.		1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany	cwts.	6,798	6,285	10,027	10,361	£6,053	£5,600	£10,907	£11,584
,, France	,,	5,069	7,063	7,746	10,907	4,572	4,698	10,209	11,768
,, United States of America	,,	34,921	42,595	70,427	77,941	43,478	48,263	88,261	91,462
,, Brazil	,,	10,750	15,919	23,080	27,800	7,425	10,248	15,831	21,233
,, Argentine Republic	,,	24,497	25,172	69,971	60,470	10,170	13,542	29,553	32,543
,, British South Africa	,,	34,191	10,595	55,888	24,597	11,873	7,400	25,650	15,872
,, British East Indies	,,	22,328	30,696	54,628	62,774	10,053	13,859	26,440	28,955
,, Australia	,,	11,720	11,816	20,827	34,104	14,840	14,996	25,755	36,932
,, New Zealand	,,	5,267	8,216	8,875	15,260	6,559	10,455	11,596	20,292
,, Canada	,,	13,351	15,970	23,593	35,289	14,265	17,001	25,857	36,769
,, Other Countries	,,	60,203	54,583	131,410	134,802	35,234	37,157	81,417	87,918
Made up as follows:									
Porcelain, Chinaware, and Parian	,,	2,534	1,410	4,754	3,655	12,367	11,800	24,851	28,595
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	96,990	109,822	193,294	234,881	119,050	137,533	242,966	291,641
Jet, Rock'm, and Glazed Terra-cotta	,,	33	31	61	55	78	39	138	119
Red, Stone, Brown and Yellow Ware	,,	121,777	106,467	256,415	233,160	22,172	20,856	52,010	47,182
Other Sorts (including Electrical and Chemical Ware)	,,	7,701	11,180	21,948	22,554	10,855	12,991	31,511	27,791
Glass.									
To British South Africa	value £	—	—	—	—	7,175	4,138	20,022	11,345
,, Other Countries	,,	—	—	—	—	80,945	95,867	176,358	199,456
Made up as follows:									
Plate Glass	cwts.	7,632	10,184	20,498	25,230	11,922	15,497	30,727	37,967
Flint Glass	,,	4,298	5,600	9,811	11,516	13,954	15,691	32,876	32,689
Glass Bottles	gross	54,145	70,140	117,747	137,491	34,545	45,123	74,620	87,106
Glass Manufactures, other sorts	cwts.	30,778	30,069	66,162	65,632	27,699	23,694	58,157	53,039

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR FEBRUARY.

		Quantities				Value.			
		1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian	cwts.	3,810	3,450	8,361	7,882	£18,168	£17,664	£39,787	£39,149
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	23,353	19,816	45,796	44,123	43,933	41,653	84,947	82,170
Jet, Rock'm, and Glazed Terra-cotta	,,	25	17	1,709	17	114	16	454	16
Red, Stone, Brown and Yellow Ware	,,	5,705	6,221	8,526	7,428	1,289	1,103	1,813	1,659
Other sorts (including Electrical and Chemical Ware)	,,	1,722	2,305	3,650	4,299	2,473	2,933	5,153	5,687
Window and German Sheet Glass	,,	139,074	103,305	267,048	233,221	79,692	56,362	153,388	129,958
Plate Glass	,,	35,333	32,063	73,569	72,454	44,829	41,626	94,856	90,639
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass	,,	63,347	57,177	132,659	126,058	106,077	81,510	223,363	184,912
Glass Bottles	gross	122,852	100,496	252,509	216,244	51,267	38,938	104,104	85,223
Glass Manufactures, other sorts	cwts.	3,767	642	9,394	1,844	5,387	963	12,371	2,282

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR FEBRUARY.

		Quantities.				Value.			
		1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian	cwts.	1,512	1,796	3,677	3,927	£6,987	£8,132	£15,371	£17,859
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	622	693	1,568	2,253	1,069	1,458	3,930	3,559
Jet, Rock'm, and Glazed Terra-cotta	,,	1	8	17	8	8	25	68	25
Red, Stone, Brown and Yellow Ware	,,	—	—	—	—	—	—	—	—
Other sorts (including Electrical and Chemical Ware)	,,	12	—	13	—	185	—	202	—
Window and German Sheet Glass	,,	1,275	546	4,313	714	758	324	2,261	412
Plate Glass	,,	86	314	879	975	114	350	1,543	803
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass	,,	2,246	624	7,444	1,274	4,979	1,190	15,517	2,700
Glass Bottles	gross	2,702	3,813	5,374	7,205	1,390	1,590	2,736	3,255
Glass Manufactures of other sorts	cwts	335	610	1,159	1,858	1,075	1,213	3,056	3,346

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Jan. 27 to Feb. 23, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 to Feb. 23, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	622	588	1,116	1,029
,, New York	631	530	1,070	849
,, Baltimore	1,590	1,038	3,023	1,936
,, Philadelphia	233	191	431	221
,, New Orleans	525	378	1,193	601
,, Newport News	62	127	235	296
,, San Francisco	—	43	85	183
,, Portland, Me.	920	57	1,352	179
,, Galveston	66	134	160	173
,, Portland, Or.	—	173	20	260
,, Inland Points	21	1,008	105	1,972
Total	4,670	4,267	8,790	7,699

SOME FAMILIAR FACES IN THE POTTING TRADE.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

COUNCILLOR GEO. ELLIOT MEAKIN, J.P.

IT is with a peculiar and very real pleasure that we write the word "Councillor" before, and the letters "J.P." after, the name of Mr. George Elliot Meakin. Both honours have come to him very recently, and to nobody in the county borough of Hanley could they have come more worthily. His majority of 1571 votes for the councillorship was the highest ever recorded in the history of municipal contests in Hanley, and we congratulate the victor most warmly upon his success. We congratulate the Hanley Town Council also, upon the fact that the stigma has at last been removed from it of not having a single representative of the potting industry within its ranks.



COUNCILLOR GEO. ELLIOT MEAKIN, J.P.

Mr. Meakin's name needs but little introduction to readers of THE POTTERY GAZETTE. It stands in the most prominent place of the trade's roll of honour. For three generations it has been assisting to make Hanley's name famous as a commercial centre, and the bearers of it have been helping by their generosity and sympathy to make the district a brighter and happier place to live in. Like his forbears, the subject of our present sketch is most warmly interested in philanthropic work of all kinds, and the circumstance that he has decided at last to throw himself into public work, and, as he himself modestly puts it, "to try to do something for the town which has done so much for me," has given unlimited satisfaction. The details of his career may be very briefly stated. The son of the late Mr. Geo. Meakin—who, amongst other princely gifts, contributed £5,000 to the making of Hanley Park, provided the magnificent organ in the Victoria Hall, and founded the "Meakin" concerts fund—he was born on November 24, 1864, at Northwood House, Hanley. Subsequently his family resided at "The Hayes," Stone, the residence to-day of Mr. Tams, the Longton manufacturer, and later on they removed to Creswell Hall, Stafford, which is Mr. Meakin's present home. Having been educated at Rugby, Mr. Meakin, destined, as he thought, for an Army career, went to London, and studied for a period under Wren and Gurney, the well-known Army and Indian Civil Service coaches, but was suddenly called upon to throw up all idea of a military life, and to return to the Potteries to take a share in managing the business, which had reached such magnitude as to need all the care which its owners could bestow upon it.

It was in 1883 that he came to Hanley and entered the pottery business, which was then controlled by his father and uncle. From a thorough course ot training in every department, he emerged a practical and well-equipped "potter," was taken into partnership, and, after the death of his father on September 15, 1891, succeeded to the chairmanship, the business having been converted into a limited liability company under the style of J. and G. Meakin, Ltd., in the previous year. To-day the concern is one of the largest of its kind in the world, and though tariffs be high, and carriage be dear, it conducts successfully a great export trade, being especially interested in the South American market. The firm of J. & G. Meakin was founded in Hanley many years ago by Mr. Meakin's grandfather, upon whose death the business came into the hands of his sons, Messrs. James & Geo. Meakin. The factory was at that time located in Cannon-street, but in course of time larger works were needed, and the firm removed to Market-street. Still the business increased so rapidly that more space speedily became imperative and some property known as the Eagle Foundry, was purchased. The foundry was demolished, and upon its site was erected the present Eagle Works, one of the largest and most complete factories extant. In October, 1887, the Eastwood Works of their late brother, Charles, was taken over, and when Mr. James Meakin died on February 8, 1885, Mr. Geo. Meakin, sen., became the principal of the firm, over which he continued to exercise a controlling hand until his sudden death at Buxton, whither he had gone for a brief holiday.

As will have been gathered from what is already written, Mr. Geo. Elliot Meakin's entry into active public life is of recent date. Up till two years ago, when, upon the Staffordshire Agricultural Show coming to Hanley, he became President of the County Agricultural Society for the year, he had contented himself by what may perhaps be best spoken of as a passive support of local movements; but his hand always went deeply into his pocket on behalf of any cause in which he could discern the possibility of benefit for his fellow townsmen. When he evinced an inclinatien to enter more assiduously into

local affairs, his name was immediately submitted to the Lord Chancellor, who added it to the Commission of the Peace in the early part of last year. He is President of the N.S. Orchestral Society, and is not only a successful potter but an extensive stock farmer as well. He has been an enthusiastic agriculturist all his life, and is probably better known as a stock farmer than anybody else in the country to-day.

POTTERY AND GLASS SHOPS IN SOME LANCASHIRE COAST TOWNS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

SOUTHPORT.

IN the past, Southport, considering its size, has been a good town for dealers in glass and china. Its residential population is now about 51,000; but in the summer holiday months the number of persons in Southport is much higher. Many of the permanent residents, whether private householders or keepers of establishments of various kinds for the accommodation of visitors, are well-to-do, and possess good taste, being able to appreciate artistic and finely-wrought glass and china ware. They keep their houscholds supplied with such ware, and insure a constant demand for good class articles. There is, however, a demand of a totally different kind, which comes from the general, company, or lodging-house keeping section of the community. These require glass and earthenware for table and toilet use by the floating population of visitors, who, in the summer, come and go by the day or week or month, as the case may be. The goods required for these summer visitors' use must of course be low in price. "It's good enough for them to break" is the stock phrase of the lodging-house lady when selecting wares with which to replenish her table or bedroom sets for the holiday season. It is known quite well that the irresponsible Lancashire holiday maker who, in a single week, has to expend the pent-up energy of a whole year and a whole year's contributions to a going-away club, has little consideration for the crockery at his lodgings. A heavy list of breakages throughout the holiday season is, therefore, inevitable. With the two demands, for glass and earthenware as described, well maintained, Southport has, in the past, been regarded as a good market for the selling of glass and pottery ware. Latterly, hanges have crept over the trade; but the business has certainly been done, and will continue to be done. Some of the facts concerning that business will be found stated in the following notes.

MR. THOMAS GIBSON, senior principal of the firm of Thomas Gibson & Sons, 49, Chapel-street, Southport, has been engaged in the glass and china trade for 50 years, and has held the premises in Chapel-street for upwards of 30 years. His firm do a large local trade, and also a wholesale trade with dealers in many parts of the country. I had a pleasant interview with him in his office, in the course of which many trade topics were touched upon. The subject of retail prices was first alluded to, and was, I found, of deep interest to Mr. Gibson. "We are selling ten times more stuff," he said, "but what is the use of selling unless you get something out of it? There are many bad debts made. Even with a bank reference one is not always safe." The low range of many prices in the retail branch was, he believed, the bane and weakness of the trade. With regard to the extent of the trade done, Mr. Gibson did not think that some of the older, first-class goods were selling as largely as they used to. "We may do as much, but we ought to do more," he said, "as the population is larger. There seems to be a tendency to buy lower-priced wares. Tea-services that you could not touch once under two or three guineas, are now wanted for fifteen shillings, even by well-to-do people. There is a falling off in stuff of that sort. There is a lot more sold, but it is cheaper." Yet Mr. Gibson had a cheering assurance to give me. "Within the last six months we have done better with higher class pottery and glass than we have done for some years," he said. "It shows that there is more money about. The bug-bear of this place is the credit system. You cannot do trade without credit. Buyers cannot pay cash, and you must speculate. If they go right, they will pay you; if not, you do not get paid." Mr. Gibson pointed out to me the special forms of "cutting" and "dodging" which were being practised by some of the large stores. "Take a place like X——'s. Their's is a dodging trade," said Mr. Gibson. "People go and ask for a thing and they don't get it, and pressure is brought to bear on them to buy something else." Here Mr. Gibson made a slight digression into the technology of potting. "X——'s," had, he said, been selling some goods with deep bands of a certain blue, at very low prices. "It is marvellous," he went on, "that if a thing presents any difficulty in working, the public always seem to ask for that thing. That blue has always been difficult to obtain. Any other colour you can get beautifully, but if you touch a blue it will run. The dinner sets in blue which they have at X——'s are selected 'seconds.' You cannot buy best goods of the sort for the money. It is all the fault of the manufacturers. I was in the Potteries a day or two ago and was preaching on the folly of manufacturers. They bring out a flown pattern, and all the faulty pieces are picked out and saved up until there are thousands of dozens, and they put them together in sets and sell them to an auctioneer or to a pushing draper, and he can afford to take half the price for them that a dealer could get for his best goods." A case was mentioned of a quantity of "seconds" goods which had been bought by a dealer and sent to his works. There a line was put round the edge of each article with liquid gold, and the goods were offered as of a superior class, and sold for much more money than they were worth. Mr. Gibson cited a case to show how the trade in "seconds" injured dealers who were doing a good-class trade, and by injuring them, injured manufacturers. He had supplied a dinner service of the best quality and of a particular pattern to a county family in the district. A short time after, the one who had selected the goods and bought them, came back and complained that he had been "taken in," as he had seen goods, identically like those he had bought, in the window of a shop a short distance away, marked at about half the money which he had paid for his. Mr. Gibson went with his customer to see the goods in question and found that they were "seconds." "I told him that they were 'seconds,' and that those I had sold him were 'firsts,' and that I could not buy them for the money the 'seconds' were marked at. He was very much annoyed. He had been a good customer of mine formerly, but he has never been the same since. Now, I had asked that firm if they would sell the 'seconds,' and they said: 'Oh, no; we are going to send them abroad,' and there, they had sold them to someone in my own town. Some manufacturers will not do this. They send the 'seconds' out of the country. If other firms would do the same it would make the trade in dinner services much better."

I was invited to view the firm's premises, and gladly accepted the invitation. I was surprised at the large extent of the establishment. Behind the main premises in Chapel-street is a range of commodious buildings which I found to be stocked almost from floor to roof with glass, china, and pottery ware of almost every kind, useful and ornamental, required for household and hotel use. The

firm do a large business with hotels, and supply special badge-ware to meet customers' wishes. The rooms of the main building were similarly provided with a varied and interesting stock. The main shop, on the ground floor, at the front, was spacious, and looked very attractive with its arrays of choice glass and pottery ware. An annual sale is held and extends over three weeks in January. The sale was in progress at the time of my visit, and business had for some days been very brisk. Mr. Thomas Gibson is a member of a family long connected with the glass and china trade. His father was engaged in it before him, and his sons, Hugh and William Rowland, seem destined to maintain the connection and its traditions. Both are now in the business, with their father, at Southport. A branch shop is carried on by the firm at 34, London-street, Southport, where I found a large stock of ornamental and general table and toilet glass and ceramic ware attractively displayed.

Mr. D. Barnard occupies an attractive shop in Lord-street. I found him to be greatly interested in such current trade questions as the sale of glass and china goods by furniture dealers and drapers, the sale of "seconds" goods to these and other traders by manufacturers; the carriage question, and the foreign goods question. In the course of a talk which I had with him I found that he took a very considerate view of the first named subject. "Drapers and furniture dealers," he said, "have no idea of the trade. When buying, they don't go into the matter and see what the articles really cost them. If it seemed to a buyer that dinner sets could be bought to sell at a price which apparently showed a fair profit, he would buy a lot of sets at the price, ignoring, or failing to see, the peculiar risks and chances of loss in the china trade." Mr. Barnard thought that if drapers and furniture dealers were fully aware of these risks, they would not be so eager to stock glass and pottery ware. With regard to the trade in "seconds" goods, Mr. Barnard instanced cases in which manufacturers had sold goods as "seconds" which had "practically nothing the matter with them," at 50 per cent. less than the regular price. "I do not know how business is carried on on those terms," he added. With respect to the crate question, and to the foreign goods question, on these Mr. Barnard made a pregnant remark. "None of these," he said, "bother me a bit, because I know how to deal with them. If we got the crates free, we should want to sell them to manufacturers. I do not see that there is anything to grumble about in the crate question. The charges are high, but manufacturers cannot help themselves; the cost of packing is so great. When we buy things from abroad, we pay seven-and-sixpence, including everything; but we know we can buy for five-and-sixpence if we buy the things in large quantities." Mr. Barnard stated that but for the buying of some well-known lines of goods, in large quantities, by tea firms, to be given as presents; glass and china dealers who have readily taken up goods of the same class, on account of their novelty, and who have been able to sell them at very low rates, could not have obtained such goods at anything like the prices. I had chanced to look in at the time of Mr. Barnard's annual sale, and he spoke apologetically of the condition of the stock on his shelves. The apologies, however, were entirely needless. The window and shelves were occupied by collections of china, glass, and other wares of many artistic and interesting kinds.

Fawcett Cave & Co.'s large and handsome shop in Lord-street is one of the principal glass, china and earthenware repositories in Southport. Following the custom of the town, the proprietors hold an annual sale in the first month of the year. The final preparations for the event were in progress when I visited the establishment, and very interesting were some of the particulars which I then gleaned. The entire stock is re-arranged for the sale, one room being furnished as a reception room. Invitations are issued to customers and other friends to come and view the stock. Receptions are held for three days before the commencement of the sale, and throughout these days the establishment is virtually an exhibition. Visitors inspect the stock at leisure, and light refreshments are provided. "We do not expect to sell much in these days. The thing is for our friends to come and look round, and walk out again," was said to me. The idea seemed an excellent one, for an inspection of so large and varied a stock must indeed be a treat. I found that Mr. Fawcett Cave had very clear ideas on the trade topics of the hour. The subject of "seconds" came up first in the conversation which I had with him. "The great objection," he said, "is, that when one man is buying 'best,' his next door neighbour is buying 'seconds' from the same place. In my opinion the manufacturer ought to have some means of marking them so that the public would know; stamping the words 'seconds' on them, if you like." I asked Mr. Fawcett Cave if, to his knowledge, the trade in "seconds" had assumed any large extent. "Yes," he said, promptly, "I should think many firms buy more 'seconds' than 'best,' and it is always displayed as best. It tells its tale with some customers; with others it does not matter. They want a good thing, and think they are getting it, and to sell them 'seconds' is to injure one's own business. But what is the poor manufacturer to do if he cannot sell his seconds? He cannot help making them." "Do you think a system of marking would be feasible?" I asked. "I do not see why it could not be done. Take ———, a certain part of their china is marked in a way that they can tell. I do not know that they follow it all through—in certain classes they do. Why could it not be done on all, so that a buyer could understand"?

We talked of trade in the town and of the furniture-dealing branch. "That is always a sore point with us. We keep to our legitimate field of pottery, and it is too bad that furniture shops in the town should be interfering with us. Is there no pottery association like the ironmonger's association? If a manufacturer supplies a man out of the business, ironmongers boycott that manufacturer. As regards crate charges," Mr. Fawcett Cave continued, "that is fairly satisfactory here in Southport. It seems a lot sometimes, but we get used to paying it. Familiarity makes you content with your circumstances even when you see ten shillings at the bottom of your invoice for crate and packing. It must mean a big item for manufacturers, with the cost of straw and one thing or another."

Gibson & Kendrew, ironmongers, cutlers and dealers in glass and china, maintain a moderately large stock of these last named goods for the convenience of residents in Birkdale. The firm occupy a large and very bright and business looking establishment in Liverpool-road, a spacious window of which is set apart for a display of glass and china ware. The stock included some very choice dinner and tea services, vases, and other ornamental goods, and a collection of glass ware of the more useful kinds.

Taylor & Pixton had, I found, succeeded to the business which was carried on until about six weeks ago by Mr. J. Lindley, Jun., at 67, Claremont-road, Birkdale, as dealers in pottery and glass ware, ironmongery, and other goods. A considerable stock of useful china, earthenware, and glass was held at the shop, jugs, tea sets, and toilet sets being especially noticeable. I was informed by a member of the firm that trade in these goods was quiet at the time, but as they had acquired the business so recently, he hardly felt in a position to speak with authority on the subject. Business generally was giving fair promise, and it was believed that the glass and pottery branch would become more active as the year advanced.

OUR TRADE WITH EGYPT.—II.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 188.)

THE journey from Alexandria to Cairo is covered in three hours by a British-built corridor train, with a restaurant car attached. The train passes through well watered agricultural country, having a rich black soil, capable of raising two crops a year. From the train one sees fields of sugar, cotton, rice, wheat and maize in various stages of growth;—sowing and harvesting going on side by side. There is practically no rainfall in Egypt, but the crops are nourished by an elaborate system of irrigation canals, which carry not only Nile water on to the land, but also a layer of black mud which is the finest possible manure. It is this Nile mud, with the help of the Assouan dam, which is gradually changing the desert of Egypt into arable land. Strange to say, grass will not grow in Egypt, and the cattle, horses and camels are fed on beans, clover, and various green crops.

THE BAZAARS OF CAIRO.—There are two distinct parts of the city—one containing wide streets, new buildings, banks, public offices and big hotels; this is modern Cairo, which deserves a fuller description later. The other is the native or bazaar quarter, with narrow streets and overhanging upper stories and curious little windowless shops. An Eastern bazaar perhaps scarcely deserves the name of shop—it is a little recess containing a few shelves and a Staffordshire made steel safe. A large number of these bazaars are for the sale of coloured cotton goods, sold mostly to the male population for making up the gaudy robes, waistcoats, and turbans worn by the Arabs. Cotton goods form by far the largest item of Egypt's imports, £E1,800,000 value of cotton manufactures having been received during the first eight months of last year. In other small shops are brass-ware, embroidered and silk goods, carpets, jewellery, curios, and a large variety of wares bought by European and American tourists. Then there are the bazaars at which the natives buy—one of which is shown in the accompanying illustration—cooked-food shops where eatables and Turkish coffee are sold and partaken of in public view. To a visitor this bazaar quarter is full of interest, but, commercially, little or no trade can be done by British firms direct with these bazaar keepers. Buyers of this description can best be s rved through wholesale houses, importers, and agents, of which there are a large number in Cairo.

TURKISH COFFEE CUPS AND SAUCERS are in use throughout Egypt, and take the place of our usual after dinner coffees. Turkish coffee is a peculiar brew which few Europeans thoroughly appreciate, because they get it in such small quantities. It is served in china cups, holding about a desertspoonful. As, however, the cup is nearly half full of grounds it is possible to get literally only a taste of coffee. The tiny cups and saucers in which this delicacy is served at the end of lunch or dinner in the hotels usually match the rest of the ware, or are a plain white with gilt handles.

In the bazaars, to facilitate the lengthy process of bargaining, cigarettes and small cups of Turkish coffee are placed before the customer. The ware in this case is usually of a cheap, continental make. Turkish coffee, in ware which makes a lover of good china squirm, turns up in most unexpected places in Egypt—offered by Bedouin Arabs who show the tourist over the tombs in the desert, or when he takes his midday rest in the hut used by the Government parties at work in excavating the monuments.

EARTHENWARE WATER POTS.—Much is being done to improve the drinking water in Egypt, but it will be some years before the natives see the great advantages of having a constant supply of artesian well water, instead of the rich Nile water on which they have thrived for generations. The women fill large native-made jars at the river, irrigation canal, or even on the flooded land, as is shown in the smaller illustration here given. The jars are carried to their



A WATER POT BAZAAR IN CAIRO.

mud huts in the villages on the heads of the women, and although very heavy, I did not see a single back bent in the slightest under this load of water.

A smaller earthenware bottle, which is unglazed and porous, and fired to a greenish tint, is used for carrying water about in smaller quantities. The native passengers



EARTHENWARE POTS FOR GETTING WATER.

by train always carry food and a bottle of water when going on a journey, and similar bottles stand in brass bowls on every dining table in the hotels as water carafes, in place of glass ware. They keep the drinking water beautifully cool. The larger illustration here given shows various types of these native-made water bottles for sale in the bazaars. The men are evidently testing whether they are air and water-tight.

FIRECLAYS.—Several companies have recently issued further capital in order to develop the mineral resources of Egypt. One of these, the Corporation of Western Egypt, is exploiting the oases of Khargeh and Dakhlet for aluminous deposits, nickel and cobalt. As possible subsidiary sources of income may be instanced the manufacture of fire bricks (minimum price of such in Cairo P.T. 40 per 100 equals £4 2s. 1d. per 1,000), and the manufacture of bricks for sale in the Nile Valley, where such command a price of some 35s. per 1,000, for both of which industries suitable clays exist in the oasis; the manufacture of lime and cement; the manufacture of superphosphates for local use, and the utilisation of marble which has been discovered on the plateau. Recent reports of experts have shown that both vitrified blue bricks and high-class saltglaze drain pipes and pottery ware can be manufactured from the clays.

(*To be continued.*)

A Chinese Coloured Glass Factory.—As an evidence of the awakening of China, a Russian correspondent says that a Shan-Dun merchant has asked permission to open a glass-works in the neighbourhood of Boschan in the province of Shan-Dun, for the manufacture of various coloured glass, for which purpose he proposes to import foreign workmen.

RETAIL TRADE CONDITIONS.

(BY ONE OF OUR STAFF.)

(*Continued from page 333.*)

QUESTION NO. 12.—*Have any cases of the deliberate copying of British Shapes and Patterns, or the use of British names by foreigners come under your notice?*

"NO cases of copying just recently."—"Yes! plenty in English ornamental china."—"Many cases of shapes being copied."—"Yes."—"Of the former innumerable, and also by British makers. One foreign fancy house shows chiefly imitation Worcester, Derby, Doulton, Hadley, &c. In glass nearly all but the French makers are mere copyists."—"No."—"Have noticed several English shapes among the travellers' samples of foreign goods, but never noticed any modern British names—only on antiques."—"No."—"Yes; though lately I have known cases where foreign goods have been copied here."—"This is frequently done, but the expert can soon detect the difference."—"The copying of British shapes and patterns is so common that they come under our notice almost daily."—"Yes; very extent sively as regards view and crest ware."—"No, not tha- we can remember."—"Yes."—"Yes, as everyone must have seen who goes about at all. The foreigner is always open to copy anything which he thinks likely to sell."—"Yes, in heraldic china, Royal Worcester, &e., and antique English goods."—"Yes, as regards shapes and patterns. It is of almost daily occurrence to see foreign copies of English goods, in shape, decoration, colours, &c., and often a range of foreign china is accompanied by a show card, with some English name given to it, such as, for instance, 'Alexandra ware,' &c."—"No."—"I have come across many cases where the English copy the foreigners and the foreigners the English. There is nothing to choose between them."—"Copying of shapes and patterns is always going on by both foreign and home manufacturers."—"The foreigners certainly do crib shapes and patterns. They will copy any and everything that is likely to sell."—"Not to any great extent."—"Yes, many such. A traveller bought some articles from us that cost us 18s. a dozen. Some time after he offered us similar looking goods at 4s. 6d. per dozen. We did not buy them, but they got into the fancy shops, and of course knocked the English goods out."—"Yes, over and over again foreigners copy our shapes and styles."—"Shapes are freely copied, patterns are generally original."—"Yes, copying of British shapes, but have never known names copied."—"No, but it is done by London houses in the wholesale, who copy patterns and style."—"I am sorry to say I meet with scores of instances of the copying of British shapes and patterns. I have not seen British names copied."—"Very many instances of the copying of shapes, but it is not so much practised lately. Recently I have noticed that English houses wisely profit by the foreigner's taste in cheap decorations."—"Some months ago I ordered some nursery rhymes china from Doulton & Co., Ld. Before these were delivered I had a foreign agent offering them to me at less than half price."—"Copying shapes and patterns, yes. But copying names, no."—"Yes, I know of deliberate copying of shapes and patterns, but not names."—"Yes, anything that is not registered is copied. But the foreigner is not much more guilty than the home manufacturer, who will copy anything he thinks is a good line."—"British shapes and patterns are often copied, but not British names."—"You cannot look through a foreign manufacturer's sample room without seeing lots of British shapes that must have been copied."—"Undoubtedly they copy British designs as nearly as possible."—"In two special cases that have

come under our notice it is to some extent the English manufacturer's fault in charging absurdly high prices—presumably for their name.''—'' The German china makers are the worst offenders.''—'' No more than is usual in every trade.''—'' One sees these in every show of foreign goods. There is scarcely an article to be seen in any such show but has its origin in English productions.''—'' We find the foreigners copy English shapes in flint and coloured glass, flower vases principally.''—'' Many of the foreign shapes and patterns bear a very striking resemblance to our best English makes.''—'' Copying of British shapes and patterns is done wholesale by the foreigners.''—'' We find the foreigner copies every new pattern the British manufacturer brings out—only in cheaper quality.''—'' Yes, and the cost reduced in many instances 50 per cent. This is to be generally regretted, and a thing a tariff would prevent.''—'' Yes, they will copy everything, but not more than English manufacturers copy each other.''—'' Many of the foreign shapes are copies of the British, but we do not notice British names used by foreigners to any extent.''—'' The whole of the foreign maker's trade seems one of copy. This evil is the result of the public demand for cheapness, no matter from what source. If a dealer wants to keep his trade he must stock certain cheap lines, or allow another to do it, to his loss.''—'' We have noticed many shapes and patterns copied, but not names.''—'' Foreign pottery houses run their shapes very close to English. On the other hand, there are many English firms who copy foreign shapes, especially in vases, plant pots, &c.''—'' Copying by German houses is very frequent, more especially in tea ware, tea pots, and jugs.''—'' Many instances of deliberate copying.''—'' About 15 or 20 years ago copying of British shapes and decorations was very common. But now in cheap, pretty goods they are ahead of the English. They have made enormous improvements in shapes and decorations of cheap china.''—'' It is common knowledge that British shapes and patterns are habitually copied by German and even Japanese houses.''—'' Yes, certainly. China tea sets are frequently copied, but we do not think British names are copied.''

General Remarks.

The following is a selection from the " General Remarks " made by our correspondents at the end of their replies to our questions :—

1. '' I cannot see that our manufacturers have anything to fear from the foreigners. We have firms in the Potteries who are making sundries—i.e. butters, cheeses, tea-pots, &c.—quite as cheap as, and a lot better than, any foreigner. Some lines they cannot do at present. Let every British trader do all he can for the home manufacturers.''

2. '' We think pottery designers are handicapped by being confined in the factories. They seldom come to see what is being done or what is wanted in London and elsewhere. Half the factories appear to live on copying the few leading houses.''

3. '' There are distinct signs of an awakening amongst British pottery manufacturers to the needs of to-day. Perhaps a conference between manufacturers and dealers would do much to settle the packages question, and combined action might induce the railway companies to consider charges. There seems to be no reason why our trade should not be a good one in itself.''

4. '' Fancy Goods.—Britain is nowhere in figures and cheap lines. In the very best she is first generally. Services.—The public demand for bands as against sprays has helped much, and the coming revival of covered-over patterns will still more so. In low-priced tea-sets Longton lags behind. Why not move in lithos and in ærograph work ? Why leave feldspar china alone ? ''

5. '' Here am I in —— bothered by a pottery firm [name given] who apply to the Bursars of the various colleges for the supply of the college crockery direct. To compete with this I have to supply my goods at a very nominal profit to keep the trade in the city. The same takes place with the hotels.''

6. '' The greatest hindrance to doing business pleasantly and promptly is the often dishonest charges made for packing matchings. A 4d. teacup will cost 5d. or 6d. to pack, and, with postage, often costs 1s. 1d. or 1s. 2d. home. Retailers should not bear all the loss on transactions of this kind.''

7. '' I am glad you are getting information for all who are interested in this ' Trade being kept to the trade,' and ' British-made ' goods pushed in preference to foreign-made. I believe the retailer may be one of the greatest factors in producing this result.''

8. '' The salvation of the British potter will only come when he realises that he does not *now* control the potting of the world, and introduces attractive (we do not mean gaudy) designs at popular prices. He must meet the foreigner at every point, and must consider that the retailer may help him. ' Seconds,' in same patterns as ' bests,' should not be sold, and the manufacturer should not consider present orders so much as future repeats.''

9. '' Although I find the home manufacturers are making rapid strides, they are yet in some things behind their rivals the foreigners. As a dealer of thirty years, I speak from practical experience.''

10. '' I do not stock so many foreign tea-sets as I used to do. The Longton people are meeting the competition in a fair way, and their goods give better satisfaction. I am compelled to buy foreign candlesticks, sick feeders, egg-cups, &c.; there is practically no competition in these articles. If there is, I should be glad to hear of it.''

11. '' I consider the pottery trade (as an exclusive trade for dealers) is doomed. It requires a large capital lying idle all the time. You must have expensive fittings in a good shop, in a good thoroughfare, and the rates press unduly on these shops. Hawkers, who pay no rent or taxes, can sell cheaper, and the ' bogus manufacturers ' who advertise ' from the Potteries ' do not bear the burden shopkeepers do. Pottery seems a plunder for dealers in other trades to sell cheap. One of the largest shops in this town is selling tea sets for which they pay 15s. at 16s. 6d.''

12. '' Quality for quality, the English manufacturers can hold their own against any country in the world, and can be relied upon to supply the same quality as samples. Foreigners cannot be relied upon to repeat orders.

13. '' Without doubt, the china and glass trade is very open to ' dabblers ' such as grocers, oilmen, stores, &c. An efficient method of excluding this interference would be a boon.''

14. '' A stop should be put to drapers and furnishers opening departments in this business, especially where club trade is done. Tea shops offering presents should be stopped altogether. English makers, instead of selling their white body as seconds, should decorate it cheaply (with different patterns to their best) and create cheap lines to keep out the foreign goods.''

15. '' If British manufacturers could deliver more quickly and charge less for packing, they would increase their business at a bound.''

16. '' We used to sell more foreign goods, but the English firms have ' woke up,' especially in the china trade.''

17. '' This incident explains itself :—A few months ago I ordered of an English glass house several lines of English tumblers, usual stock ones, cut F.F., engraved ferns and stars. The F.F. were correct, but they had engraved and

sent me foreign demi-crystal and charged full price of English crystal. Their representative looked very silly, and of course made a fair allowance at settlement.''

18. ''I think if the British manufacturer was more obliging he would do more business. I have matchings on order now for three months.''

19. ''Manufacturers who cannot get large orders from the regular china and glass firms sell their goods to drapers or any other shops that will buy them. If regular shops could not always buy so much, they could do with much more expensive articles. If manufacturers had kept to the regular dealers, they would have got better prices. Some manufacturers keep to us alone in this town, and we do much better with these firms.''

20. ''The English flint glass trade in all the cheap tumblers, wines, glass jugs, pickles, salts, honeys, lamp-chimneys, &c., is not 'going,' but 'gone.' For ourselves, we boycotted German and Belgian glass for years —until we could not possibly help ourselves.''

21. ''The pottery and glass trades suffer from general unbusinesslike habits of a hundred years ago, still kept up. Other trades, such as stationery, fancy goods, &c., are up-to-date and conducted on smart business methods.''

22. ''Some action should be taken to prevent linen-drapers and others cutting the trade up by selling some goods cheaper than I can buy them in order to do business in their other goods.''

23. ''If we seem to have favoured foreign china and glass more than English, it is because we find a more ready sale for many of their lines, and we naturally stock those things which sell most easily. But really we should prefer to do a much larger trade with the home manufacturers.''

24. ''We think we should treat the foreigner as he treats us.''

25. ''In a nut-shell, what we want is honest free trade, not 'one-sided' free trade. We should insist on a moderate duty being paid on all foreign-manufactured goods, particularly where the tariff is so high for British goods. But all raw material should come in free.''

26. ''I have had twenty years' experience, and find that china and glass only are not sufficient for a business, except a busy neighbourhood with a quiet turnover. Stock should be turned over three times a year, but this is not possible when so many things have such slow sale.''

27. ''If we could compel foreigners to stamp each piece with the place where made it would help British manufacturers greatly.''

28. ''What is wanted most is a list of manufacturers who supply auctioneers and who send direct to private individuals, or to people who make a trade of doing so. Let such a list be prepared, and then let the trade refuse to buy from those manufacturers. This would do more good to all than anything else.''

29. ''I am sorry to say a word against my countrymen, but really they appear to have no idea of producing attractive little figures or fancy lines in general; hence one is compelled to spend his money with the foreigner, who sells his goods cheaply and gives you good packing, case-free to your door. Doubtless, if the railways were under State control, it would assist English manufacturers to a very great extent.''

30. ''If manufacturers would stick to retailers, I certainly think it would be better for both parties; but, unfortunately, manufacturers must sell, and they don't seem to care to whom, and thus stationers, drapers, &c., cut the prices.''

31. ''People very often ask: 'Is this foreign or English?' (This has been since the Fiscal Reform agitation.) But they have always studied both eye and pocket; then, if the foreign article is bought, they blame the British manufacturer.''

32. ''English houses are now profiting by the foreigners' taste in cheap decorations. For instance, the lithographic transfers produced by foreigners and used by English makers. The everlasting sprays are getting monotonous. The old conventional Bourbon or Dresden sprigs would be a relief, but there are plenty of good lithographs to be obtained from English sources if Mason, Spode, Crown Derby, and Wedgwood models were studied. Geometrical 'motifs' might be tried.''

33. ''The pottery manufacturer, like any other business man, deals promptly with those who pay promptly.''

34. ''I hope the steps you are taking may be the means of 'waking up' the British manufacturer to the advantage of all concerned.''

35. ''I much prefer to buy English goods, and always push them. I only buy foreign goods against my personal inclination.''

36. ''I am pleased to say that, owing to English china manufacturers now producing coloured-view china and arms ware at such reasonable prices, the sales of them have been 50 per cent. over those of foreign make. The same may be said of many lines in glass, and I intend placing more orders for English goods for next season than I have ever done before. I have been twenty-one years in the trade.'' (This was written last November.)

37. ''I would like to know why English potteries are so long in sending off orders. I often have to wait two and three months for goods after I order them, and seldom get an order complete even in stock lines.''

38. ''The manufacturers could, and ought to, help dealers by refusing hotel and school orders except through their nearest agent. There would still be as many goods required. Perhaps, also, the mixed shops should be left; at any rate, the small shops should always be left to the wholesale dealer. Tea shops are bad for the trade, but seem to be dying out. Several have failed in this town, and none look successful.'' [We remember this town as being one of the most severely hurt by ''present-giving'' shops.—Ed. ''P. G.''']

39. ''Our trade is handicapped by the foreigner, who 'dumps' his goods in our free market. It has also been hampered by trade unions (glass especially), who have killed trade by limiting output, and by the utter disregard of the fact that the makers could not make a profit out of their work.''

40. ''On the whole, I think the foreigner is more pushing, and will do more, as a rule, to meet the wants of customers. The British glass makers suffer most with me in foreign competition, as I believe 80 per cent. of the glass I sell is foreign.''

41. ''When a foreigner copies British patterns—say in glass—it will be a proud day for England, and will hasten on the millennium. Forgive me being possibly too outspoken, but foreign glass is worth 25 per cent. more to a shopkeeper than British.''

42. ''I consider the question of 'seconds' should be taken up by the glass and china dealers. The trade would be all right if we had not so many people selling seconds. The trade should take these seconds to keep them out of these people's hands.''

43. ''Something *must* be done with the crate, straw, and packing question. The charges at present are ruinous, and they drive trade out of the country, I am sure. The railway rates are also far too high.''

44. ''In order to give our people a chance, there should be a duty of 50 per cent. at least put on glass and china. Our workmen are idling about with their hands in their pockets and nothing to do, while many manufacturers on the Continent have more orders than they can execute.''

45. "We find that where enterprise is shown by British manufacturers, and really up-to-date goods are produced at a popular price, we can sell them in preference to anything foreign. With one enterprising English firm our business has more than doubled in eighteen months."

46. "All grades of china and earthenware goods should be marked as 'Made in England.' If the British manufacturer would make similar cheap lines to the foreigner and stamp each piece as English made, I am certain the public would prefer English to foreign goods."

47. "The British manufacturer is very unfair with his customer. If a teacup is sent specially through the post in place of a piece broken in transit, 8d. is charged for the packing, in addition to the postage."

48. "Personally, I think if the British manufacturer would only show a little more originality and deliver more promptly, there would not be much fear of being ousted by the foreigner in the household china trade. I am afraid the glass trade has left for ever."

49. "On the whole, I consider it is the foreigner's superior business methods which have enabled him to get such a hold on the home market. Until the home manufacturer entirely alters his antiquated methods, he cannot hope to hold his own. Let him pack and deliver free. Let him put on the market one-fourth of the number of patterns. The bulk of the new patterns one sees should never be shown at all. They mean heavy outlays for production, which in most cases are never recovered. Lastly, let the British manufacturer train up a few warehousemen worthy of the name. Foreign goods are infinitely better selected than English."

50. "My own impression is that Britain could hold the home market for nearly everything I stock of foreign make. It is the same in hardware, yet British hardware manufacturers will not adapt their plants to special requirements; foreigners will. Again, Birmingham hardware firms have sent me foreign goods in place of British, but at the British price."

51. "The heavy charges for packages, packing, &c., are a great drawback to the trade. It would be a boon to us and an advantage to them if manufacturers would quote prices, carriage, and packages free, as the foreigners do."

52. "Our experience is that, with few exceptions, any capable buyer can get all he wants at home, and in our case the amount of foreign purchases works out about 10 per cent."

(To be concluded.)

Parliamentary Notes.

The Census of Production Act.—In connection with the Census of Production Act, the President of the Board of Trade has appointed a general committee to advise upon the general scope of the census and the lines upon which the confirmation required shall be obtained. Other committees who will consider the special requirements of particular traders will shortly be appointed, consisting of leading manufacturers and nominees of their associations. The names of those who have consented to serve on the general committee, in addition to the official members representing the Board of Trade and the Home Office, are Lord Allerton, Lord Avebury, Mr. Charles Booth, Sir Hugh Bell, Mr. Henry Birchenough, Sir Robert Giffen, Professor Chapman and Mr. Sidney Webb.

Imports of Austrian China and Earthenware.—In the House of Commons on March 11, Mr Remnant asked the President of the Board of Trade if he was aware that, according to the Board of Trade Returns, the value of china and earthenware consigned from Austria-Hungary to the United Kingdom was £51.173 in 1904, and £17,194 in 1905, whereas according to the official returns of the Austrian Government the exports to the United Kingdom of pottery, porcelain, &c., were £199,000 in 1904, and £279,000 in 1905; and whether he could explain the discrepancy in the magnitude and movement of these two sets of figures. Mr Lloyd-George, in reply, said: The figures are correctly quoted by the honourable member from the official returns. I am causing inquiry to be made as to the explanation of the discrepancy.

The Use of Second-hand Bottles.—Mr. John Burns, President of the Local Government Board, was asked in the House of Commons by Mr. Clynes on March 4 whether his attention had been called to the complaints by bottle manufacturers against the use of second-hand and discarded jars and bottles, and seeing that such use involved risks to health, and was considered by medical men to be incompatible with good sanitary conditions, whether any existing regulations could be applied by the Local Government Board to meet the complaints referred to. In reply, Mr. Burns said he had received some representations on the subject, and, so far as the use of second-hand bottles in the sale of poisons was concerned, he had brought the matter under the notice of the Privy Council. There did not appear to be any existing regulations which could be applied by the local authorities or the Local Government Board to meet the complaints referred to.

The Manufacture of X-Ray Tubes.—In the House of Commons on February 26, Mr. Weir asked the Secretary of State for War whether he was aware that the Army Medical Department and the entire medical profession in this country were mainly dependent on foreign manufacturers for the supply of tubes for X-ray examinations; and would he state what steps he proposed to take so that the United Kingdom might not be dependent on foreign countries for a supply in the event of war with a Continental Power. Mr. Haldane, in reply, said the X-ray tubes required for military hospitals were purchased from contractors in this country, who obtained many of their supplies from Continental manufacturers. The few glass blowers in this country who made X-ray tubes were unable at the present time to produce tubes in sufficient number to meet the demand or to equal in quality and price those manufactured abroad. As these articles would be used for the relief of the wounded, he did not anticipate that they would be considered as contraband in the event of a war with a Continental Power.

The Patents and Designs Bill.—In introducing this Bill on Tuesday night, the President of the Board of Trade said: A good many amendments were included in the Bill which had been found necessary in the working of the patent law, their main object being to simplify and cheapen procedure. There would be additional checks against invalid patents, and cheaper procedure for the recovation of patents, and these were introduced in the interc t of the poor inventor. The main object of this Bill was to prevent the patent law being used for the hindrance and suppression of British industrial development. The object of the patent laws was to encourage invention and promote British industry, but, unfortunately, they had been used in many respects to discourage British inventors, and to destroy many British industries. Out of 14,700 patents issued last year, 6,500 were foreign. He did not object to that, but a good many of these patents had been taken out not for the purpose of working the patent in this country, but to prevent its being worked here, and that he considered to be an abuse of the privileges conceded by British law. There was still a worse abuse. A British inventor who took out a patent was very often a poor man. After he had started working it there came along a powerful foreign syndicate who

found something in his patent which they thought could be covered by a patent already obtained, because these patents were very often in exceedingly vague and general terms, and they brought the whole machinery of their powerful organisation to crush him. He was dragged from Court to Court up to the House of Lords, and by the time he got there all his capital had been expended in law costs, and the patent, which ought to have been an encouragement to his ingenuity, had simply become a trap for his ruin. That was a flagrant abuse which ought to be ended. Great foreign syndicates had a very effectual way of destroying British industries—they applied for patents on a very considerable scale, and, for instance, in chemicals, suggested in vague and general terms every possible combination which human ingenuity could think of. The result was that when a British inventor patented a bona fide discovery, he was opposed in every way by a powerful combination, and overwhelmed by litigation before his invention had become a success. Many a British industry had in this way been wiped out. This gigantic fraud on our patent system he proposed to meet first by compulsory working, and secondly by requiring the deposit of samples. There was another way in which foreign patents retarded British industry. This was when the owners of the patents required an undertaking that for 20 years no other kind of machinery was to be used. The Bill purposed that in future all such conditions should be absolutely nugatory. At the present moment many a British industry was bound hand and foot by the working of our patent system. Many a British industry had been completely wiped out by privileges conceded by our own institutions to foreigners. All he proposed was that those bonds should be cut, and that British industry should be perfectly free to engage in the very severe struggle it was waging.

THE AUSTRALIAN POTTERY TRADE.

(SPECIALLY CONTRIBUTED.)

THE fifth volume of the minutes of evidence given before the Australian Royal Commission on Customs and Excise Tariffs has just reached London. As the Commonwealth Government are pledged to take action as soon as possible upon the findings of the Commission, the volume under review is of considerable importance. A large number of witnesses were examined with regard to earthenware, china and glass. With regard to china and earthenware, which are at present subject to an *ad valorem* duty of 20 per cent., the first witness examined was Mr. C. J. R. Le Mesurier, a legal practitioner of Perth, who advocated a reduction of the present duty, basing his argument upon the fact that fifty hands only were employed in Western Australia in producing china ware, valued at £1,815. In 1904, the last year for which figures were available, £6,951 was paid in duty to encourage this industry, which worked out at the rate of about £150 per head of the fifty men employed The industry was not progressing, and therefore the money which was being spent was being thrown away

Mr. W. W. Spencer, President of the Boulder Chamber of Commerce, gave similar evidence, arguing that the charges incidental to importing from England were so heavy as to themselves amount to a protective duty. He produced an invoice for goods purchased at works in England which showed that the value of the goods was £27 17s. 11d., the charges c.i.f. bringing the amount to £42 5s. 7d. ; to that were to be added the duties and charges, £7 15s. 2d. ; railage to Kalgorlie, £6 17s. 2d., making a total cost delivered to the gold fields of £56 16s. 11d. The nett value of the goods at the works was £27 15s. 1d., and the total cost of importation was £29 1s. 10d.

Mr. T. Henry Holford, managing director of the London Pottery Co., Ltd., of Adelaide, advocated that the duty on china and earthenware should be increased to 35 per cent. upon the following grounds :—(1) That the cost of labour was 75 per cent. greater in Australia than in England, and over 100 per cent. greater than in foreign countries ; (2) the cost of materials, which it was necessary for earthenware manufacturers to import, not being able to obtain the same elsewhere, was 75 per cent. more than English manufacturers paid for the same material ; (3) that the Commonwealth was made a dumping ground for placing surplus stocks and out of date patterns of English goods ; (4) to assist local manufacturers to overcome the prejudices of consumers in favour of English made goods, as against locally manufactured articles ; (5) to assist local manufacturers to overcome the unnecessary prejudice shown by importers against locally made articles ; (6) to enable local manufacturers to employ more hands In the course of his evidence he stated that they were not afraid of the Commonwealth competition. This trade had been practically the same for the last 17 years. He particularly complained about the dumping on the Australian market. Every month some small firm in Great Britain closed its doors, the buyer for the Australian houses was on the alert, and immediately the closure took place he purchased the stock and advised his Commonwealth clients that these lines were the very best in the market. There was a strong and, in his opinion, unfounded prejudice in favour of English made china and earthenware. The raw material which had to be imported was Cornish flint, feldspar, &c. Ground Cornish flint, including casking, was £7 5s. 11d. for 46 cwt. 1 qr. 12 lb. He recently received 44 cwt. of Cornish stone, and 22 cwt. 1 qr. 16 lb. of china clay costing £10 12s. 8d., landed at his factory at a cost of £23 9s. 2d.

Mr. Joseph Probis, mining engineer and chemist, and general manager of the Kangaroo Islands China, Stone and Clay Co., stated that he was instructed by his directors to say that samples from their property had been submitted to experts in the Commonwealth, and their opinion was strongly in favour of the clay from Kangaroo Islands. The company were now erecting machinery to work the clay. They did not intend at present to erect pottery works, but proposed selling the clay to the manufacturers throughout Australia, and he advocated a duty of from 15 to 20 per cent. being put on the raw materials, because the preparation of the same would be dearer in Australia than in England. In the course of his evidence, the witness said that Mr. Capper, manager of the Staffordshire Pottery in New South Wales, had some months ago come out from Great Britain to manufacture china in Australia, where hitherto no china practically had been made. He had brought out some skilled men with him. The industry was at present at a very low ebb in Victoria and Sidney. One of the leading potters in Victoria had recently told him that there was not a potter in the State making white ware with any profit at all, and the potteries in the state were being shut up one after the other. A member of the Commission asked was this on account of the success of Messrs. Bakewell Bros., of Sidney, and witness replied that it was partly so. He went on to say that Mr. Capper had told him in conversation that under the existing tariff they could not make both ends meet in the manufacture of ware in Australia. Mr. Capper had been engaged in fine art potteries in Staffordshire, and had a daughter painting ware at his own pottery now, and very beautiful articles they turned out. Mr. Probis, in further advocacy of a duty on raw material, stated that china clay was sold in England at £2 a ton, and by the time it was worked and reached Australia it cost from £5 to £6. In answer to a Free Trade member of the Commission he said the raw material in Australia had a natural protection of 200 per cent.

Henry Boardman, china mender of Melbourne, said he had been connected with the wholesale and retail trade since 1859, and with the china mending trade since 1867. He strongly opposed any increase in the duty, and would reduce the present duty so as to make it only a revenue one. In answer to the question, How could local trade be fostered ? he said he would give one illustration. Somewhere about 20 years ago, when he was in the wholesale and retail china and glass trade, there was a man working in the brickfields at Arsley, a little village near Hitchin, where witness was living. That man became acquainted with a Mr. Harrison, of Linthorpe, Middlesbrough, and from designs by Dr. Dresser began manufacturing the celebrated Linthorpe ware, which realised almost fabulous prices. He afterwards joined another manufacturer, Mr. Tooth, and now he was carrying on for himself, and lovers of fine artistic productions are glad to purchase from him all over the world. That was Mr. Ault, of Swadlincote. He recommended Mr. Probis and other protectionists to follow on the same lines, and produce good articles which could be exported. He said the present Australian duty acted unfairly inasmuch as the higher the quality of the goods the higher the rate of duty. It was difficult to buy an English tumbler in a Melbourne shop. They could get one manufactured in Belgium, which cost 2s. 1d. to 2s. 2d. a dozen. English tumblers cost 4s. 6d. per dozen. It was impossible to make certain classes of goods in Australia, such as Wedgwood, Jasper, and others. He produced a jug which he had brought from England with him. No one in Australia could make a jug like it. It was made by Ridgway, of Stoke-on-Trent. It had been made by hand, and turned on a lathe, and had a peculiar lip, so that the liquid would not drip when pouring. The firm of Ridgway made a black article, and on it was a broad enamelling 2 or 3 inches wide. No other maker in the world could make such goods. They had their secrets of trade. Then, again, there was the firm of Doulton who had made their trade by manufacturing superior articles. There was also the Sevres ware which could not be imitated. He had anticipated, when he went to Australia

going into business as a manufacturer of china ware. The Victorian potteries were making a very good C.C. (common clay) ware, but most earthenware goods came from England. The local potteries were obtaining orders for nearly all stone ware because the charges from England were so great. In examination by a member of the Commission (Mr. Fowler), witness read an extract from the POTTERY GAZETTE of December, 1905, page 1,362, with regard to German pottery manufacturers trying to oust English manufacturers from their own market. He subsequently read from the same journal of March 1, 1904, from an article by Mr. E. P. Evans, on the "Question of the Hour," in which the writer stated that he was satisfied that, although a duty on foreign china imported into Great Britain might increase the cost of it to the consumer, it would not divert the production to British manufacturers to any appreciable extent.

A number of witnesses were examined with regard to glass which bears an *ad valorem* duty of 20 per cent. for bent and bevelled, &c., and for polished plate from 5s. to 10s. per 100 superficial feet, and for sheet 2s. per 100 superficial feet.

Mr. A. E. Clarkson, manager and secretary of H. L. Vosz, Ltd., Adelaide, advocated an increase in the duty on bevelled glass which he said at present chiefly came from Belgium. Replying to questions, he expressed the opinion that there was no possibility of manufacturing plate glass in Australia for many years to come. He considered a preference should be given of 10 per cent. to English manufactured glass over Belgium.

Mr. H. B. Thompson, glass merchant of Adelaide, gave similar evidence, and said that importations had increased very much of recent years at lower prices, which he ascribed to the increase of sweated labour in England and the Continent.

Mr. L. H. Blair, glass merchant, of Melbourne, urged that the duty should be abolished on raw material up to 12 feet super, and that there should be an increase of 20 to 50 per cent. on silver plate and other glass, bevelled plate and sheet glass. and bent glass, An Australian manufacturer (Mr R Corney) had been compelled, after 15 years, to close his establishment in Victoria to go to Hong Kong, where he was setting up a factory to be worked by cheap Chinese labour, and hoped to successfully compete against British and Continental manufacturers.

Mr John Meadows, glass beveller, of Melbourne, gave similar evidence, and said that Mr. Corney was working in partnership with Chinese merchants.

At a later sitting of the Commission, a letter was read from Mr. R. Corney, from Hong Kong, stating that he was astonished at the misleading if not untruthful remarks of Messrs. Blair and Meadows. It must have been common knowledge in the trade that when he went to Hong Kong he sold in Australia what was a lucrative business. He set up in Hong Kong because there was no other factory in the same line of business there, and he never had any intention of trying to capture the Australian trade.

Mr. R. J. Connolly, glass merchant, of Sidney, said the concern he was connected with had been in existence eight years. There was another company on similar lines which had been working 20 or 22 years, but they both were greatly handicapped by foreign competition. He advocated a duty of 2s. per cubic foot, no "nesting" *i.e.*, one article being imported inside another. A preference of 50 per cent. should be given to English or American manufacturers. In the course of his evidence, he said that customs invoices for glass were invariably "faked." In his opinion, the British superiority in glass ware goods was rapidly decreasing, and some of the manufactures recently imported from Germany had been found even superior to the British articles in shape, regularity, and size. He expressed fears of increasing competition from Japan.

Mr. F. B. Hughes, glass manufacturer of Adelaide, urged that all foreign made bottles should be branded with the name of the country of origin. The *ad valorem* duty was giving a preference to the German made bottles, and when Japan, with labour at 10d. a day, had got hold of the business, the English manufacturer in his opinion, would be ruined. He quoted an extract from the POTTERY GAZETTE of March, 1904, with regard to the wages and hours of labour of glass workers in Germany as compared with those in Great Britain. Witness further gave figures from the same paper with the view of showing that the Germans were capturing the English market. Wherever he looked in the files of the POTTERY GAZETTE, he found that the English bottle factories were closing up, and the English bottle trade was diminishing. He read extracts from the POTTERY GAZETTE, March 1, 1905, page 293, stating that imports from the Continent were crushing the heart out of the British glass trade. He further gave another extract from the same page as to the employment for glass bottle makers being bad in various places in the United Kingdom, a similar state of business prevailing in the flint glass trade. He read an extract from the same number, page 303, under the heading "An Old Glass Works Closed." Afterwards he produced an issue of the paper for September 1, 1903, page 296, in which there was a letter from Mr. A. J. Nash, manager of the Tiffany Furnaces, New York. In another portion of his evidence the witness quoted the wages for glass workers given in the POTTERY GAZETTE to show that British workmen worked a fair number of hours per day, and did not work on Sundays as on the Continent.

William McNeelage, manager of the Melbourne Glass Bottle Works, Proprietary, Ltd., advocated a measurement or fixed duty in substitution for the present *ad valorem* duty.

THE CHINA AND GLASS DEALERS' ASSOCIATION.

THE Central Board of the China and Glass Dealers' Association of the United Kingdom met on March 20. The Secretary reported to the members present the proceedings at the meeting with the representatives of the railway companies. The principal business was to draw a scheme to procure preferential rates for insurance under the Employers' Liability Act. The secretaries of the various branches have approached several insurance companies to get their rates, which were put before the meeting. The committee, after careful consideration, selected a good office of undoubted stability whose rates are as low as can be obtained with safety. A point that should not be forgotten by insurers is that supposing they did get an employee permanently injured and the office they were insured in failed, then that employee could come on the employer again, and he would have to continue the payments. All members of the Association can secure special terms by insuring through the Association. Particulars can be obtained from the Secretaries, A. E. Watson (Central), Minster-street, Reading; W. Neaverson (Leeds and District), Kirkgate, Huddersfield; W. T. Church (Birmingham and District), Sheep-street, Northampton.

The date of the annual meeting was fixed for Thursday, May 30, in London; time and place will be advertised in the POTTERY GAZETTE for May, The Secretary writes:—Will all dealers, whether members or not, try and keep this date open, and be present? The committee are desirous of having a very large attendance, and the meeting being held on a day when many towns have their early closing and cheap fares to London, there should be the biggest muster of china and glass dealers that have ever met together.

RAILWAY RATES ON POTTERY CRATES AND CASES.

(BY OUR OWN REPRESENTATIVE.)

AS a result of a correspondence between the China and Glass Dealers' Association of the United Kingdom and the Board of Trade, a conference was arranged between representatives of the Association and of the railway companies to consider the difference between the rates charged for the carriage of earthenware and china when packed in cases and when packed in crates. The conference was held on March 8, at the rooms of the Railway Department of the Board of Trade in London. The Association was represented by Mr. Decimus Marsh (president), Mr. W. T. Church (vice-president), Mr. A, E. Watson (hon. sec.), and Messrs. Davies (Reading), Neaverson, (Huddersfield), Hirst (Leeds), and Christmas (Crouch End). On behalf of the railway companies there appeared Messrs. Partington (L. & N.W. Railway), Hennell (G. W. Railway), Smith (Midland), Machin (N. Staffs.), Ferguson (G. N.), and Price (Railway Clearing House). Sir Herbert Jekyll kindly occupied the chair during the greater part of the conference.

The case for the Association, as stated in their correspondence with the Board of Trade and laid before the meeting by Mr. Church as spokesman, was as follows :—

In dealing with the contention that only expensive descriptions of china and earthenware are packed in cases, this is not correct; generally speaking the mode of packing has nothing to do with the value of the goods, and as a rule it will be found that the value of goods packed in boxes and cases is less than that packed in crates and casks. It is a matter of convenience. The London wholesale firms generally pack in cases for the reason that the goods come from abroad packed in cases, and they use up the cases again for repacking. The retailer, when packing small quantities of goods, also uses cases or boxes, as they have not a sufficient supply of small casks or crates. I would point out that a plentiful supply of boxes can be obtained from grocers, &c., at a reasonable price, whereas small casks or crates cannot be obtained. As an illustration of this the following is a fair sample :—

A retailer sells a small dinner set, a tea set, and a few oddments to be sent to another part of the country, the value of the whole consignment perhaps not being more than £2. He has not a cask or crate suitable, but has a case or box that will be suitable, and so packs it. Because the goods are packed in a case or box the railway charges are at least 50 per cent. more than if packed in cask or crate. If, however, the retailer takes the trouble to cut out a portion of each plank in the case (and thus weaken the package) it can

be consigned as a crate, and then be carried as second class rate if packed with earthenware instead of fourth class rate.

It was suggested to me by the representatives of the Great Northern Railway Company that the alteration desired by us would not be acceptable by the English manufacturers. I therefore wrote to 52 manufacturers and 6 importers, the replies to which I beg to enclose for your perusal, which are all favourable to our case.

As to the latter contention of the Great Northern Railway Company in their letter, that the classification was acceptable in 1890, I would point out that that was over sixteen years ago; also that there is no doubt that a large proportion of the traders knew very little about it, and also that at that time there was no association to look after the interests of the china and earthenware dealers.

The following are a few rates showing the difference between the second and fourth class, in all instances at companies' risk, at per ton :—

From—	China and Earthenware, packed in crates or casks.	China and Earthenware, packed in boxes or cases.
London to Northampton	20/6	28/3
Stoke to Northampton	24/6	34/–
London to Bridport	34/11	48/9
Stoke to Bridport	43/9	61/3
London to Horsham	9/7	14/11
Stoke to Horsham	41/–	57/–
London to Cambridge	21/3	29/3
Stoke to Cambridge	31/6	46/2
London to Aberdeen	57/8	100/–
Stoke to Aberdeen	46/8	80/–
London to Windermere	43/9	68/6
Stoke to Windermere	29/1	40/1
London to Derby	31/6	44/–
Stoke to Derby	15/8	21/–

	Earthenware, in casks or crates.	China, in casks or crates.	
London to Leeds	30/–	39/4	56/–
Stoke to Leeds .. .	22/9	22/9	31/6
London to Wakefield ..	29/2	38/10	54/5
Stoke to Wakefield	22/9	22/9	31/6
London to Newcastle ..	30/–	36/9	74/2
Stoke to Newcastle	35/–	35/–	55/–

	China and Earthenware, in casks and crates.	
London to Reading	10/6	16/2
Longton to Reading	33/3	46/2
Stoke to Reading	33/1	—
London to Dover	—	—
Stoke to Dover	49/7	69/8
London to Birmingham	29/5	47/6
Stoke to Birmingham	15/9	23/4
Old Cumnock to Reading	53/4	90/–
Stoke to Brighton	43/9	60/10
Stoke to Cardiff	34/2	47/2

The above rates will show the great difference in charges for the same goods and different classes of packages.

I also enclose a letter from Mr. Baker, of Aberdeen, which is typical of many I have received from retailers all over the country. Another retailer writes : "As nine-tenths of the goods we pack to send away are enclosed in hampers or boxes (crates or casks being unobtainable) we are heavily handicapped. Goods sent from abroad are usually packed in cases, and come to hand safer than similar goods packed in crates."

We have also the support of the North Staffordshire Chamber of Commerce in this matter. I trust that you will give this your careful consideration, and do all in your power to bring about a meeting between the railway companies and ourselves, as you will undoubtedly see that we have a grievance.

The discussion lasted nearly an hour, and ranged over a number of points besides that which was directly under consideration. Mr. Partington, of the L. and N.W. Railway, was the chief spokesman for the companies, and his main arguments were :—

(1) That cases or boxes were only used for the more expensive kinds of ware, and the rates were based upon this circumstance, with Parliamentary sanction, the question of risk not being involved.

(2) That much foreign ware was imported, packed in cases, and that a reduction of the charges on such cases would encourage the sale of foreign goods in the British market. At present the railways gave no encouragement to foreign goods by means of through rates or otherwise.

(3) That British pottery manufacturers paid large amounts for the carriage of goods packed in cases, and made no complaint regarding the rates. This carriage might be paid for either home or export consignments as far as the companies' knowledge went.

(4) That an alteration of the classification would cause great difficulty in the case of mixed consignments by department stores and others.

The dealers' replies to these contentions were :—

(1) This may have been the case when the rates were fixed, but was certainly not so now.

(2) That through rates, encouraging the importation of foreign goods, were now in existence and generally used.

(3) That British pottery manufacturers never paid carriage on home consignments, and always charged on their invoices that paid on exports. Many manufacturers supported the dealers in their present application.

(4) That mixed consignments were becoming less and less common, and that, moreover, the present system put a premium upon dishonesty by supplying an inducement for false descriptions. The dealers also pointed out that the use of crates would be an advantage to the railways as they were more convenient to pack and handle.

Mr. Partington acknowledged that many anomalies existed, and said that, although the companies could not alter the classification as requested, they would see if this particular case could be met in some other way. They could not afford to part with their "birthright," which he appeared to regard as the right to charge the greatest amount possible in return for the least measure of convenience and consideration.

At the close of the meeting the representatives of the Association asked Mr. Machin (of the N.S. Railway) for the names of any pottery manufacturers who paid carriage to British customers, but these were not supplied.

Glass and Porcelain in Roumania.—According to the January report of the Austro-Hungarian Consul in Brazil the business done there at Christmas and the New Year has given an impetus to trade in glass and porcelain To judge by the small stocks in the warehouses, spring importations ought to be considerable, the outlook for business in glassware being particularly favourable. It is reported that as a result of syndication the Roumanian glass industry intend to raise the price of all their manufactures, an event which should further improve the outlook for an important business.

China Clay Mining in Georgia.—In a paper contributed to the Geological Survey of Georgia, the following particulars of kaolin mining in that state are given :—The kaolin is mined in open pits. The overlaying strata, or "overburden," is removed either by hand labour or by steam shovels. The overburden varies from nothing to 100 ft. or more, but the price received for the clay does not warrant the removal of a thickness greater than 30 or 40 ft., since the overburden itself is valueless. After a face has been exposed and the overburden stripped off for a few feet back of the face, the clay is mined with broad-pointed, curved picks and shovelled into cars. The clay is broken off in flat chunks, one to two feet in length. Blasting with powder is rarely resorted to, since the clay is blackened thereby and on account of the softness and elasticity of the clay only small quantities are torn off. The jointing is taken advantage of and large wooden or iron stakes are driven back from the face and large masses thus forced off. Drainage is one of the difficulties in kaolin mining, since the clay bed forms an impervious stratum for the water which seeps in through the loose overburden of sand. A small drainage ditch is usually dug on top of the clay bed a few feet back of the face to carry off the water which issues at the contact between the overlying sand and clay. Water is kept from the ditch by drainage ditches where practicable and by pumps. The kaolin is hauled from the pit in large chunks to long, open drying sheds, where it is placed in racks and the air allowed to circulate freely through it. After a few weeks of drying it is either shipped in bulk or is crushed into flour and small chunks and shipped in sacks and wooden casks. The kaolin is shipped largely to northern markets, and is used in the manufacture of paper and pottery. The soft, flour-like kaolins are most suitable in paper manufacture, where they are mixed with the wood pulp and act as a filler and make-weight. The lower grades are used in making terra-cotta and brick.

TARIFF REFORM AND THE POTTERY INDUSTRIES.

JUST before going to press with this issue we received advance copies of the Report of the Tariff Commission on the Pottery Industries. This Commission was appointed by members of the large section of the community who are in favour of an alteration of our present tariff system to collect evidence on the subject. Being unofficial, it had no power to enforce the attendance of witnesses or to take evidence on oath. But, nevertheless, it has succeeded in collecting a great deal of information, all of which is interesting, and much of which, viewed in a proper manner, is really valuable. The contents are divided into five sections ; the first (like the preface, which is always written after the rest of a book) is a résumé of the facts gathered and the conclusions drawn, and is given as an introduction. This we will quote in full as follows :—

OUTPUT.—(1) There are no official figures of the output of the British pottery* industry, but the estimate most generally accepted in the trade shows an annual value of £5,550,000, of which about £2,250,000 represents the average value of exports over a series of years, and about £3,300,000 home trade. (2) It is agreed that the world's use of pottery ware has undergone great expansion in recent years, especially in connection with the progress of the electrical industries, the improvement of sanitation, &c. The evidence shows, however, that the British pottery industry has not only not expanded accordingly, but has failed to keep pace with the home demand.

RAW MATERIALS.—(3) Foreign pottery manufacturors are largely dependent upon British clays ; and, while the export of British pottery manufactures has undergone practically no increase, despite the greatly enlarged use of pottery, the export of this British raw material to foreign pottery manufacturers has more than quadrupled in the last 30 years.

EXPORTS.—(4) The British export trade has remained practically stationary for the last 25 years, while the export trade of the chief foreign competitors has shown great increase. Thus the German export trade, which was of the value of less than £3,000,000 eight years ago, has risen steadily, and is now over £5,000,000, the increase being 71 per cent. The French export trade has, in 10 years, risen 50 per cent., from £1,000,000 to £1,500,000 sterling. The Austrian export trade has in 10 years increased from £668,000 to £1,248,000, or 87 per cent. (5) The United States continues to be the chief export market for the British industry. British exports to that country have, however, declined, especially since the imposition of the McKinley and Dingley tariffs ; the decline in the last 15 years has been 40 per cent. German exports to the United States have, on the other hand, increased 160 per cent. in the last six years, and now exceeds £1,500,000, as against British exports of little more than £500,000. British witnesses expect that under cover of their tariff advantages United States manufacturers will, in a short time, be able to meet practically the whole of their home demand. (6) British exports to Germany have fallen away from the average of the seventies, and are now considerably below the average of the last ten years. (7) The British Colonial markets rank next in importance to the United States. In the case of Canada, the increase has been 100 per cent. in the last 25 years ; it is especially marked since the establishment of Preference, and the trade now exceeds £250,000. In the case of Australia, where there is no Preference, there is a heavy decline. South Africa, where there is a Preference, now approaches other self-governing Colonies in importance as a market for British pottery. (8) The increasing hold of foreign pottery manufacturers upon British Colonial markets is indicated by the fact that in porcelain tableware (coloured, gilded, &c.) alone German sales in Canada, Australasia, South Africa, and India show an increase from £88,000 in 1898 to £143,000 in 1904, or over 60 per cent. This increase has taken place in spite of the deterrent effect of the Canadians' surtax on German goods. Austria, also, sent £22,000 worth of porcelain ware to Australasia in 1905, whereas 10 years ago she sent none. Staffordshire manufacturers say that they formerly had sole control of the Australian trade ; the Germans have now made "great inroads," and some Australian merchants admit that they now sell "more German china than English." (9) British exports to South American markets show an upward tendency, and the increase in the case of the Argentine is most marked in the last two or three years. Germany would also seem to be most successful in her South American trade.

IMPORTS.—(10) The most disturbing influence in the British industry has been the steady increase in the importation of foreign pottery in the last 25 years. The imports have nearly doubled in that period, the chief increases being in imports from Germany—the imports of Holland are also chiefly of German origin. Making allowance for the German importations through Holland, and taking the corrected figures of 1905 as a rough guide, it appears that Germany imports about five times as much pottery into the United Kingdom as she did 30 years ago. Austria has increased her exports to the United Kingdom twelvefold in 10 years, from £24,000 to £279,000 ; while French pottery sales in the United Kingdom now represent £240,000, as against £154,000 in 1895, an increase of 56 per cent. (11) The feature of this foreign competition in British home markets, of which the greatest complaint is made in the evidence of manufacturers, is the sale of imported pottery regardless of cost price. Instances are given in which German manufacturers, having their own home market secure, disposed of their surplus production at "less money than the British manufacturer pays for labour alone upon similar articles." This foreign "dumping" is frequently coupled with the piracy of British designs, and the effect upon British trade is often disastrous.

EMPLOYMENT.—(12) The labour value of pottery imports upon British employment is estimated by manufacturers in evidence as being equivalent in wages to working potters, potters' millers, firebrick makers and so on, of something like £7,000 a week. (13) The actual state of employment in the pottery industry is indicated by the assertions : (*a*) That workers have suffered to the extent of 25 per cent. in their wages because of short time for some years past, and (*b*) that despite the greatly increased use of pottery ware there are considerably fewer workpeople employed in some of the districts now than 20 years ago. Allowing for the effect of the greater use of machinery, it is generally agreed that foreign competition, and especially dumping, keep the output of some of the factories down to one-half of their capacity.

EFFECT OF FOREIGN TARIFFS.—(14) The McKinley and Dingley tariffs and the consequent closing of the United States market to many classes of British pottery are pointed to as a cause of decreased British exports and lessened British employment, and specific illustrations of losses due to their tariffs are given. (15) Foreign tariffs are also indicated as a prime cause of the establishment of British pottery firms in Germany and the United States, and the emigration of skilled British workmen to those countries. Thus one large Staffordshire earthenware firm is said to have invested £50,000 in Germany.

JAPAN.—(16) Much is said in the evidence as to the consequences of increasing Japanese competition in the near future, especially in view of the abnormally low wage basis, in some classes of labour 4d. a day, upon which Japanese makers work. Japan now sends half her pottery exports to the United States, and there have been substantial increases in Japanese exports to Canada and Australia. Japan's total pottery exports were of the value of £532,000 in 1905, an increase of 144 per cent. over the 1899 figure.

SUGGESTED REMEDIES.—(17) Those concerned in the industry both as employers and employed, are practically unanimous as to the need of a change in the British fiscal system (*a*) to safeguard the home market against unfair foreign competition, (*b*) to permit of negotiations for better terms in foreign markets, and (*c*) to secure by mutual preference a development of trade within the Empire. The detailed suggestions in the way of remedial measures are set out in the evidence and are summarised in the report.

Some of the above statements are incontrovertible, though there are others which will no doubt be contradicted. The supporters of the present system will probably contend that the whole report is worked up on the lines of a brief for a particular point of view rather than a judicial inquiry. But the case made out by the holders of the brief is a strong one, and their opponents will find difficulty in answering some of the points. Whatever be the conclusions drawn, the investigators have collected and arranged a vast array of facts and figures which will be of permanent historical value, as well as affording much assistance to those engaged in the present controversy.

Section II. of the report gives an analysis and summary of evidence and statistics under the headings :—General State of the Industries ; Competing Foreign Countries ; British Colonies and India ; State of the Several Branches ; Employment ; Comparative Advantages ; Remedial Measures. Section III. contains the evidence of the witnesses examined. These were Messrs. T. C. Moore, B. Moore, E. Massey, H. J. Colclough, J. Ridgway, J. S. Goddard, T. B. Johnston, F. R. Smith. In Section IV. the replies to forms of inquiry are set forth, the subjects being :—Imports Competing with British Products ; Sources of Supply ; Foreign Competition at Home ; Foreign Competition in Foreign and Colonial Markets ; Employment ; Differential Railway and Shipping Rates ; Remedial Measures and Effect and Incidence of Import Duties ; Colonial Preferential Tariffs ; Patent and Registration Laws.

Section V. consists of the statistical tables :—Average Annual Imports of Pottery into the United Kingdom ; Average Annual Exports of Pottery from the United Kingdom ; Average Annual Exports of Earthen and China Ware, Parian and Porcelain, from the United Kingdom ; Average Annual Exports of Clay, Unmanufactured, from the United Kingdom ; Average Annual Exports of British Red Pottery and Brown Stoneware ; Average Annual Exports of Manufactures of Clay from the United Kingdom ; Average Annual Exports of British Bricks ; Exports of Pottery from Germany to all Countries ; Exports of Pottery from Germany

* The term "pottery" as used in the report includes earthenware, china, Parian, porcelain, red pottery, brown stone ware, bricks, clay manufactures, electrical and door fittings.

to the United Kingdom; Exports of Pottery from Belgium to all Countries; Exports of Pottery from Belgium to the United Kingdom; Exports of Pottery from Austria-Hungary to all Countries; Exports of Pottery from Austria-Hungary to the United Kingdom; Exports of Pottery from France to all Countries; Exports of Pottery from France to the United Kingdom. Some comments on this important report are included in our "Notes from the Potteries" this month, and we hope to deal further with it in our next issue.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN FEBRUARY.

The Pottery Trades.—From information obtained from various sources, and published by the Board o Trade, it appears that employment in the pottery trade continued good, and was better than a year ago. Employment continued good in Staffordshire and at Bristol and Newcastle. In the South Yorkshire and River Aire district, in Devonshire and at Glasgow it was fair. With clay tobacco-pipe makers it was good at Manchester, and steady at Gateshead and Waterford, but at Glasgow it continued dull. The imports of chinaware or porcelain and earthenware in February, 1907, were valued at £63,369, as compared with £65,312 in January, 1907, and £65,977 in February, 1906. The exports of chinaware or porcelain and earthenware in February, 1907, were valued at £183,219, as compared with £212,109 in January, 1907, and £164,522 in February, 1906.

The Glass Trades.—Employment was fairly good on the whole, and was better than a month ago and a year ago. Returns received from firms employing 11,575 workpeople in the week ended February 23, and paying £13,708 in wages, show an increase of 5·1 per cent. in the number employed, and an increase of 6·5 per cent. in the amount paid in wages, as compared with a month ago. The improvement was almost entirely in the glass bottle trade. The increase in wages was also greatest in that branch, flint glass showing only a small increase and plate glass a slight decrease. Compared with a year ago there was an increase of 6·5 per cent. in the number employed, and an increase of 8·5 per cent. in the amount paid in wages. In both cases the increases were common to all districts and all branches. Employment with glass bottle makers was generally good, but it was moderate at Castleford, and quiet at Mexborough and Wakefield. At Dublin it was improving. With medical bottle makers employment was good at Rotherham and fair at Leeds. With flint glass makers employment was generally fair. At Birmingham and Barnsley, however, it was good. It was quiet at Dudley. Employment with plate glass bevellers at Birmingham was quiet. It continued good with sheet glass flatteners at St. Helens. With London glass blowers it was fairly good. With pressed glass workers on the Wear and Tyne it was moderate, and some short time was still worked.

Table of number of persons employed and the amount of wages paid them on the last pay day in Feb. :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	7,538	£9,252
Plate Glass	842	919
Flint Glass Ware (not Bottles)	1,903	2,052
Other Branches	1,292	1,485
Total	11,575	£13,708

Table of number of persons employed in each district and theamount of wages paid to them on last pay day in Feb. :—

Districts.	Number Employed.	Wages Paid.
North of England	1,544	£1,748
Yorkshire	4,455	5,456
Lancashire	2,131	2,544
Worcester and Warwick ..	2,157	2,452
Scotland	846	1,065
Other parts of United Kingdom	442	443
Total	11,575	£13,708

THE STORY OF THE WILLOW-PATTERN PLATE.

(*Continued from page* 191.)

THE old Mandarin, tipsy as he was, had some difficulty in keeping up the pursuit, and Chang and Koongshee eluded him without much effort. The Ta-jin fell into an impotent rage on hearing what had occurred, and so great was his fury that he frothed at the mouth, and well nigh was smothered in his drunken passion. Those few of his servants, indeed, who were sober enough to have successfully pursued the fugitives, were detained to attend upon the Duke, who was supposed to be in a fit, until the lovers had made good their escape. Every suggested plan was adopted during the following days, to discover where the undutiful daughter had fled; but when the servants returned, evening after evening, and brought no intelligence which afforded any hope of detecting her place of retirement, the old Mandarin gave himself up to despair and became a prey to low spirits and ill humour. The Duke, however, was more active and persevering, and employed spies in every village for miles round. He made a solemn vow of vengeance against Chang, and congratulated himself that, by his power as a magistrate of the district, when Chang could be discovered he would exercise his plenary authority and put him to death for the theft. The lady, too, he said, should die, unless she fulfilled the wishes of her parent, not for his own gratification but for the sake of public justice.



In the meantime the lovers had retired to an humble tenement at no great distance from the Mandarin's establishment, and had found safety in the concealment afforded to them by the handmaid of Koongshee, who had been discharged in consequence of affording Chang an opportunity of clandestinely meeting his love in the gardens of her former home. The husband of this handmaid, who worked for the Mandarin as gardener, and Chang's sister, were witnesses of the betrothal and the simple marriage of the fugitives, who passed their time in close concealment and never appeared abroad except after nightfall, when they wandered across the rice grounds or from the terraced gardens on the mountain sides breathed the rich perfume of the *olea fragrans* or the more delicate scent of the flowers of the orange or citron groves. From the gardener they learned the steps taken by their pursuers and were prepared to elude them for a considerable time. But at last the Mandarin, having issued a proclamation that if his daughter would forsake Chang and return to her own home he would forgive her, the young man expressed himself exceedingly joyful at the sign of his master's relenting, that suspicion was attached to him and the poor house in which he dwelt was ordered to be watched. The reader will find this house significantly represented (see plate) at the foot of the bridge. It is of only one story in height and of the most simple style of architecture. The ground about it is uncultivated, the tree growing thereby is of an unproductive species, being a common fir, and the whole place has a sad air of poverty and dulness which becomes more striking when the richly ornate and sheltered mansion on the other side of the

bridge is compared to it. It having been agreed that in case any suspicion fell upon the house the young gardener should not return home at the usual hour, Chang and his wife suspected that all was not right when he did not enter at the customary time in the evening. The gardener's wife, also, saw strange people loitering about, and in great sorrow communicated her fears to the newly-married pair. Later in the evening a soldier entered the house, and after having read the proclamation of the Mandarin he pointed out the great advantages which would arise to all parties who assisted in restoring Koongshee and bring Chang up to justice. He told her, however, that the house was guarded at the front, and reminded her that there could be no escape as the river surrounded it on every other direction. The attachment of the gardener's wife for her old mistress was, however, sufficient to enable her to retain her presence of mind; and after appearing exceedingly anxious as to what reward she would obtain if she was successful in discovering Chang, she led him to suppose that he was not there but in a friend's house to which she would conduct him if he would first obtain a promise of reward for her in the handwriting of the Mandarin and the Duke. The soldier promised to obtain the handwriting, but told her to her great disappointment that he must leave the guard about the house. She dare not object to this or she felt she would be convicted, but she talked as loudly as possible of the impropriety of rough soldiers being left without their commanding officer, and thus gave the trembling lovers the opportunity of over-hearing what was passing, and of learning the dreadful extremity in which they were placed.

As soon as the officer had gone a brief conference was held between the lovers and their protector. A few minutes—an hour at most—was all they could call their own. A score of plans were suggested, examined, and cast aside. There was the suspicious guard who were ordered to let no person, under any circumstances, pass in front; and behind was the broad, rapid river. Escape was impossible, and, for Chang at least, detection and arrest was death. To attempt a fight through the guard was madness for a man unarmed. And what would become of Koongshee? What was to be done? It was almost impossible to swim the roaring river when it was quiet, but now it was swollen with the early rains; but the river was the only chance. "But you will be seen and be butchered in the water before you can climb the other bank," suggested the gardener's wife. "It is my only chance," said Chang, thoughtfully, as he slipped off the pouqua, or loose garment commonly worn by the higher classes, or by those who seek literary honours. Koongshee clung to him, but his resolution was firm, and bidding her be of good cheer, that he would get across and come again to her, he jumped from the window into the stream below with Koongshee's promise of eternal constancy ringing in his ears. The struggle was frightful, and, long before Chang had reached the middle of the torrent, Koongshee's eyelids quivered and closed, she fainted and saw no more. Her faithful attendant laid her upon a rude couch and seeing the colour returning to her lips gazed out of the window on the river. Nothing of Chang was seen; the rapid torrent had carried him away.

Time passed on, every moment seemed an age, and darkness began to come down upon the earth. The poor gardener's wife hung over her pallid mistress and dreaded her questions when consciousness would be restored. The officer had been absent sufficiently long to visit the Duke and Mandarin; hark! he was over knocking at the door. The soldier knocked again before the gardener's wife could bring herself to leave Koongshee, but no other course was left to her; and scarcely knowing why, she securely closed the door of the apartment behind her and drew the screen across to conceal it.

The soldier rudely questioned her as to her delay in opening the door, and showed her the document which he had obtained, in which large sums of money and the Emperor's favour was promised to any person who should give up Chang and restore Koongshee to her father. She made pretence that she could not read the writing, and having given the soldier some spirit made from rice, she managed to pass away a considerable time in irrelevant matters.

When the officer became impatient she told him that she thought it would be useless to attempt to catch Chang till it was quite dark, when he would be walking in a neighbouring rice-ground. Two hours were thus whiled away when the officer was called out by one of the men under him who told him that a messenger had arrived from the Ta-jin inquiring why the villain Chang had not been brought before him, and requiring an answer from the commanding officer himself. This gave the gardener's wife time to see what had become of Koongshee. She had fancied that she heard some noise in the apartment, and with intense curiosity she pushed the screen aside, opened the door, and peeped into the room. Koongshee was not there! There were marks of wet feet and dripping garments upon the floor and upon the narrow ledge of the window to which she had rushed. A boat had just that instant been pushed off from the shore into the river, and in it, there was no doubt, were her mistress and her husband, the brave Chang. The darkness concealed them from the eyes of strangers or enemies as the rushing river carried them rapidly away. The gardener's wife gently closed the window, and hastily removed all traces of what had happened. She then cheerfully returned to the other part of the house and waited for the officer. He came, stimulated by a reproof for his delay, and commanded his soldiers to search the house, which they did most willingly, as upon such occasions they were accustomed to possess themselves of everything which they considered valuable. Their search was in vain, however, for they neither found traces of the fugitives nor anything worth stealing. The jewels were with Chang upon the river, and the gardener was but a poor man. Then they visited the rice ground, but were equally unsuccessful there. They suspected that the woman had played them a trick, but she looked quite unconscious, and in a very innocent manner persuaded the officer that she was imposed upon, and that she was sorry she had given him so much trouble.

The boat, with its precious cargo, floated down the river all that night, requiring no exertion from Chang, who sat silently watching at the prow while his young wife slept in the cabin. When the grey of early morning peeped over the distant mountains, Chang still sat there, and the boat was still rapidly buoyed onward by the current. Soon after daylight they entered the main river, the Yang-si-te-kiang, and their passage then became more boisterous, requiring considerable management from the boatman. Before the sun was well up they had joined numbers of boats, and had ceased to be singular, for they were in company with persons who lived wholly upon the waters, but who had been engaged in taking westwards the usual tribute of salt and rice to His Imperial Majesty's treasury. To one of the boatmen he sold a jewel, and from another he purchased some food with the coin. Thus they floated for several days towards the sea, but having at length approached a place where the Mandarins were accustomed to examine all boats outward bound, Chang moored his floating home beside an island in the broad river.

It was but a small piece of ground covered with reeds, but here the young pair resolved to settle down and spend

the rest of their days in peace. The jewels were sold in the neighbouring towns in such a manner as not to excite suspicion, and with the fund thus procured the persevering Chang was enabled to obtain all that was necessary, and to purchase a free right to the little island. It is related of Koongshee that with her own hands she assisted in the building of the house ; while her husband, applying himself to agricultural pursuits brought the island into a high state of cultivation.

On referring again to the plate, the reader will find the history of the island significantly recorded by the simple artist. The ground is broken into lumps (indicating recent cultivation), and the trees around it are smaller in size (indicating their youth). The diligence of Chang is sufficiently evidenced by the manner in which every scrap of ground which could be added to the island is reclaimed from the water. To illustrate this, narrow reefs of land are seen jutting out into the stream.

The remainder of the history is soon told : Chang having attained a competence by his cultivation of the land, returned to his literary pursuits and wrote a Book on Agriculture which gained him great reputation in the province where he then resided, and was the means of securing the patronage of the wealthy literary men of the neighbourhood for his children, one of whom became a great sage after the death of his father and mother, which occurred in the manner now to be related. The reputation of Chang's book, if it gained him friends, revealed his whereabouts to his great enemy the Ta-jin, or Duke, whose passion for revenge was unabated. Nor did the Duke long delay the accomplishment of his object. Having waited upon the military Mandarin of the river station, and having sworn, by cutting a live cock's head off, that Chang was the person who stole the jewels, he obtained an escort of soldiers to arrest Chang and with these the Ta-jin attacked the island, having given secret instructions to seize Koongshee, and kill Chang without mercy. The peaceful inhabitants of the island were quite unprepared, but Chang, having refused the party admittance was run through the body and mortally wounded. His servants, who were much attached to him, fought bravely to defend their master, but when they saw him fall they threw down their weapons and fled. Koongshee, in despair, rushed to her apartments, which she set on fire and perished in the flames. The gods (so runs the tale) cursed the Duke for his cruelty with a foul disease with which he went down to the grave, unfriended and unpitied. No children scattered scented paper over the grave ; but in pity to Koongshee and her lover they were transformed into two immortal doves, emblems of the constancy which had rendered them beautiful in life, and in death undivided.

THE END.

Trade within the British Empire.—According to a statistica' abstract just issued, the value of the exports of china, porcelain, and earthenware from the United Kingdom to British Colonies, Possessions, and Protectorates, increased from £698,573 in 1891 to £848,187 in 1905. The highest figures within this period were £920,121 in 1903, and the lowest, £559,891 in 1895.

Candour in Advertising.—A writer in an American paper advocates the use of candour in writing advertisements. He suggests the following for a retailer who wishes to advertise china :—Here's a bargain in some table china. I put a few sets in last March, thinking they might go, but they didn't. I have wondered why they didn't, and to find out why, have asked several ladies. They all said they didn't like the pattern. I can see they are not going to be a success, so I reduce the price to exactly what they cost me. If you like the pattern, they're a great bargain.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

SINCE my last notes were written, the outlook in the Staffordshire Potting trade has undergone a decided change for the worse. It is not that trade is bad ; on the contrary, it is exceedingly good, and promises to be even better. The altered aspect is due to labour trouble in several departments of the trade, which are faced by the possibility of a serious strike. After a long period of slackness, trade is now steadily on the up-grade, and increases in buoyancy day by day ; the number of unemployed pottery operatives is smaller than it has been for years. Everything pointed to a really good season's business ; but the differences which have arisen seem likely to upset everything, and to bring privation to some hundreds of families where prosperity and plenty would otherwise have existed. This is written some days before March 25, when it will become definitely known whether a strike will occur or not ; but the relations are so strained in the sanitary trade that it will be a pleasant surprise if a settlement is effected in that department without recourse to extreme measures. A few words of explanation as to how the present position has arisen may be useful. In the first place, it should be made clear that this is not a general dispute, such as that of 1900, which caused much misery to thousands of operatives during a six weeks' stoppage. Even if the worst comes to the worst, I do not suppose that more than about twelve hundred employees will be directly affected, and of these upwards of six hundred are engaged in the sanitary trade. As most of the readers of the POTTERY GAZETTE will be aware, Lady Day is "Potters' settling day." If any masters or men desire to have alterations made in the price paid for any of the potting trade processes, they must give six weeks' notice prior to March 25. If the notices are only one day late they are invalid, and the existing prices must be adhered to for another year. Formerly, the annual settling day was Martinmas, but it has been Lady Day since 1891. As might be expected, no year goes past without a few "notices" being given, and, as a rule, the negotiations which follow between the masters and men lead to a satisfactory compromise being arrived at. But this year several factors help to complicate the position. For one thing, trade is distinctly good ; consequently, no doubt, the employees consider it a favourable time to demand better wages. Again, the manufacturers have put up the price of china and earthenware owing to the increased cost of coal and potters' materials. It may be that in some quarters the idea is entertained by workpeople that if the masters obtain a higher price for their commodities they, too, are entitled to demand higher remuneration for their labour. The real cause of the difficulties which have arisen, however, seems to be that the operatives' union has gained greatly in strength during the last three years, and the workpeople consequently consider this a favourable time to seek to obtain more uniform prices throughout the district. It is said that last year alone the Potters' Union increased its membership by over one thousand persons, and its funds by over £1,000. What the funds may be at the present moment I have no idea; but, though they suffered heavily in the last strike, I should not be at all surprised to learn that the union had seven or eight thousand pounds available for strike pay. The last day for handing in notices this year was February 11, and when the masters and men subsequently came to take stock of the position it was found that the number of workpeople affected was much larger than it had been for many years, such a number, in fact, being rarely approached, except at a time of general strike or lock out. About four hundred workpeople in the jet and Rockingham trade gave notice, their object being to level up prices and establish a uniform price for similar articles made at the various firms in the trade. Ten firms are affected by these particular notices, and, as conferences of masters and men have been arranged, a settlement in this department may be duly arrived at. In the general earthenware trade a number of notices were given for increases by the men, and for reductions by the masters. In three of these cases, those of Booths, Ltd., Tunstall ; Wade & Co., High-street, Burslem, and J. Maddock & Sons, Ltd., Burslem, a settlement has already been arrived at. The other firms in the general trade where negotiations are still proceeding are Bishop & Stonier, Hanley ; F. Winkle & Co., Stoke ; W. H. Grindley & Co., Tunstall ; Wedgwood & Co., Ltd., Tunstall ; and Hollinshead & Co. It is hoped that no special difficulty in any of these cases will lead to a stoppage.

The most serious aspect of the situation is found in another direction. The sanitary pressers at Cauldon-place (Brown-West-

head, Moore & Co., Ltd.), who came out on strike some days ago, are, I hear, about to be joined by the whole of the company's flat and hollowware pressers as well. By March 25, therefore, there will probably be several hundred workpeople on strike at this factory alone. The sanitary pressers employed by Johnson Bros. (Hanley), Ltd. ; G. Howson & Sons, Hanley ; Johns & Co., Armitage ; The Henry Richards Tile Co., Tunstall ; and Doulton's, Ltd., of Burslem, have also definitely decided that, if the employers do not agree to a conference, they will cease work on March 25. So far as this dispute is concerned, there seems, unfortunately, little prospect of avoiding a strike. The sanitary manufacturers, preparing for eventualities, have formed an employers' federation, on the lines of the engineering employers' federation, and the men at several public meetings that have been held have definitely thrown down the gage of battle. The men are principally concerned with the price of a new closet which was in dispute at Johns & Co.'s factory at Armitage some fifteen months ago, and which was referred to the arbitration of Alderman Geen, of Stoke. Mr. Geen's award was received by the men with considerable disfavour, the contention being that it was a lower price than the masters themselves had offered, and the men had refused. Since then the other firm named had commenced making a similar article, and fixed the price on the basis of the arbitration award. The men appear to regard this as the commencement of an attempt by the masters to secure a reduction in making prices all round, and they have taken this, the earliest available opportunity, of voicing their protest by demanding an increase. The masters, however, contend that the prices they pay for the making of sanitary ware are such as to be unremunerative to themselves, and (but for the temporarily improved condition of trade rendering the present a very inopportune time to interfere) they say they would have been amply justified, on their own part, in giving the pressers notice of a reduction. As to the particular closet concerned, Johns & Co. argue that the umpire's award was a most liberal one to the men, and that "if they were suicidal enough to pay the price demanded on this article, the average wages based on the results of the past eighteen months would be 68s. per man per week of forty-eight hours." One of the leading manufacturers concerned in the dispute told me a few days ago that some of the masters were determined to fight the men at any cost, and that they would rather keep their works standing for twelve months than pay the increases demanded. He further asserted that the prices now obtainable on the market for sanitary ware were the lowest on record. It will thus be seen that an encounter between the opposing interests, so far as the sanitary trade is concerned, is almost unavoidable. It would be a sorry thing if the masters and men in the sanitary, or any other department of the potting trade, were to engage in a conflict, however heroic, and then, at the end, find that while they had been fighting their foreign competitors had run away with a large slice of their trade and work. Perhaps, during the Easter holidays, moderating influences may be exercised, and we must hope the results may be such as all true friends of the potting trade would desire.

In a brief word as to the general condition of trade, I may say that, apart from the labour troubles already alluded to, the outlook would be excellent. The export trade is so good that already, during the first two months of the year, our exports of ware have been £44,000 in excess of what they were in the corresponding period of 1906, and £76,000 in excess of the figures of 1905. The United States trade is brisk, and I hear from the "other side" that the American potters are themselves being practically "pulled out of the place" to fill orders, so that there is a prospect of some overflow orders coming here. The South American trade keeps up buoyantly, and orders are coming in well from the Australasian Colonies, which seem to have a booming year before them. Continental buyers are taking their semi-porcelain goods in better quantities, and the home trade is rather brighter. Up to the end of February our exports of ware amounted to £395,328, compared with £351,476 in 1906, and £319,587 in 1905.

The Wedgwood family, who have ever been generous helpers of the blind and deaf in the Potteries, have just placed the district under another debt by a singularly well-timed action. The committee of the North Staffordshire Workshops for the Blind have been desirous for some time of buying and endowing their premises in Hanley, and this fact having been mentioned at a public meeting by Mr. E. V. Greatbatch, the chairman of the committee, a lady who heard him, and who, it is an open secret, is a member of the Wedgwood family, sent him a few days afterwards a gift of £1,000 towards the £1,500 required to buy the workshops. The balance was speedily raised, and when, a few weeks ago, a public meeting was held to celebrate the completion of the purchase, Mr. E. V. Greatbatch had the pleasure of informing the audience that Mrs. Godfrey Wedgwood, widow of the late head of the Etruria firm, had placed in his hands another sum of £1,000, the proceeds of which are to go as an endowment for the workshops. The Blind Workshops, it may be news to some, are heartily supported by the Potters' Insurance Co., in recognition of what they are doing for operatives whose blindness is due to lead poisoning. Two such cases are in the institution at the present time, receiving instruction in a useful trade, which is sufficiently remunerative to afford them the means of earning a livelihood, besides receiving medical treatment.

I have been asked by several prominent pottery manufacturers to draw special attention to the deputation which the President of the Board of Trade received on March 7 from the Associated Chambers of Commerce on the subject of the infringement in England of the Merchandise Marks Act, and the marking in foreign countries of goods purporting to be made in England, but which are not of English manufacture. The request that reference should be made in the POTTERY GAZETTE to this matter was put forward on the ground that, as the GAZETTE comes into the hands of foreign potters all over the world, it may act as a deterrent if some of those responsible for abuses of the kind brought to the notice of Mr. Lloyd-George are made cognisant of the fact that the British Government intends to move and to bring some of the offenders to book. The defects of the existing Merchandise Marks Act have long been recognised as calling for reform. In the heart of the Staffordshire Potteries foreign china can be purchased, which bears no sign or mark to show that it is of non-British origin, and unsophisticated visitors no doubt sometimes carry examples of such ware away with them under the fond impression that they have got the real Longton product. But much more grave abuses than this exist, as was shown by Mr. T. C. Moore, chairman of the Parliamentary and Tariffs Committee of the North Staffordshire Chamber of Commerce in the speech he made at the deputation. Mr. Moore, some years ago, visited almost all the leading potting centres in Europe, and, as the result of knowledge picked up during his tour, he was able to give the President of the Board of Trade some startling information respecting the frauds perpetrated by foreign potters. He was able to say that he had actually seen British ceramic products of the latest shape and pattern being unblushingly copied in foreign modelling and mould-making shops. On his pointing out the injustice of such "plagiarism" he was frankly told by the offenders that to copy an article of British manufacture by a leading maker was to gain for the imitation an assured market. Foreign potters had admitted to him that on bringing out a new thing of their own design they had to create a market for it, whereas when they copied a thing of British manufacture they found a market ready to their hand. Mr. Moore also told the President of the Board of Trade of an astounding piece of impudence on the part of a foreign manufacturer which came under his notice recently. One of the largest manufacturers in Hanley, whose products have a reputation second to none for sound workmanship, had a claim made upon him from abroad in respect of a piece of ware he was supposed to have supplied, and which had turned out to be of inferior quality. On going through the books he was unable to find that he had ever supplied goods to the foreign source from which this particular piece of ware had been obtained by the complainant, and, doubting the genuineness of the claim, he insisted upon the piece of ware being forwarded to him at his own expense. This having been done, he discovered that although the ware bore his name and trade mark, it was not of his manufacture at all, but was inferior ware of foreign make upon which his name had been impudently placed. In this case not only was a manufacturer subjected to the annoyance of having his goods copied, but he had also a claim made upon him because the imitation bore his trade mark. Mr. Moore very properly argued that in such a case the British potter ought not to be put to the expense of having to prosecute in a foreign country the person who was injuring his reputation, and taking advantage of his good name. Nobody wishes the British Government to be considered a persecuting Government, but this sort of thing needs to be repressed with an iron hand, and probably diplomatic complaint by the British Foreign Office to the Government of the other country would result in the latter prosecuting the offender. At any rate, Mr. Lloyd-George promised that if a formal complaint were laid before him he would move the Foreign Office, with a view to the matter being taken up. He also accepted the principle of the Board of Trade prosecuting where they had a good case placed before them, stating that "if Chambers of Commerce were to act, not so much as the police of the Board of Trade, but as a body who collected evidence and transmitted it in a clear, intelligible, and lucid form to the Board of Trade, they might depend upon it that the Board would prosecute." If this declaration of the British Minister of Commerce should reach the eye of any delinquents and deter them from future offences, the object of those who have asked me to mention the subject in this column will have been achieved.

I understand that the North Staffordshire Chamber of Commerce will have before it, at its next meeting, the Bill to amend the Merchandise Marks Act, which has been introduced in the House of Commons by Sir Howard Vincent, and is backed by Mr. Chamberlain, Mr. Middlemore, Sir Benjamin Stone, and others. The Act, as it as present exists, provides that imported goods bearing English trade marks or English words tending to show that they were made in England, should also bear a definite indication of the country of

origin, such as "Made in Germany." This, the Select Committee of 1897 reported, gave a gratuitous advertisement to trade competitors, and had done much harm. The amending Bill seeks to replace it by the more general indication of "foreign" or "imported," if the article be made in a foreign country, or the word "Colonial" if made in a British Colony or possession oversea. The Parliamentary and Tariffs Committee of the Chamber having agreed to the provisions of the new Bill, it is expected that the Chamber, at the full meeting, will support it.

A state of hostility still exists between the potting manufacturers of this district and the North Staffordshire Railway Company, on the subject of railway rates. A novel turn has now been given to the situation by an incident which has just transpired. The railway company have been pushing a Bill, which is of considerable importance to them, through Parliament, during the past few weeks, but the measure has now been "blocked" by Mr. H. D. McLaren, M.P. for West Staffordshire. Mr. McLaren was present at an interview between representatives of the Chamber of Commerce and the railway company on the railway rates question, when he stated that he was dissatisfied with the attitude of the railway company towards the manufacturers, and threatened to block the Bill in consequence. This he has now done, and it is undeniable that his action has considerably nettled the company, while at the same time it serves as further evidence of how keenly the manufacturers and traders of the district feel the unfair treatment they receive from the company in the matter of carriage, as compared with the treatment given to manufacturers in other centres by other companies. How the new phase of the controversy develops it will be interesting to watch. The Bill to amend the law relating to railway and canal companies' rates and conditions of conveyance, which has been introduced into the House of Commons by Mr. Lambton, and which includes amongst its backers Sir Wm. Holland, Mr. J. W. Wilson, and Sir Francis Channing, is a short Bill, but its effect is far-reaching, and it should have the heartiest support of all connected with the potting industry. Its main clause provides that "where a railway company, canal company, or railway and canal company, has entered into a contract with respect to the receiving, forwarding, and delivering of traffic other than passengers and their luggage, the company shall be liable for any loss of, or for any injury done to, or for any delay of, such traffic, occasioned by the gross negligence of the company or its servants, any term or condition in the contract, expressed or implied, to the contrary notwithstanding." It is too much to hope that such a Bill will become law, but if the Chambers of Commerce bring sufficient pressure to bear upon the powers that be, they may induce the Government to bring forward a measure, and this is the only way in which traders can hope to secure any substantial redress of the grievances they suffer at the hands of the railway companies to-day.

The report of the Tariff Commission with respect to the pottery trades was issued on March 25—too late for reference in these notes. Mr. John Ridgway (Bedford Works), Mr. J. S. Goddard (G. L. Ashworth & Bros.), Mr. F. Rawdon Smith (Jackfield), Mr. T. C. Moore, and Mr. Johnson (Pountney & Co., Bristol) were amongst the witnesses who were examined by the Commission on behalf of the general earthenware trade, and several other gentlemen also spoke on behalf of the china trade. In both cases the evidence given was prepared with extreme care beforehand, and the result cannot fail to be valuable. Not a few people in this district have noted with considerable satisfaction a remark made by Mr. John Ward, the stalwart Labour member for Stoke, during the bye-election in the Hexham division. Mr. Ward is reported to have said: "I had no idea that the Fiscal question was such a burning subject of public controversy. I thought that the General Election had killed Tariff Reform, but this election has taught me it is really a live question." This utterance will not be allowed to pass unnoticed by the local Tariff Reformers. Much interest is being taken here in the approaching conference of Colonial Premiers.

Another death due to lead poisoning has been registered during the past month, the deceased being Samuel Hawkins, a glost placer, 46 years of age, who for 20 years had been employed by Maddock & Sons, Ltd., of Dalehall. The mortality experienced this year from plumbism has been decidedly unfortunate, but, in each case, the lead poisoning has been of old standing, and has not been contracted under the new special rules. Dr. Russell explained at the inquest on the body of Hawkins, at Burslem, that when lead poisoning caused destruction of structure in an organ like the kidneys, there was practically no chance of eradicating it from the system. This explains why these deaths occur, and why they will continue to occur until the older generation of lead-workers is altogether supplanted by those who have only worked under the new rules. Not until then can it be expected that deaths from plumbism will entirely cease. I note that inquiry was made in the House of Commons on March 22, as to the cause of the recent increase in fatal cases from lead poisoning. Mr. Gladstone's reply showed that there had been a considerable decrease in the number of notifications of lead poisoning this year, as compared with last, but four fatal cases had occurred during the first two months of this year as against none in the corresponding period of last year. Mr. Gladstone stated that "with small numbers irregularities were sure to arise in the number of accidents of all kinds. He did not think any explanation could be given of the number of deaths for this year, which, he was informed, appeared to be due to chronic kidney disease originated by lead poisoning of old standing." The last two words afford the explanation which Mr. Jowett sought. No definite decision appears as yet to have been come to by Mr. Gladstone as to whether potters' asthma shall or shall not be added to the schedule of the new Workmen's Compensation Act. Representatives of both the masters and the operatives have given evidence on the subject at the Home Office within the past week or two.

One of the most important sales of factory property which has taken place in the Potteries for some years, was held recently at the North Stafford Hotel, Stoke, when Mr. T. H. Griffiths, of Longton, on behalf of the trustees for the debenture holders of the Potters' Mills, Ltd., offered for sale eight potters' mills and the goodwill of the businesses attached to them. The mills were: the "Portland" or Aynsley's mill, Stoke; the "Gordon" or Kirkby's mill, Stoke; Mellor's mill, Stoke; Stoke mill, Stoke; Beech's mill, Longton; "the Anchor," or Lockett's Mill, Longton; "St. Mary's" or Moore's mill, Longton; and the Foley mill, Fenton. The bidding started at £20,000, and in three bids had reached £35,000. Afterwards the figures rose gradually to £45,000, and at that sum the properties were knocked down to Mr. Walton Stanley, auctioneer and valuer, of Hanley, on behalf of a purchaser whose name was not divulged.

An outbreak of fire occurred at Doulton & Co.'s, Ltd., Burslem, on March 6, in a three-story building in which the dishmakers' shops and the drying stoves are situated, and the difficulties of the firemen were increased by the fact that the building is contiguous to other departments of the factory, with which it is connected by passages and corridors. After five hours' hard work the brigade got the flames under, but the roof and part of the flooring gave way, and the damage to unfinished ware was very great, while the destruction of machinery and fittings augmented the loss considerably.—Mr. T. G. Booth, of Booths, Ltd., Tunstall, has given £20 to the Tunstall Nursing Society.

Postscript (March 25).—The dispute in the sanitary branch has culminated in a strike. It appears that the workpeople, in addition to giving the customary six weeks' notice for an alteration of wages on February 11, gave a supplementary notice a fortnight later of their intention to terminate work in a month's time unless the alteration were agreed to, the two notices running concurrently and expiring together on March 25. The employers contend that such notices are invalid, and, in reply to the request of the workpeople for a conference, Mr. A. P. Llewellyn, the secretary of the Manufacturers' Association, wrote under date March 19 to the secretary of the Potters' Union:—"I have yours of the 16th inst., and would explain that the manufacturers claim that the usual custom of giving six weeks' notice prior to March 25 is for the purpose of enabling both parties, if possible, to arrive at a settlement, and, failing such a result, it is then open to either party to put an end to its engagement in the usual way (*i.e.*, by a month's notice to commence at the expiration of the six weeks' notice, and not to run concurrently with it). The manufacturers feel that by giving twenty-eight days' notice to cease work, to run concurrently with the six weeks' notice, the operatives are taking up a threatening attitude, which is not conducive to an amicable settlement, and are creating a precedent which the manufacturers are not prepared to acquiesce in." On March 22 the operatives were informed that the manufacturers would consent to a conference if the men would withdraw their notices to stop work. The men refused to do this, and on March 25 the six hundred men concerned ceased work. The flat pressers, hollow-ware pressers, and jiggerers at Cauldon Place also, at a meeting on the same date, decided to strike, and ceased work forthwith. The sanitary pressers at Cauldon Place struck work a fortnight ago in consequence of a minor dispute which does not affect the larger issue. With regard to the jet and Rockingham trade, a conference was arranged for March 26, when it was fully anticipated that a settlement will be come to. The firms concerned are Messrs. Gibson & Sons, S. Johnson, R. Sudlow & Sons, Wood & Co., J. Sadler & Sons, Price Bros., Arthur Wood, and Lingard & Webster. The female tile workers at the Henry Richard Tile Co.'s works, Tunstall, are on strike as well a the sanitarys pressers. All the disputes in the general trade have been settled with the exception of that at Cauldon Place, and small disputes at Bishop & Stonier's, Hanley, and Hollinshead & Kirkham's, Tunstall. No difficulty is anticipated in effecting a satisfactory arrangement in the two latter cases. The total number of workpeople on strike on March 25 was about 700.

On March 26 the announcement was made that the disputes at Messrs. Woods', Burslem, Wedgwood & Co., Ltd., Tunstall, Grindley & Co., Tunstall, and Winkle & Co.'s, Stoke-on-Trent, were settled. These affected 208 transferers. An agreement was also reached at Hollinshead & Kirkham's, Tunstall, so that the only important dispute left in the general trade is that at Cauldon Place. A crowded mass meeting of the sanitary ware workers on strike was held on March 26, when they elected a strike committee, the position remaining unchanged.

March 26 (Evening).—Apart from the sanitary trade disputes and the differences oxisting with the flat and hollow-ware pressers at Cauldon Place, the air is now practically clear. The flat pressers at Bishop & Stonier's have settled to-night, and I think I am justified in reporting that the differences in the jet and Rockingham trade are at an end. The masters met the men in conference this afternoon at the North Stafford Hotel, Stoke. Mr. S. Gibson, the Mayor of Burslem, presided, and two other manufacturers were present: the men in the jet and Rockingham trade sent three delegates, and Messrs. Lovatt and Booth represented the Potters' Union, while a representative from the office of Mr. Llewellyn, the Secretary to the Manufacturers, completed the conference. During a sitting of three hours and a half numerous steps were taken which will tend to secure uniformity of prices throughout this branch of the trade. It was a levelling process; certain prices went up, but certain others came down. Throughout much good feeling was manifested, and the attitude of both sides was conciliatory. Only one important point of difference now remains. It affects the female workers, and it may be regarded as certain that an agreement will be arrived at as soon as necessary inquiries have taken place. Minor side issues arising at individual firms will be settled by a conciliation committee, to be appointed later. The sanitary dispute shows no fresh development. Of the six hundred men concerned about 80 per cent. are unionists; efforts will be made to raise funds to help the families of the others.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE course of business in these trades in Scotland during March has again been very slow. So far as the retail trade is concerned, the weather largely accounts for this torpidity, for up to now it has continued unruly. Retail merchants live in hope, however, conscious that a lot of deferred shopping must have been accumulating, and that progress will be made as soon as there is anything like a stretch of settled weather. A full steady week of such would its leave its welcome mark on the retail overturn. The advance in the prices of some of the lines of the trade, of course, acts as a deterrent partly, but the protractedly severe winter is the main hindrance. In the general commercial view the country is healthy, and industrially there are no strikes, at least, none of the slightest consequence. Building is the only section that lags behind, but a new period of activity cannot now be far off.

The wholesale merchants report a continued stiffness in the booking of new orders all over the country, but still a fair amount of business done, though not at all up to the average of a good year. The higher quotation for certain classes of goods, do not, of course, help the current of orders, but, other things being equal, the consumers must soon become reconciled to this, especially as, owing to the condition of the coal market, there is little chance of any early drop in the selling values of glass and pottery goods. The Scottish makers of jam jars have experienced throughout the month a good demand from preserve firms for the arranging of contract prices and supplies over the coming new season. There is no definite statement, but it is understood that some of the makers are successfully standing out for slightly higher figures. Last season's figures were fairly satisfactory, but coal prices have risen since then. The Rockingham position continues unchanged and unamended, although the desire for a better footing is general, and not unlikely to lead to something practical by and by.

The business of Peter Fraser & Co., marble and glass mosaic manufacturers, 145, Bath-street, Glasgow, and 62, Darnley-street, Pollokshields, Glasgow, of which Mr. Peter Fraser and Mr. Alexander Virtue were the proprietors, has by them been sold to Mr. Donald Sinclair, solicitor, Glasgow, as trustee for a syndicate now in formation for the continuance of the same.

The Gazette.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

BAILEY BROS. (Arthur Elliott Bailey and Sidney Bailey), Baileys' Stores, 109 and 111, Gloucester-road, Bishopston, Bristol, china and glass merchants, &c. March 2. Debts by S. Bailey. (March 8.)

HARLAND & NICHOLSON (James Harland and Charles Walter Scott Nicholson), 86, Nicholas-street, New North-road, and Leyton Glass Works, Shelley-road, High-road, Leyton, glass bottle manufacturers. Dec. 31. Debts by J. Harland, who continues. (Feb. 22.)

HUGHES E. & Co. (Edward Hughes, Enoch Massey, Fredorick Stuart Hughes, and James Henry Waterland), Fenton, Stoke-on-Trent, china manufacturers, &c. Dec. 5, 1905. Debts by E. Hughes, E. Massey, and F. S. Hughes, who continue. (March 15.)

POTTERIES PRESS CLOTH CO. (Frank Albert Keeling and Francis Walter Williams), Fenton, Stoke-upon-Trent, press cloth manufacturers. March 26, 1906. F. W. Williams continues at Wharf-street, Stoke-upon-Trent, as F. W. Williams & Co., late Potteries Press Cloth Co. (March 1.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

LONDON OPAL TILE AND DECORATIONS CO., LTD. Meeting held 33, Nicholas-lane, E.C., March 10, for an account of the winding-up.

MEASHAM TERRA COTTA CO., LTD. Meeting, Chas. Perks & Sons', Lichfield-street, Burton-on-Trent, April 15, for an account of the winding-up.

NORTHERN GLASS AND CHINA CO., LTD. Meeting, P. Mason's, 64, Gresham-street, E.C., C.A., April 4, for an account of the winding-up.

STUBBS BROS. & JOHN CHEW (LONGTON) LTD. Petition presented Feb. 26, by Birmingham District and Counties Banking Co., Ltd., Birmingham. Hearing, Town Hall, Stoke-upon-Trent, March 20. Hawley & Jackson, Longton, sols.

Notices of Dividends.

BOULTON GEORGE M., 69, Craven-park-road, Harlesden, china dealer. First and final, of 1s. 2d., at Bky. Ct.

CUNNINGHAM CHARLES, 3, Temperance-row, Wheeler-street, Hull, crockery dealer. First and final, of 6½d., at O.R.'s, Hull.

Trust Deed Granted.

CROCKET WM. JAS., Jun., 128A, Great Hamilton-street, and 42, Stevenson-street, Glasgow, hardware and china merchant. Claims to J. C. Walker, 179, West George-street, Glasgow.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. P. G.)

COE THOMAS WM. BURRELL, 8, Bristol-road, and CHARLES BRIGGS, 1, Dawlish-road, trading at Commercial-court, Briggate, Leeds, as Coe & Briggs, glass and china merchants. Dated, March 1. Filed, March 8. Liabilities unsecured, £177 13s. 7d. Property, after deducting secured claims, £73 18s. 4d. Tr., W. Walker, 22-24, North British and Mercantile-buildings, East-parade, Leeds. The following are creditors:—Jonas Lang & Co., London, £19; Harley, Jones & Co., Fenton, £17; Royal Art Pottery, Longton, £12; Pargeter & Co., Stourbridge, £16; W. Adams & Co., Tunstall, £16; T. Rathbone & Co., Tunstall, £13.

FALLOWS JAMES, 70, Bedminster-parade, Bristol, china dealer; The following are creditors:—Jonas Lang & Co., London, £27.

POULENC'S LIQUID GOLD.

2 GRANDS PRIX—PARIS, 1900.

BROWN GOLD.

FABRIQUE DE PRODUITS CHIMIQUES P PARIS DÉPOSÉE

TRADE MARK.

LUSTRE COLOURS.

WORLD'S FAIR, ST. LOUIS, 1904.

DEPT. C, GROUP 23, CHEMICAL PRODUCTS.

GRAND PRIX

DEPT. D, GROUP 45, CERAMICS.

GRAND PRIX

LES ÉTABLISSEMENTS POULENC FRÈRES, MANUFACTURING CHEMISTS, 92, RUE VIEILLE DU TEMPLE, PARIS.

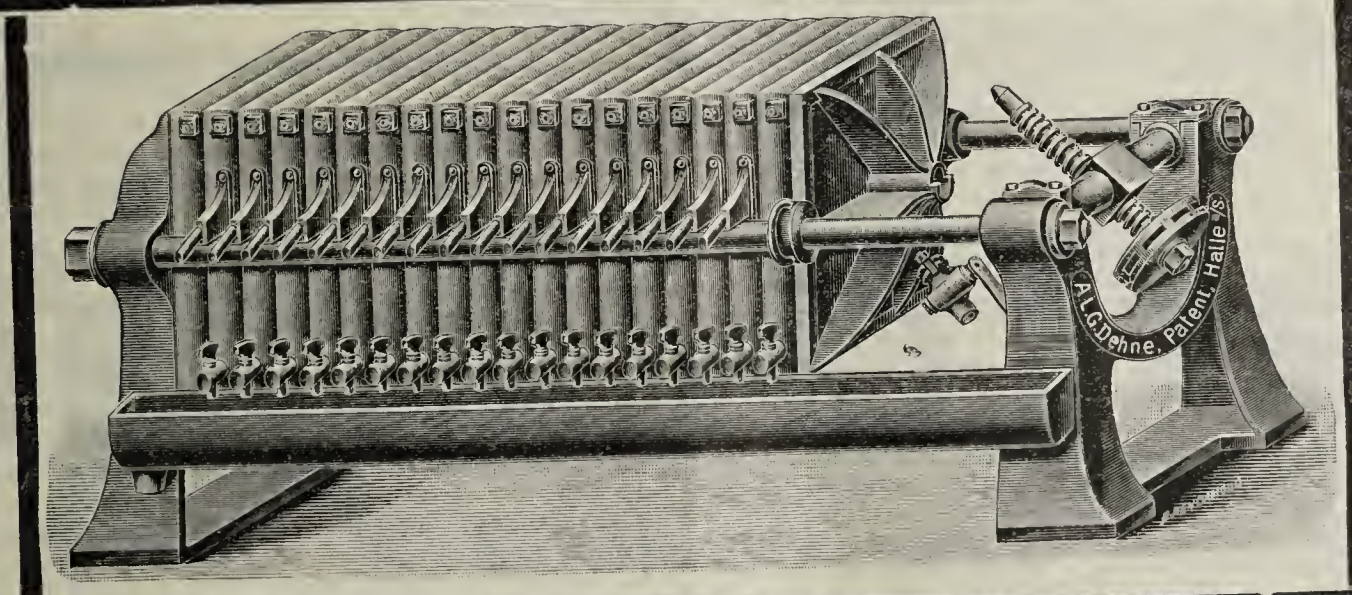
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T. G. Green & Co., Ltd., Church Gresley, £13; Pountney & Co., Ltd., Fishponds, £30; Sowerbys Ellison Glass Works, Ltd., Gateshead, £12; Soho Pottery Co., Ltd., Tunstall, £16.

HOWARD HANDEL, 55, Beckett-street, Leeds, glass and china dealer, late tinner. Dated, March 11. Filed, March 14. Liabilities unsecured, £363 0s. 3d. Property, after deducting secured claims, £160. Tr., F. Clayton, 61, Albion-street, Leeds. The following are creditors:—Jules Lang & Co., London, £14; J. F. Ellon & Co,. Ltd., Burslem, £15; Rigby & Stevenson, Hanley, £12; Weatherley & Sons, Hanley, £11; G. Martin, Leeds, £189; A. Clay & Co., Leeds, £17; Stelzig, Kittel & Co., Steinsehönan, £15.

KLEIN HENBY ABRAHAM LOUIS, 253, East India Dock-road, Poplar, E., glass, &e., merchant. Dated, Feb. 14. Filed, Feb. 20. Liabilities unsecured, £380 12s. 11d. Property, after deducting secured claims, £158. Tr., A. C. Vincent, 34, Gresham-street, E.C. The following are creditors:—F. Finkenstein, London, £35; Compton Wallpaper Co., London, £24; C. Wolff, London, £21; M. Karo & Co., London, £12; Speigel & Lijstenfabrik, Amsterdam, £21; Van Zauten & Co., Charleroi, £72; Max Ronsseaux, Charleroi, £71; Verreries Belges, Charleroi, £46; J. Francq, Bivort & Co., Charleroi, £34.

Private Meetings.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

HEYBOURN W. F., High-street, Maidenhead, china and glass merchant. A meeting of the creditors in this matter was held on the 18th ult., when the statement presented showed total unsecured liabilities amounting to £727 10s., with assets consisting of book debts £194 17s. 9d., stock at cost £389 13s. 9d., furniture £100, fixtures and fittings £100, making total assets £784 11s. 6d., from which has to be deducted preferential claims amounting to £51 7s. 4d., leaving £733 4s. 2d., to which must be added the estimated surplus from securities held by the secured creditors £66 14s., making net assets £799 18s. 2d. Of the unsecured liabilities £171 is for money borrowed. At the meeting it was resolved that a deed of assignment should be executed with a view to the payment of 15s. in the £. The following are creditors:—Burgess & Leigh, Burslem, £51; W. T. Copeland & Sons, Stoke-on-Trent, £30; R. Johnston & Co., London, £27; L. & S. Hingley & Sons, Stourbridge, £23; Sanderson & Young, London, £16; Star China Co., Longton, £18; Grimwades, Ltd., Stoke-on-Trent, £15; Percival Vickers & Co., Ltd., Manchester, £13; Falk Stadelmann & Co., Ltd., London, £14; J. Wedgwood & Sons, Ltd., Stoke-on-Trent, £14; Ridgways, Stoke-on-Trent, £12; Faudels, London, £13; G. L. Gent & Son, London, £11; J. Windart & Co., Ltd., London, £11; Pountney & Co., Ltd., Bristol, £10; H. Mayer & Co., London, £10; Cash creditors:—W. Lennox, London, £50; J. King, London, £34; Fieldings, London, £14; private creditors, £36. Preferential creditors:—Rent, £24; rates, £11; gas, taxes and water, £16.

WEBLEY WILLIAM, Georgetown, Merthyr Tydfil, importer. A meeting of the creditors in this matter was held on March 4, when the statement of affairs presented showed liabilities to unsecured trade creditors amounting to £2,522 18s. 3d., to meet which there were assets consisting of stock-in-trade estimated to realise £561 1s.; fixtures, fittings and office furniture, £30; horse, cart and harness, £25; book debts, estimated to realise £75; cash in hand, £15; making total assets amounting to £706 1s., from which has to be deducted £10 1s. 6d. for preferential claims, leaving net assets £695 19s. 6d., and a deficiency of £1,826 18s. 9d. It appears that about twenty years ago the debtor started trading at Merthyr Tydfil without capital as a hawker, and subsequently opened a shop. He carried this on for ten years, at the end of which time he became tenant of his present premises on a twenty years' lease. He is now doing a wholesale business, having given up the retail. It has transpired that the debtor had previously been bankrupt, although his present creditors were not aware of it, and he only succeeded in obtaining his discharge about ten years since. The debtor is unable to furnish a proper deficiency account, but estimates that the deficiency has been made up by repairs to premises, £250; breakages in stock, £200; discrepancies in stock during seven years, £200; loss on horse and van, £50; loss on two other horses, £39; robbery, £50; expenditure on Victoria-street premises at Merthyr Tydfil, £75; bad debts as per statement, £345; loss on a cinematograph, £138; loss on Aberdare branch opened four months ago, £50; law costs on creditors' actions, £75; other losses, £40; depreciation in stock as per statement, £187. The bad debts which the debtor has made, and which have been very heavy, have contributed to his present position. It seems that the wife claims the furniture, she having some years ago advanced £176, out of which it was bought. It has not been possible to get any figures with regard to the working expenses, but the turnover has averaged between £2,000 and £3,000 a year. In 1905 the debtor took a stores and warehouse on a twenty years' lease, afterwards selling the stock and effects there, realising £144, which he says he has received. These premises are now sub-let at a small profit rental. At the meeting an offer was made by the debtor of a composition of 5s. in the £, payable at three and six months, the last instalment to be secured, but ultimately he increased the offer to 6s. in the £, payable by three equal instalments at three, six and nine months, the last two instalments to be secured within seven days to the satisfaction of the Committee of Inspection, which consisted of the following gentlemen:—Messrs. Selinger, Levy and Lowe, and Mr. E. H. Hawkins, of Messrs. Poppleton & Appleby, who represented creditors for £276, the whole of the composition to be further secured by a deed of assignment in favour of Mr. G. E. Corfield as trustee. The debtor informed the meeting that he was hopeful of obtaining the security within the stated time. Several creditors are pressing, and an assignment had already been made to Mr. Corfield with a view to protecting the estate in the meantime. The following are creditors:—Lazarus & Rosenfeld, London, £35; Ogston & Tennant, Glasgow, £14; Harris, Bros., Manchester £19; Merzbach, Lang & Co., London, £32; M. Badian & Co., Berlin, £14; B. Reis & Co., London, £13; King & Sons, £10; S. M. Emanuel & Co., Birmingham, £71; E. G. Knight & Co., London, £25; De Grelle, Houdret & Co., London, £40; Geo. Mason, & Co., Birmingham, £45; Sydney Selinger, London, £50; W. Vale & Sons, Redditch, £12; Heaton & Taylor, Birmingham, £58; Louis Woolf, Birmingham, £40; Emanuel, Max & Co., London, £20; L. I. E. Rosenfeld, London, £18; F. Blood & Co., Birmingham, £35; Dove Bros., Bristol, £10; Hunt & Hunt, Wolverhampton, £16; Abel Heywood & Son, Manchester, £26; S. Ludbrook & Co., London, £21; M. & A. Hess, London, £47; Jonas Lang & Co., London, £66; Gottschalk, Dreyfus & Davies, London, £11; Lowry Bros., Birmingham, £48; Fritz Bergman, London, £35; Eagle Peneil Co., London, £35; Josef Kelbel & Co., Bohemia, £44; Osborn & Scobie, London, £15; Cussons, Sons & Co., Manchester, £30; Matchless Metal Polish Co., Ltd., Liverpool, £10; J. Levy, London, £56; A. M. Allan & Co., Glasgow, £27; S. Guiterman & Co., London, £24; E. Brown & Co., London, £104; Colthurst & Harding, Bristol, £24; Lindsay, Thompson & Co., Belfast, £13; Pratt Bros., Birmingham, £21; Scherm & Wetthaner, London, £39; Falk, Stadelman & Co., London, £72; Albert E. Moss & Co., London, £50; Wright & Butler, Birmingham, £57; T. Bulpit & Co., Birmingham, £31; J. B. Cohen, Manchester, £21; F. Burberg & Co., Rhenish Prussia, £14; Shaw & Co., Belfast, £16; Insam & Prinoth, London, £122; John Muir, Manchester, £18; Robt. Brierley, Manchester, £13; Leon Propper & Co., London, £14; Chiswick soap Co., London, £11; J. A. Goldberg, Birmingham, £22; Wallerstein & Lewis, London, £30; Huser & Clauberg, Solinger, Germany, £33; Alliance Glass Co., Bristol, £23; T. Rathbone & Co., Tunstall, £18; Thos. Dowler & Son, Manchester, £43; Geo. Arthur & Co., Ltd., Newcastle-on-Tyne, £13; Johnson Bros., Hull, £11; W. Bochnisch, Gablonz, O.M., £10; J. Vandekerckhove-Laleman, Iseghem, Belgium, £11; Gages Novelties, Liverpool, £24; J. M. & D. Fellheimer, London, £35; M. Auerbach & Co., London, £12; M. Neuhafer & Co., London, £12; Joh. Gg. Welseh Machf., Oberfranken, Bavaria, £20; Aberdeen Comb Works Co., Ltd., Aberdeen, £13; Hargreaves Bros. & Co., Ltd., Hull, £26; G. Pistor, London, £76; Carr & Son, London, £11; Gubruder von Streit, Berlin, £11; A. Sanderson, Hull, £14; A. Martin & Son, Birmingham, £10; Rieketts & Sons, Hull, £10; Carl Kalbitz, Sonneberg, £12; Seppok, London, £21; Thos. Pedley, Lichfield and Willenhall, £31; Thos. Powell, Preston, £12; Gater, Hall & Co., Tunstall, £10; Koch Cesar, Ecuries, £41; H. C. Bois selier, London, £15.

Bankruptcy Proceedings.

CLITHEROE JAMES, 15, Manchester-road, and 36, Lytham-street, Blackpool, glass and china dealer. R.O., March 6. Adj., March 6. First meeting, March 25. Exam., Sessions-hall, Preston, April 12.

HUMBERSTONE JOHN (trading as John Humberstone & Sons), 59, Church-street, Edgware-road, W., and late of 254, Willesden Green, N.W., china and glass dealer. This estate is being wound up in bankruptcy, the Official Receiver acting as trustee, and a sitting of the public examination of the debtor was held on February 28, at the London Bankruptcy Court, before Mr. Registrar Hope. The statement of affairs showed liabilities £451 9s. 10d., of which £419 3s. were returned as unsecured, and estimated net assets £10 3s. 3d. A deficiency of £408 19s. 10d was accordingly disclosed. Mr. G. W. Chapman appeared as Official Receiver. The debtor, it appeared, from 1881 until 1887, was in the marines, and was afterwards engaged in the china and glass trade, sometimes as an assistant, once for about nine months as proprietor of a shop in Canterbury-road, Kilburn, but generally as a hawker. In August, 1901, with about £200 capital, he began business in Portland Market, Marylebone, as a retail china and glass dealer. Soon afterwards he went to 59, Church-street, Edgware-road, and in December, 1904, took another shop at 254, Willesden Green, which cost about £50 to fit up. He had since traded at both places, but left the latter shortly before the date of the receiving order. The debtor attributed his failure to loss in connection with the Willesden shop, and to his other business having suffered in consequence of his attention to it (the Willesden business). He added that he had not kept any book of account, and had produced only a bank passport. He began business at Willesden Green

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United States.—Mr. John Davison, 12, Barclay St., New York.
France.—H. Mulotte & Cie, 14, Rue de Paradis, Paris.
Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co. (Mr. A. E. Potts), Sydney & Wellington
Country Representative.—Mr. C. G. Probert.

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because the shop was a new one, and he was making money at the Edgware-road business. Asked what his profits were, the debtor replied that he was making sufficient to live on and pay his way. He thought that he could afford to spend £50 in opening the Willesden Green business; he borrowed that money, but the trading at that address proved unsuccessful, and he made no profit there from the very start. Some time ago creditors began to press him, and he had been pressed on and off ever since. One execution only, however, had been levied. Three months before Christmas last he borrowed some money from a person, whom he repaid on Jan. 7, a time when he was not in a position to pay all his debts in full. He thought that particular creditors were entitled to be paid before the other creditors. On Jan. 8 he also paid his father some money. The examination was ordered to be concluded.

Marshall James Alexander (trading as James Marshall & Co.), 2, Dyer's-buildings, Holborn, E.C., china and glass merchant and agent. Under this failure a statement of affairs has now been filed, and it shows liabilities £3,391 1s. 7d., of which £3,002 4s. 8d. are returned as due to ninety-eight unsecured creditors, £39 4s. 10d. as fully secured, £162 10s. 7d. as due on bills not expected to rank, and £187 1s. 6d. as due for rent, taxes, and wages, of which £70 14s. 5d. are treated as preferential, making a ranking indebtedness of £3,118 11s. 9d. The assets, which are estimated to produce £509 8s. 4d. after providing for the preferential claims, consist of cash £9 2s. 8d., stock-in-trade £100 (estimated cost £224), trade fixtures, fittings, &c., £20, furniture £9, shares £2 10s., good book debts £202 17s. 11d., bad £21 2s. 7d., and doubtful ditto £435 3s. 4d., valued at £213 2s. 2d., bills of exchange £23 10s., and interest under father's will, of uncertain value. A deficiency of £2,609 3s. 5d. is accordingly disclosed. The following are the Official Receiver's observations upon the case:—The receiving order was made upon the debtor's petition, and upon his own application he was adjudged bankrupt. The first meeting of creditors was held on February 6, when a resolution was passed appointing Mr. R. G. F. Kidson, chartered accountant, 12, Gresham-buildings, E.C., trustee of the estate. It appears from the bankrupt's statements that he was formerly in employment in the trade, and in July, 1899, began business on his own account at 7, Ely-place, Holborn, E.C., where he traded as James Marshall, soon afterwards removing to 2, Dyer's-buildings, Holborn. In July, 1905, another person, who carried on business at Buchanan-buildings, Holborn, entered into partnership with him, putting in £1,446 capital, and the businesses were amalgamated. The partnership, however, was dissolved in July last. The bankrupt took over the business, and agreed to pay his partner £500 by instalments, and subsequently traded alone as James Marshall & Co., at 2, Dyer's-buildings, down to the date of the receiving order. The bankrupt attributes his failure to want of capital, to heavy expenses of the business, to bad debts, and to his inability to get in money due to him. He explains his deficiency from July 1, 1906, as follows: Deficit, July 1, 1906, £1,228 0s. 6d.; bad debts, £243 3s. 9d.; household and personal expenses, £270 4s. 7d.; amount agreed to be paid to late partner, £500; law costs, £11 13s. 6d.; accountant's fees, £10 10s.; interest on borrowed money, £5 18s.; depreciation in value of stock, fittings, &c., £373 1s. 4d.; total, £2,642 11s. 8d. Deduct net profit on trading, £33 8s. 3d.; deficiency as per statement of affairs, £2,609 3s. 5d. Usual books of account have been kept, and though in some respects imperfect, they appear to sufficiently disclose his business transactions and financial position. The liabilities to "creditors unsecured" comprise £1,046 14s. 5d. for business debts, £1,256 11s. 5d. for borrowed money, £500 the amount he agreed to pay his late partner, £137 6s. 8d. for personal debts, £26 15s. for accountant's fees, and £23 3s. 8d. for bank overdraft. The "creditors fully secured" are stated to hold (*a*) two cases of goods valued at £18 7s. 6d., the amount of a freight account, and (*b*) customers' acceptances estimated at £20 17s. 4d., the amount of the debt for money lent and goods supplied. The bankrupt further states that the household furniture at his residence was settled on his wife by ante-nuptial settlement made in July, 1896. At the London Bankruptcy Court, on February 1, a sitting was held before Mr. Registrar Brougham, for the bankrupt's public examination. Mr. G. W. Chapman attended as Official Receiver, and in reply to him, the bankrupt bore out statements contained in the observations. Eventually the examination was ordered to be concluded. Appended is a list of the principal creditors:—W. Anderson & Sons, Edinburgh, £19 12s.; C. Allertry & Sons, Longton, £13 12s. 3d.; W. Adams & Co., Tunstall, £11 12s. 6d.; Boulay & Co., Ltd., Fleet-street, E.C., £23 3s. 8d.; Baumann & Kreuzinger, Eger, Bohemia, £56; J. C. Calder, Edinburgh, £100; L. & A. Dubail, Wasmull, Belgium, £11 3s. 2d.; Duxer Porzellanfahn A. G., Dux, Bohemia, £21 14s. 11d.; Jno. Evans, Mill Hill, N.W., £42 14s. 7d.; W. Goebel, Oeslau, Germany, £27 0s. 3d.; Wm. Goodyear & Son, Hendon, £10; G. Greiner & Co., Milton-street, E.C., £15 6s. 7d.; A. Hache & Co., Veizon, France, £82 5s. 4d.; Hoor & Cjzek, near Carlsbad, £37 17s. 6d.; Rudolph Heinz & Co., Renweg, Germany, £23 8s. 9d.; H. Klett, Thur., Germany, £11 1s.; Kister, A. W. F., Schiebe, Germany, £14; K. Knoll, Carlsbad, Germany, £14 15s. 9d.; L. Le Personne & Co., Cannon-street, E.C., £89 2s.; P. W. Mann, Reutt, Enbendorf, £33; MacDonald Brown, Frognal, £26 8s.; Wm. McKimmie, Edinburgh, £14 2s. 6d.; H. Muirhead, Cricklewood, N.W., £60; Marlin Bros., Podersam, Bohemia, £39 13s. 10d.; Mahla Bros., Jewin-street, E.C., £10; Newhall Pottery Co., Ltd., Hanley, £10; Noak & Burke, Neuhaus, £13 17s. 4d.; Phiell & Sohn, Durin, Rhineland, £10; Pratt & Co., Regent-street, W., £69 10s.; Jno. Pratt, Lapworth, £631; Porzellan fabrik Schonwald A. G., Schonwald, Bavaria, £117 0s. 9d.; Porzellan fabrik Schonwald A. G., Arzberg, Bavaria, £11 10s. 3d.; Randalls Trustees, Knighton, £75; Riechel, L. Shirudig, Bavaira, £36 7s.; J. Rother, Mitterlich, Bavaria, £14 14s. 7d.; S. M. Robinson, St. Albans, £11 13s. 6d.; Stolzles Sohne, Vienna, £34 2s. 4d.; United States Glass Co., Farringdon-street, E.C., £11 0s. 10d.; Verreries de Boussu, Boussu, Belgium, £24 2s. 7d.; Verreries de Boussu, St. Laurant, Manage, £12 12s. 4d.; Verreries de Fanquez, Fanquez, £19 14s. 9d.; Wykes, J. T., Little Eaton, £148; Wade & Co., Burslem, £31 2s. 5d.; Webb, Corbett & Co., Ltd., Tutlung, £11 0s. 6d.; G. Warrilow & Son, Longton, £11 14s.; W. H. Kidson, Son & Bird, Basinghall-street, E.C., £26 15s.; Kidson, Mrs., Basinghall-street, E.C., £118 7s.; R. K. Franz, Chiswick, £500; Mrs. Franz, Chiswick, £121 4s. 5d. Fully secured: H. Klie, Oberkotzau, £18 7s. 6d.; Hunter Bros., Basinghall-street, E.C., £20 17s. 4d. Preferential: Martin, Farlaw & Co., Cheapside, £50; L. E. Simpson, Hampstead, £10; Tyler & Co., Holborn Viaduct (ranking for dividend), £100.

Porteous Neville Liddell, Priestpopple, Hexham, Northumberland, china dealer. The first meeting of creditors herein was held last month at the Official Receiver's office, 30, Mosley-street, Newcastle-on-Tyne, and the following day the debtor attended at the County Court, Westgate-road, Newcastle-on-Tyne, for his public examination, the deficiency being stated at some £176. The failure was ascribed to bad trade, heavy rent and loss through fire. The examination was adjourned.

Schneidermann Leon, 27, Beaufort-street, Stapleton-road, late 92 and 98, Lawrence-hill, Bristol, china, &c., dealer. The public examination of this debtor was held last month at the Guildhall, Bristol, before Mr. Registrar Harley, when Mr. Seymour Williams appeared on behalf of creditors. The unsecured liabilities were put down at £2,031, and there were no assets. It transpired that the debtor came to England seventeen years ago, and prior to starting this business, was engaged as a tin plate worker. Mr. Williams questioned the debtor in reference to sums of money said to have been loaned to relatives in Russia, with regard to his transactions with a Mr. Smith, who acted as traveller for debtor, and also as to the money which his wife lent him for purposes of the business. The debtor stated that his wife commenced in business, and he let her have goods and effects to the value of £175 as part payment of a debt of £300. Some goods were sold to his wife the day preceding the petition. He denied having sent cartloads of goods to a brother at St. George. In January his brother bought some odds and ends, about £5 worth. He had repaid over £300 in personal loans during the last few months. The examination was adjourned, the debtor being ordered to file an amended statement of affairs.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

Attachment for Glasses. No. 1,872.—G. M. Thomas. New or improved attachment for glasses (used for drinking purposes), bottles and the like. Jan. 25, 1907.

Bottles, No. 3,127.—J. H. Hunter and W. A. Palmer. Improvements in bottles and other vessels for clarifying liquids and for separating and retaining the sediment therefrom. February 8, 1907.

Bottle Stoppers, No. 2,717.—E. A. Matthias. Improvements in and relating to stoppers for bottles and the like. February 4, 1907.

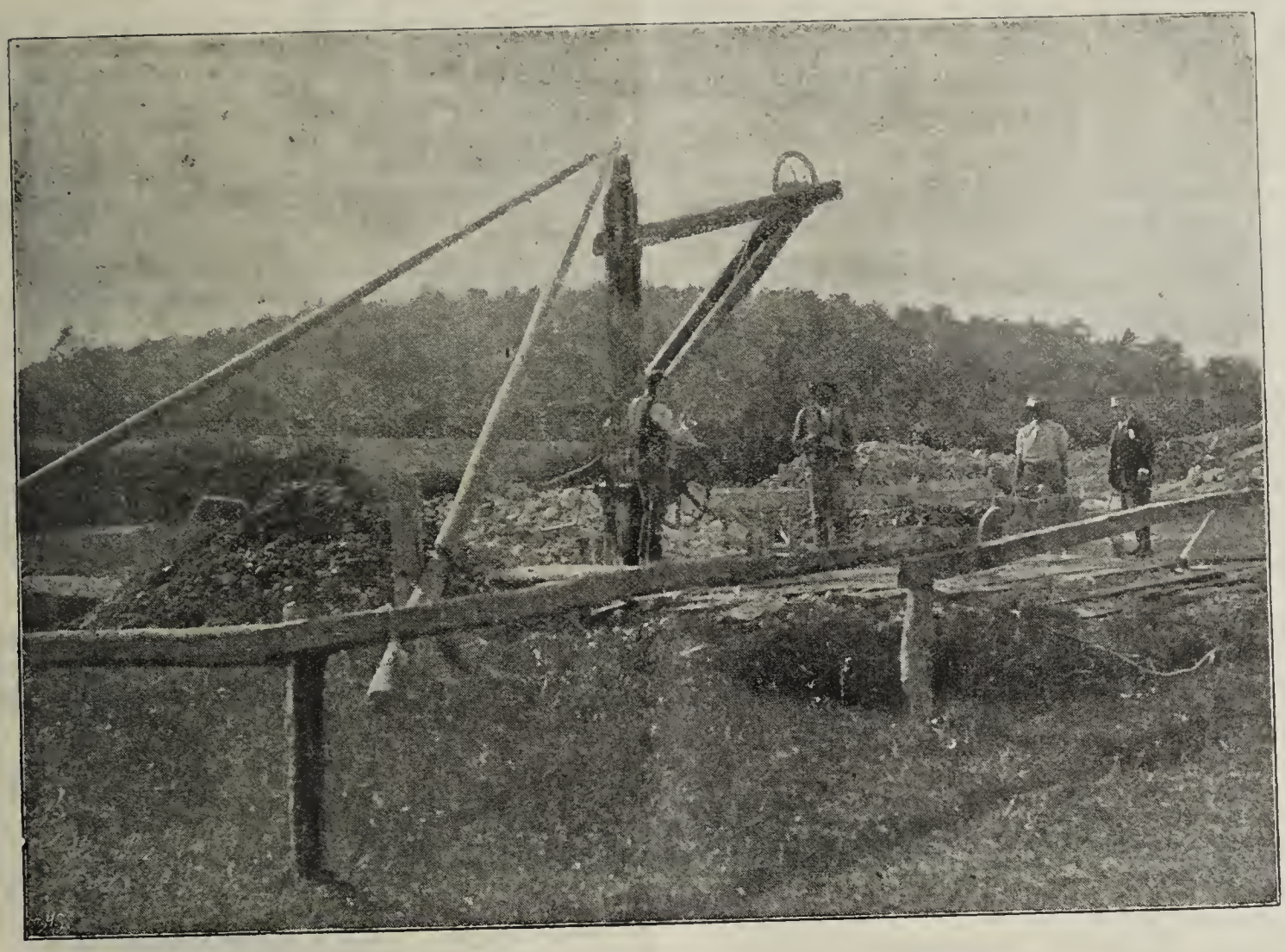
Ceramic Mass, No. 5,123.—A. G. Bloxam (Risler & Co., Germany). Manufacture of an improved ceramic mass and of ware therefrom. March 2, 1907.

Ceramic Ware, No. 1,020.—H. Forester. Novel or improved method of and moulds for producing articles of decorated ceramic ware. Jan. 15, 1907

Cushions for Bed-Pans, No. 3,920.—U. Arnegger. Improvements in cushions for bed-pans and the like. Feb. 16, 1907.

Cylinder Glass, No 3,191.—J. P. O'Donnell (G. H. Benjamin, U.S.A.). New or improved method for the manufacture of cylinder glass and apparatus therefore. Feb. 8, 1907.

Domestic Sinks, No. 2,070.—E. H. Parkinson. Improvements in domestic sinks and the like. Jan. 28, 1907.



VIEW OF A SHAFT OF THE "B.S.W." SEMI-PORCELAIN BALL CLAY.

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SAMPLES ON APPLICATION. Telegrams: "KEY, NEWTON ABBOT."

EARTHENWARE SHOW STAND, No. 4,334.—J. P. Toogood and Mason & Toogood, Ltd. New or improved earthenware show stand or tablet, for holding and displaying tobacco pipes, cigar and cigarette tubes and articles of jewellery or the like. Feb. 21, 1907.

FIRE GLAZING MACHINES, No. 2,970.—H. H. Lake (The Toledo Glass Co., U.S.A.). Improvements in fire glazing machines. Feb. 6, 1907.

FIRE-GRATE FOR KILNS, No. 4,601.—P. Schleich. Improved fire-grate for pottery kilns and the like. Feb. 25, 1907.

FUSING CERAMIC SUBSTANCES, No. 5,764.—J. W. Mackenzie (L. Bolleg & Co., G.m.b.H., Germany). Process and apparatus for fusing and refining ceramic substances which are not easily fused. March 9, 1907.

GLASS CANDLESTICKS, No. 3,036.—W. F. Lumley. Improved glass candlesticks. Feb. 7, 1907.

GLASS BOTTLES, No. 9,564-A.—A. Philippoteaux. Improvements in machines for making glass bottles and the like. (Date applied for under Rule 5 of the Patents Rules, 1905, April 24, 1906.)

GLASS GLOBES, No. 5,368.—R. Bodden. Improvements in glass globes, for use with inverted incandescent light for lighting billiard tables, offices, and the like purpose. March 6, 1907.

GLASS MELTING POT, No, 1,241.—J. A. Miller & Co. Improved divided glass melting pot. Jan. 17, 1907.

GLASS MOSAIC, No. 2,667.—H. Jörgensen. New proceeding in the manufacture of glass-mosaic and glass-painting imitation. Feb. 2, 1907.

GLASS YARN, No. 969.—E. Pick. Improvements in doubling glass threads and making glass yarn. Jan. 14, 1907.

GLASSES FOR GOGGLES, No. 5,362.—J. Byron. Improvements in glasses for goggles or spectacles. March 6, 1907.

GRINDING LENSES, No. 5,399.—H. Clarkson. New or improved. apparatus for grinding toric and cylindrical lenses. March 6, 1907.

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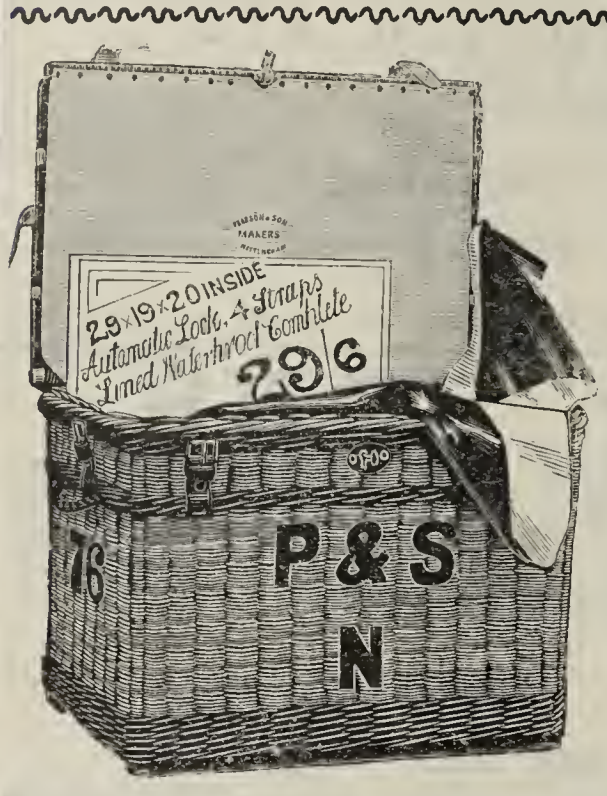
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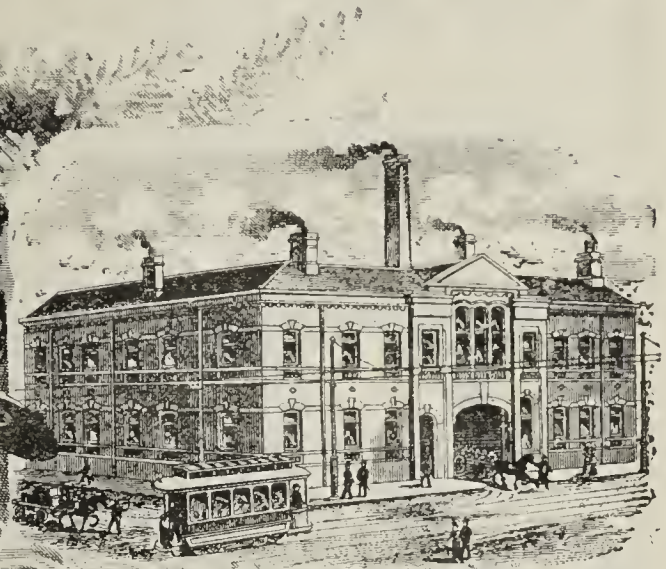
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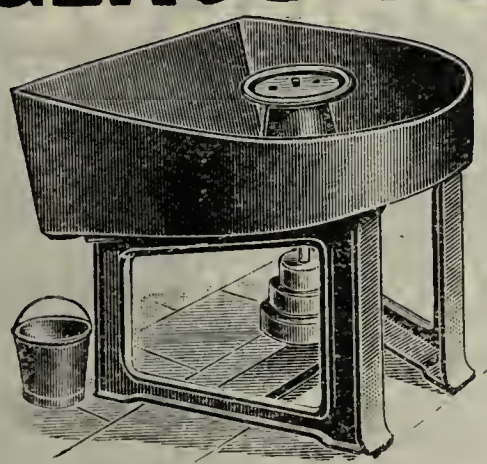
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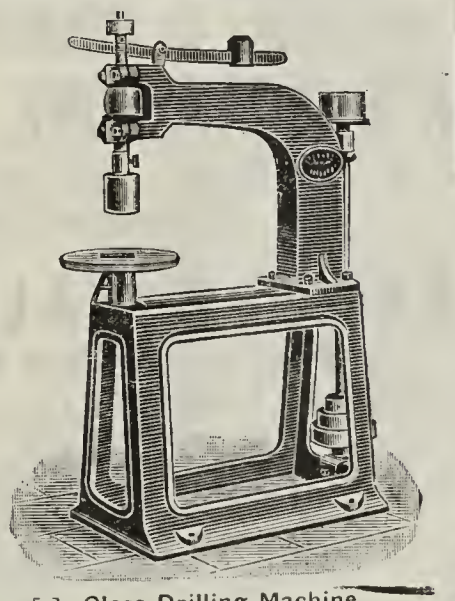
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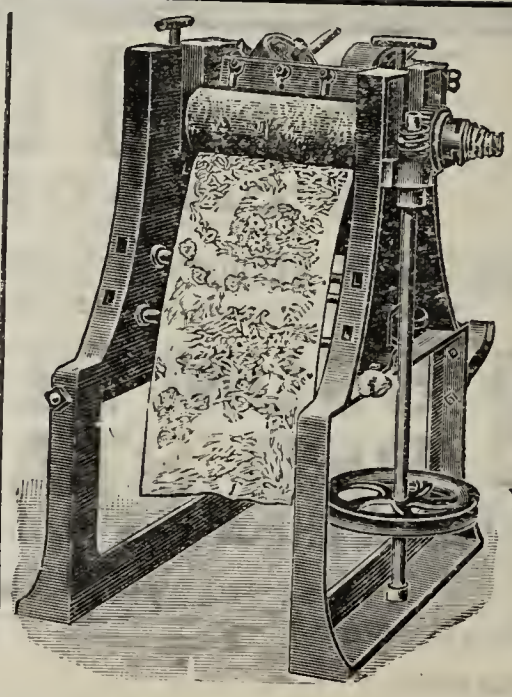
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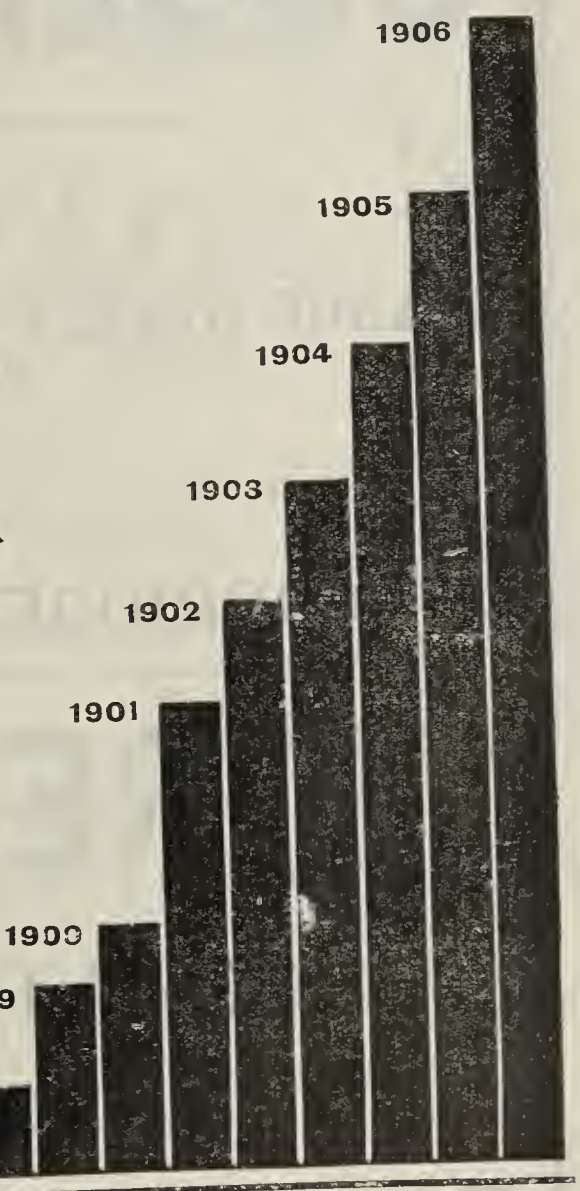
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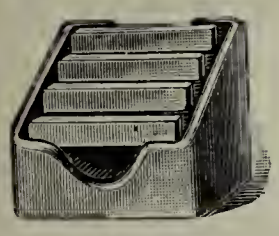
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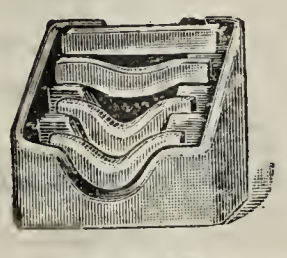
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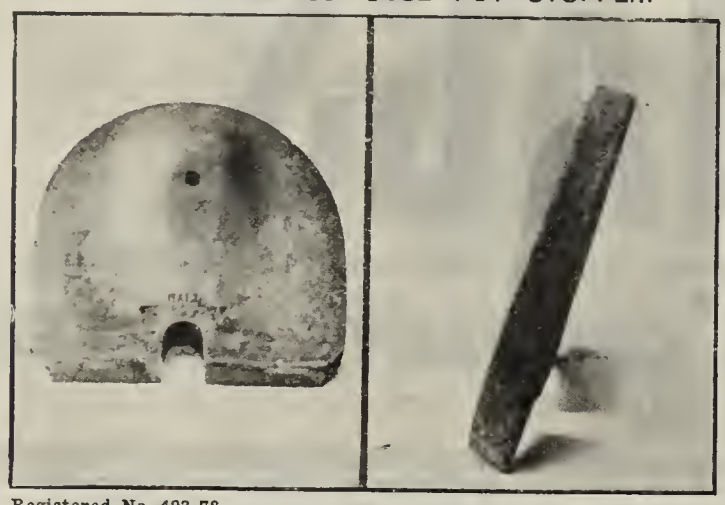
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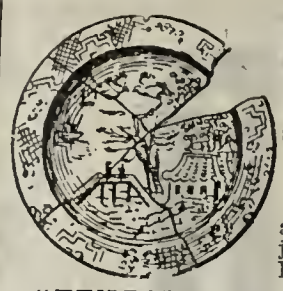
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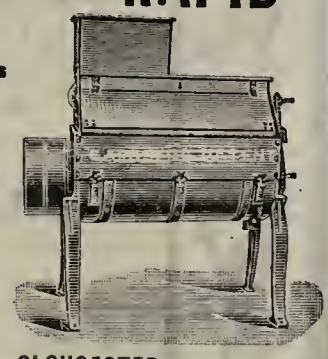
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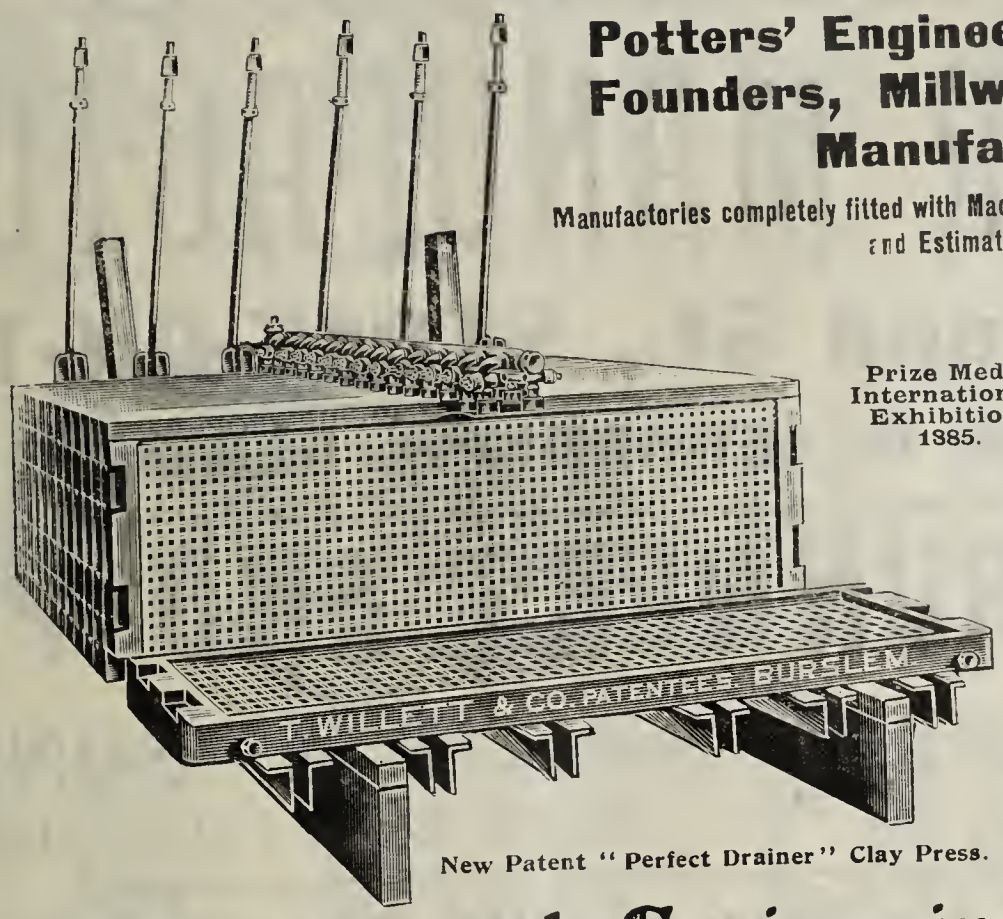
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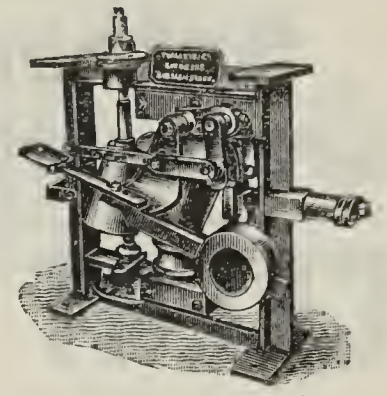


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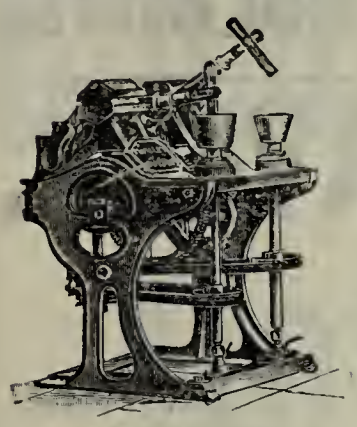
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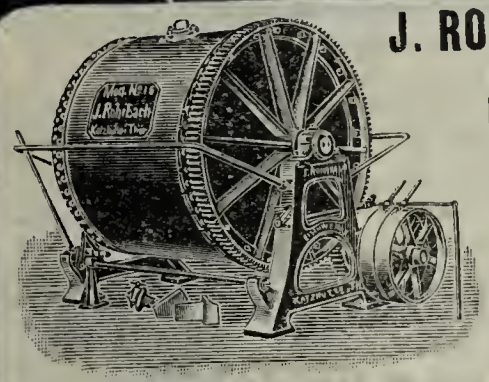
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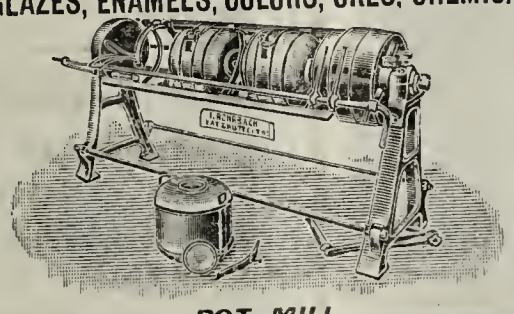
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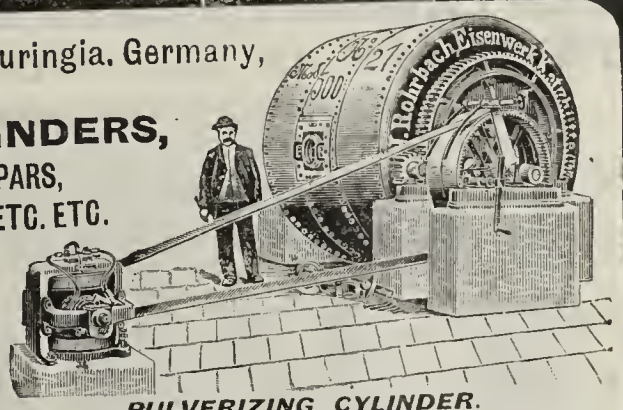
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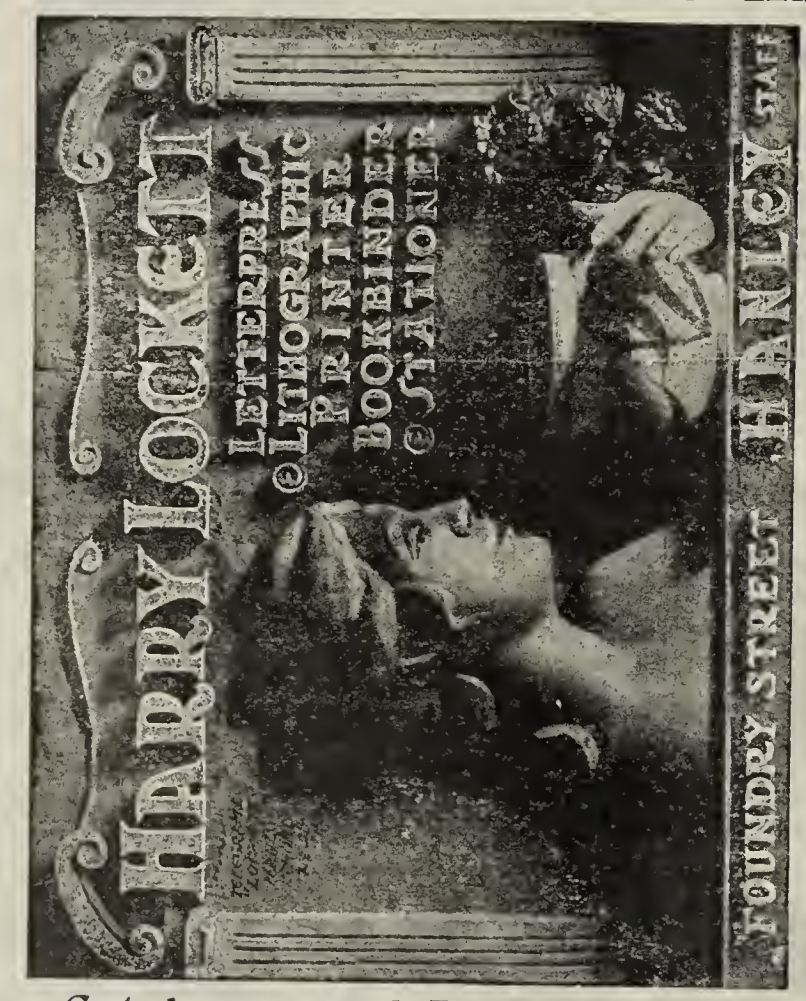
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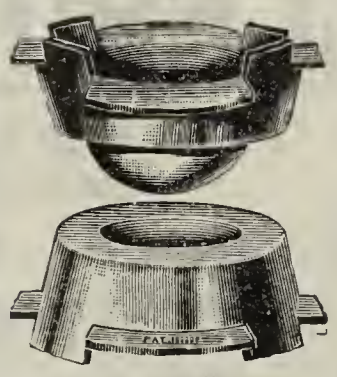
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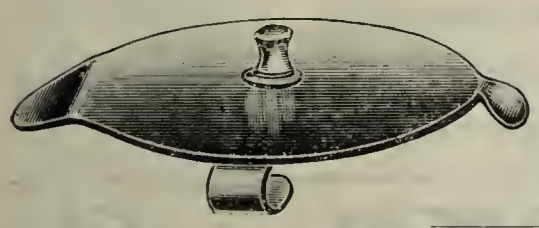
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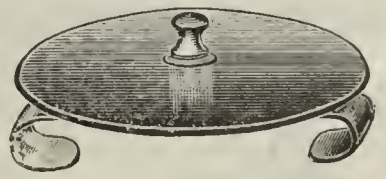
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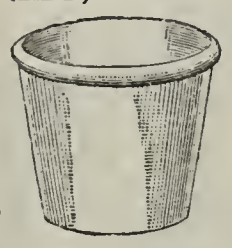
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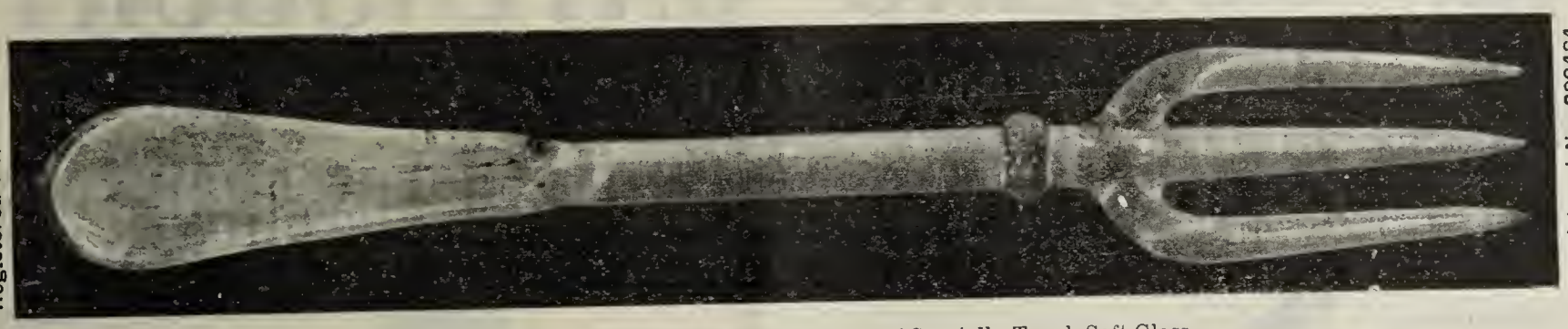
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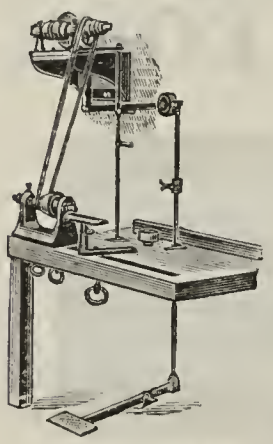
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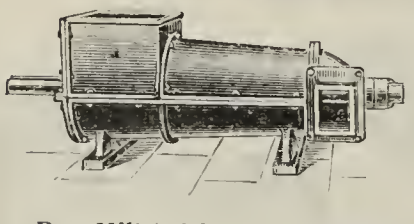


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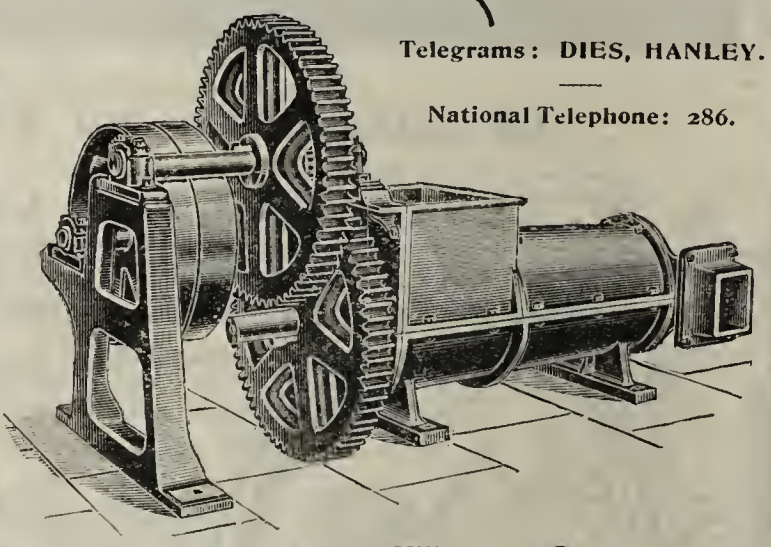
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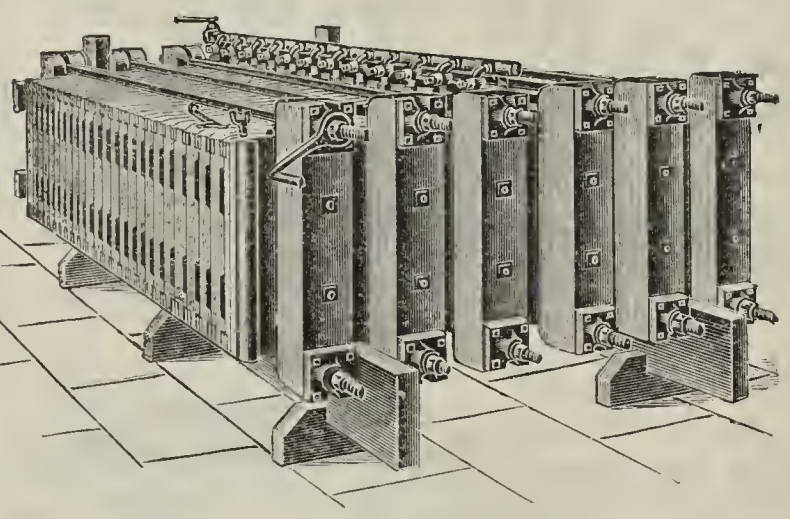
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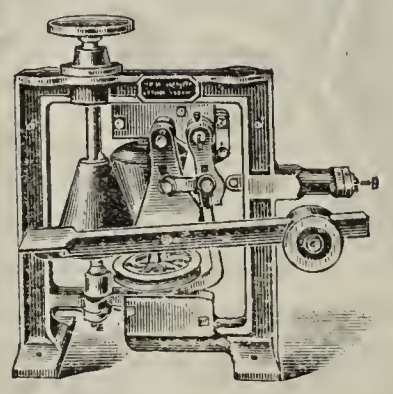
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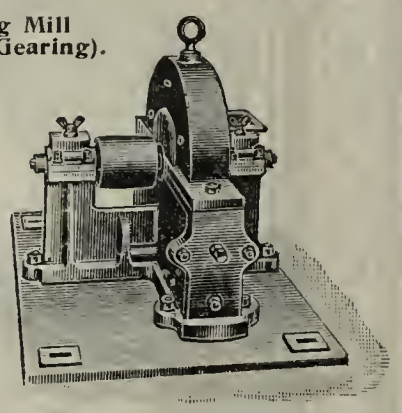
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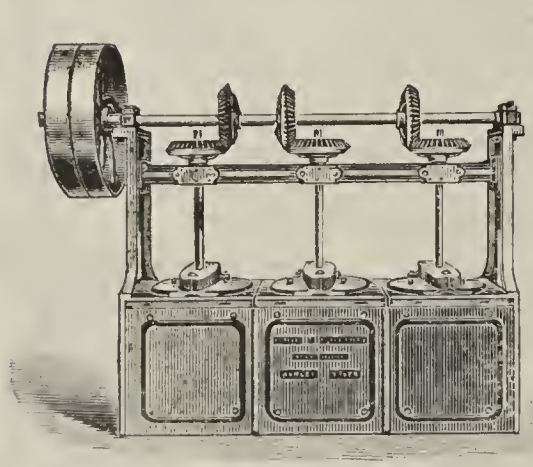
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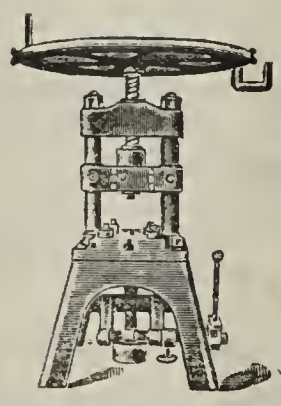
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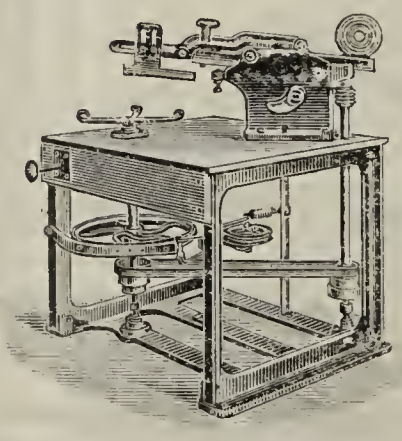
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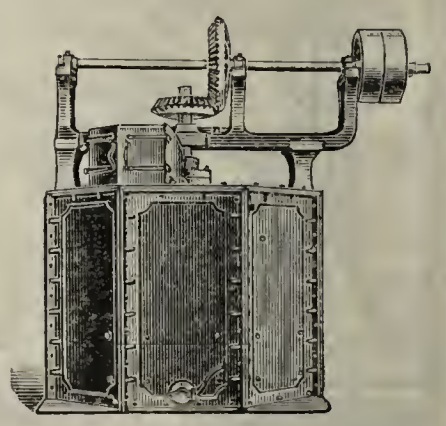
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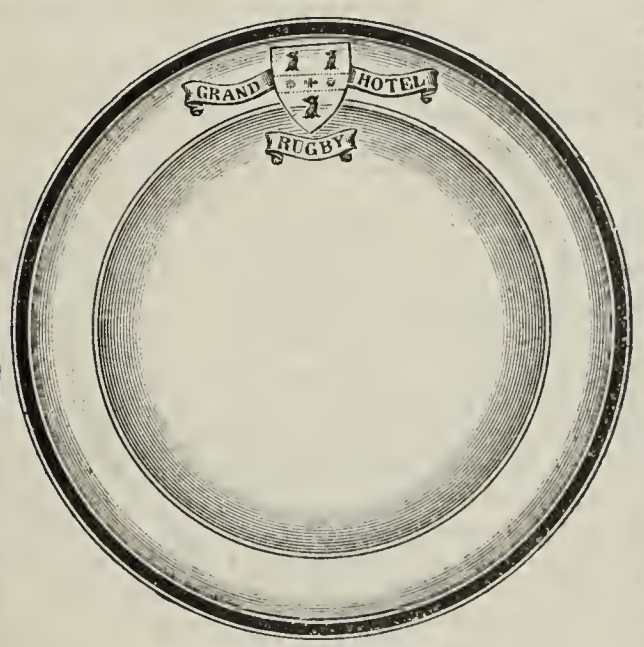
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☛ Firms who wish to place Miscellaneous Advertisements in local papers without giving their name and address can have the replies addressed to the "Pottery Gazette" Office, 19, Ludgate Hill, London, E.C. Intimation must first be sent to us of this being done.

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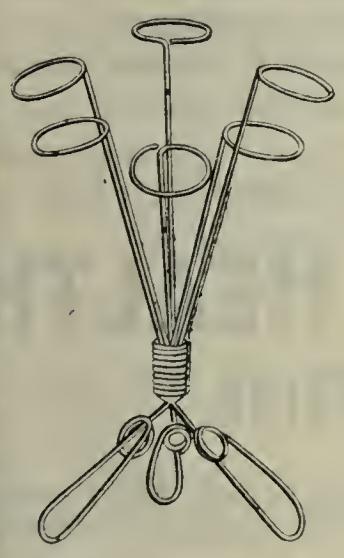
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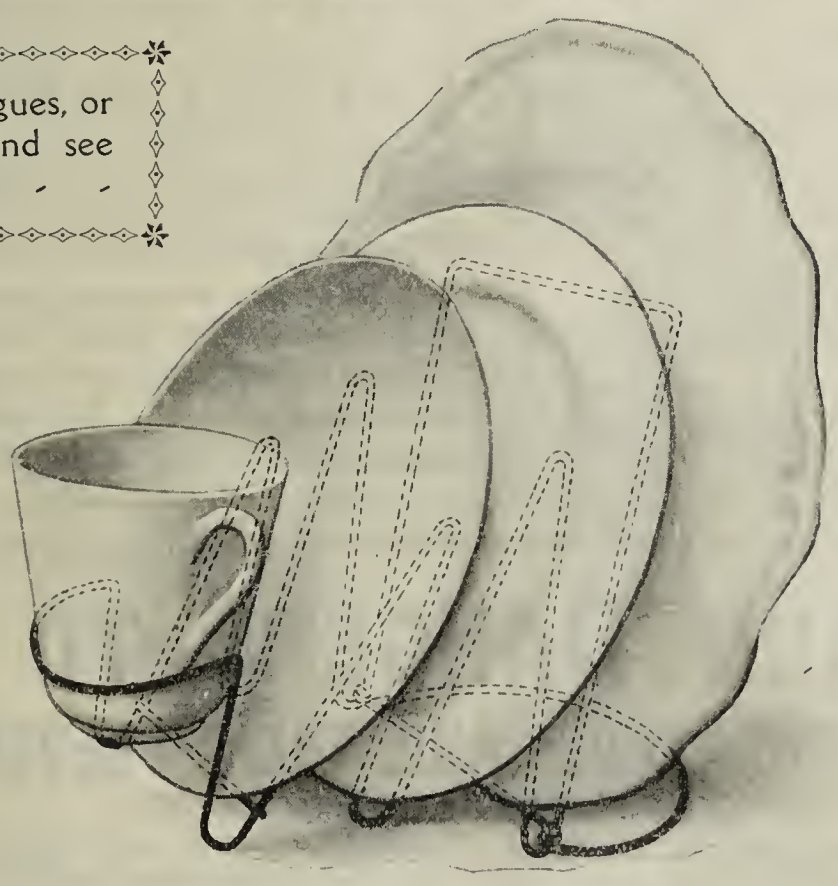
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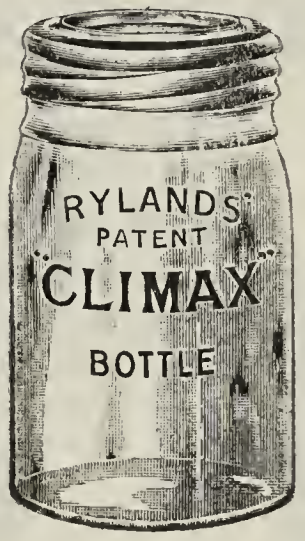


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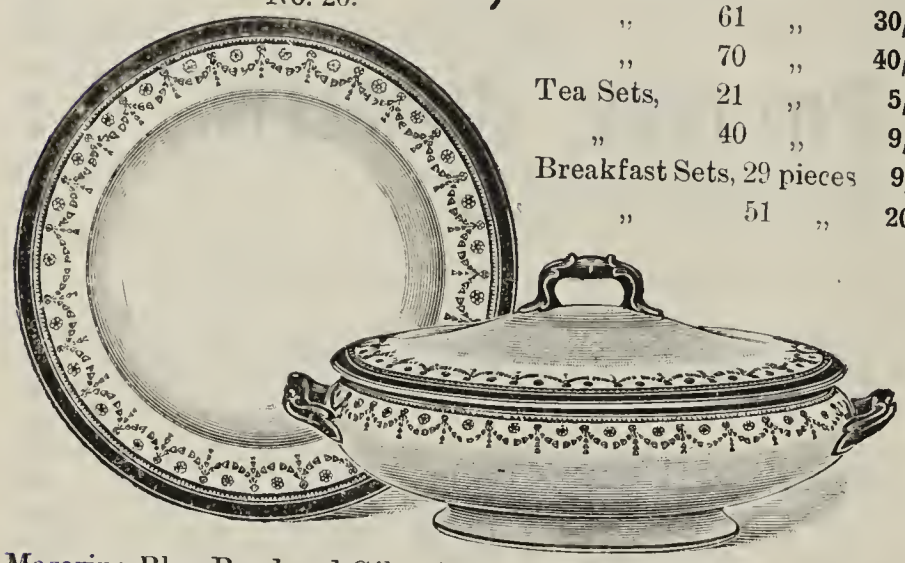
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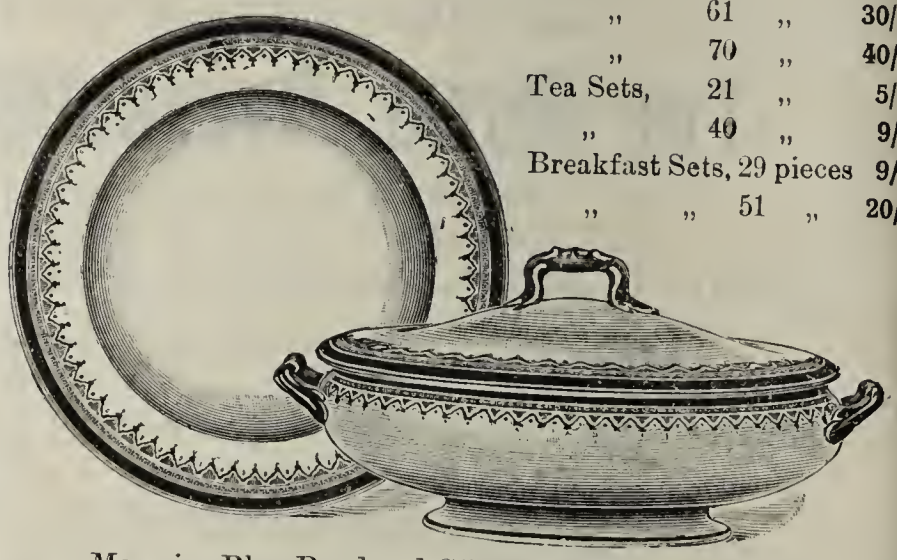
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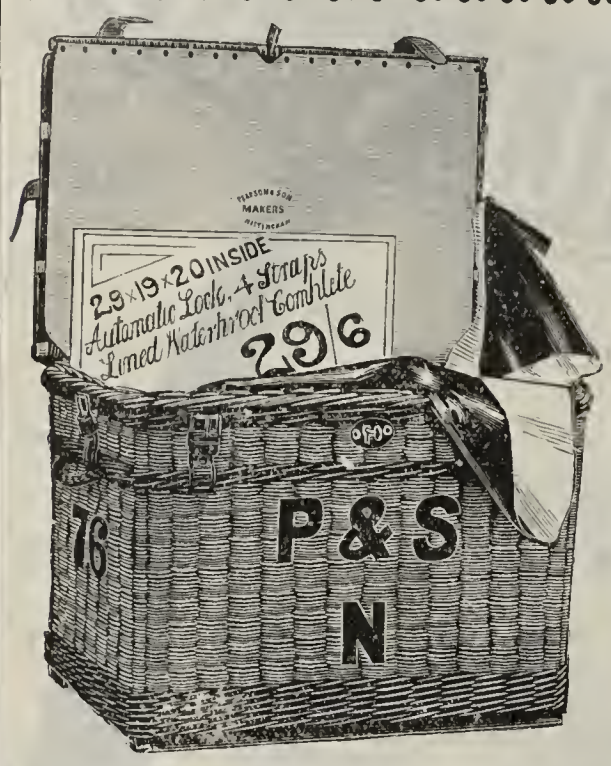
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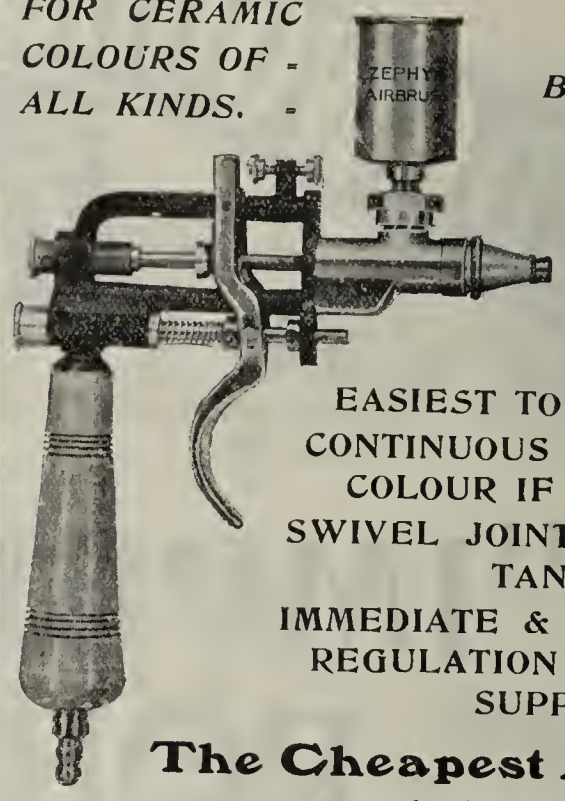
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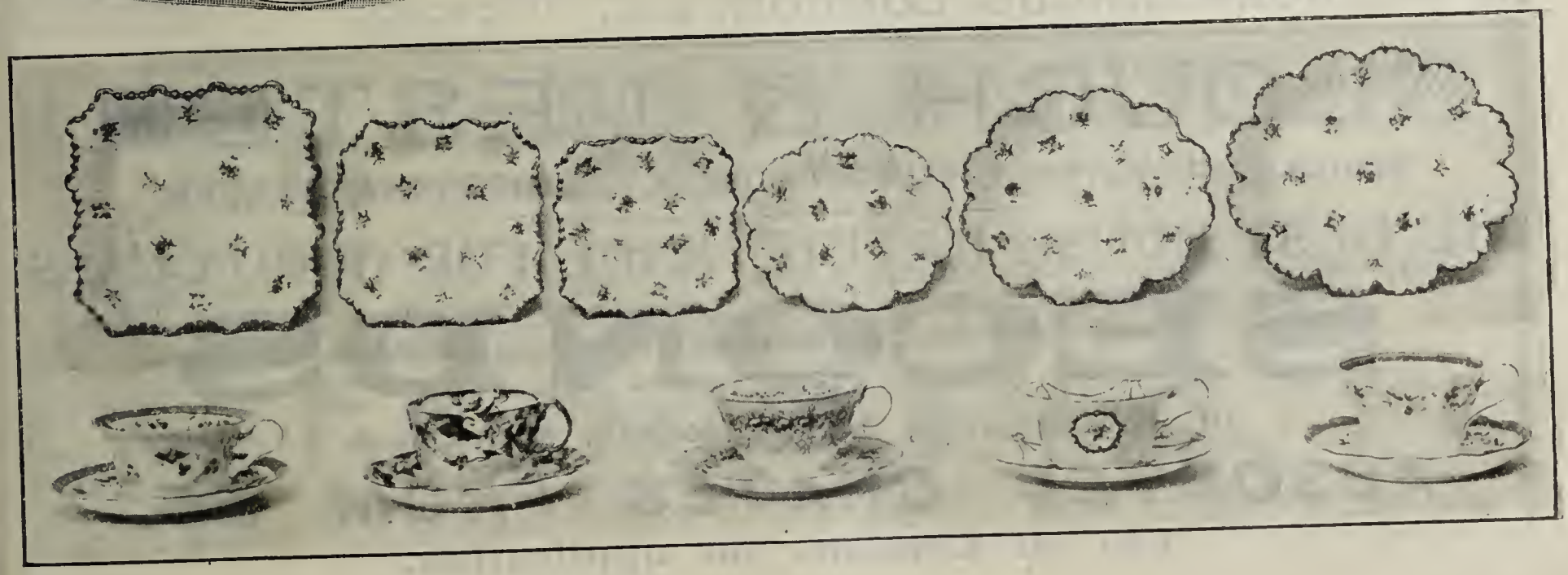
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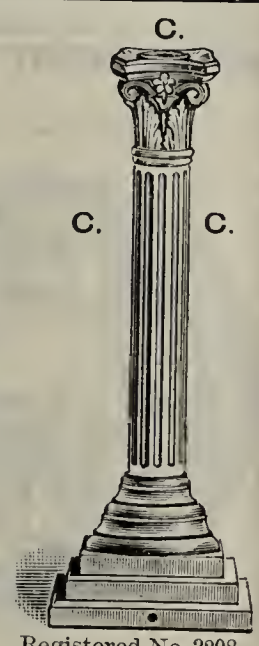
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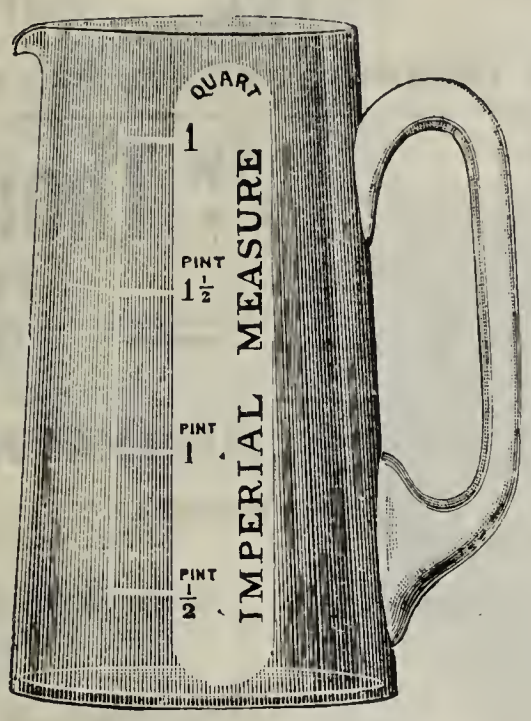
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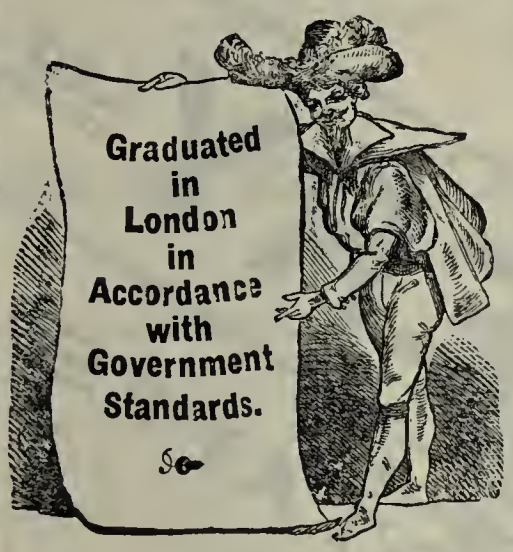
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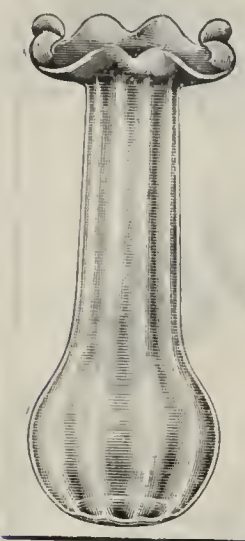
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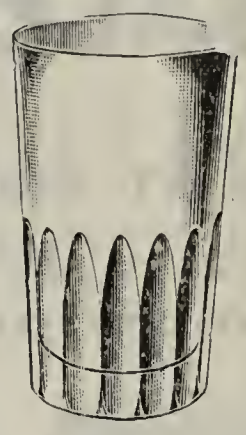


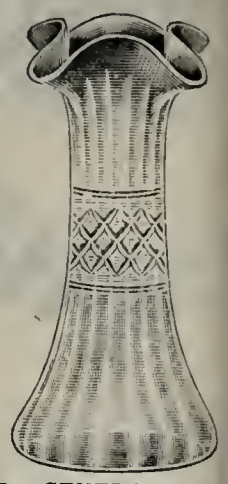
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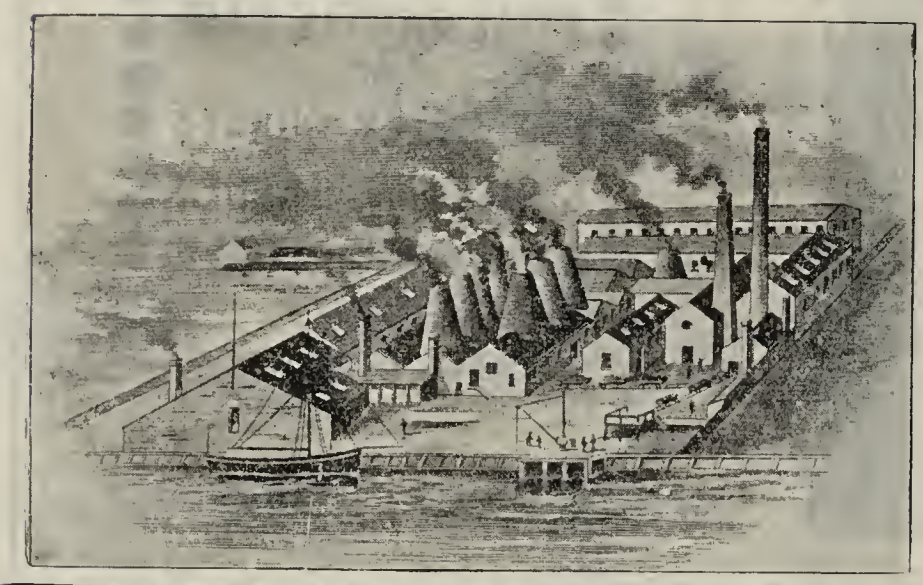


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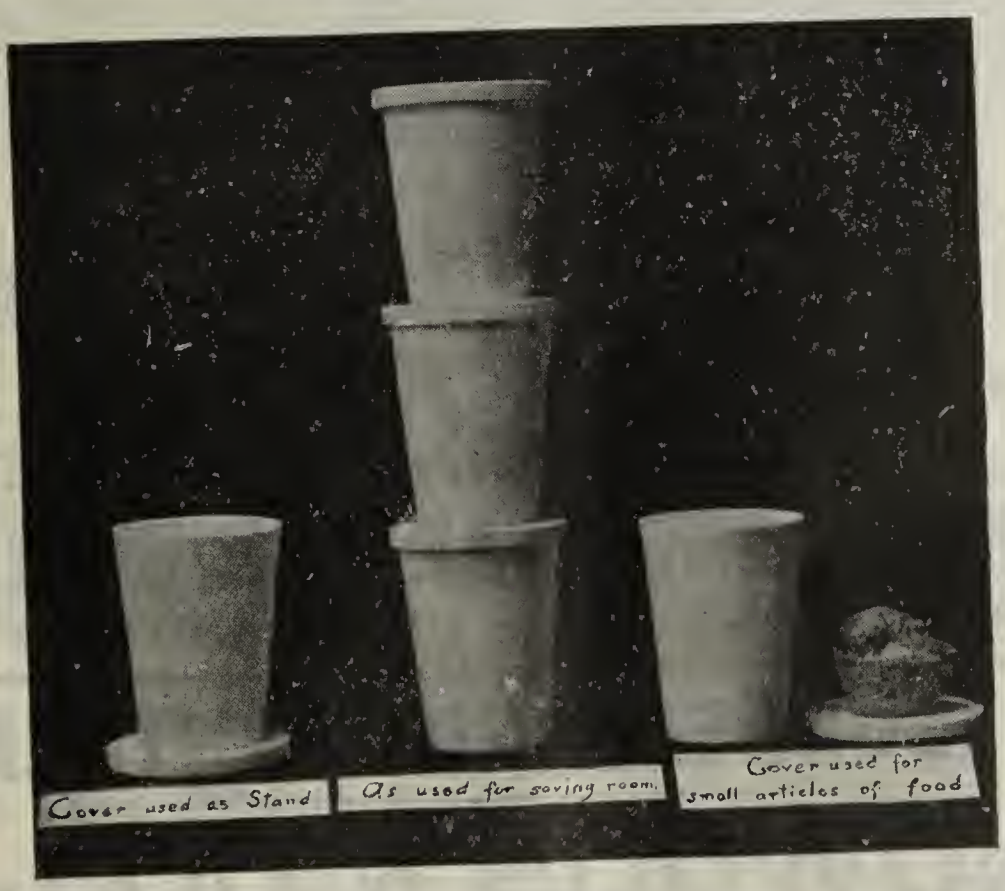
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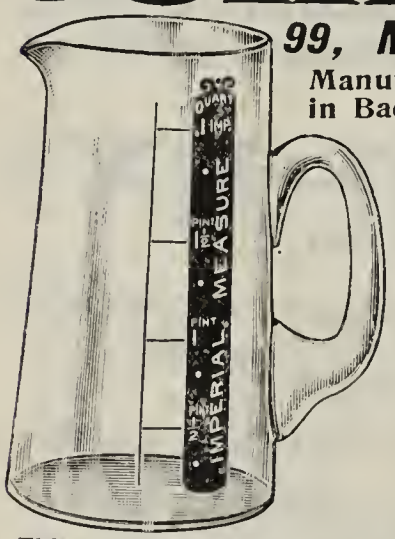
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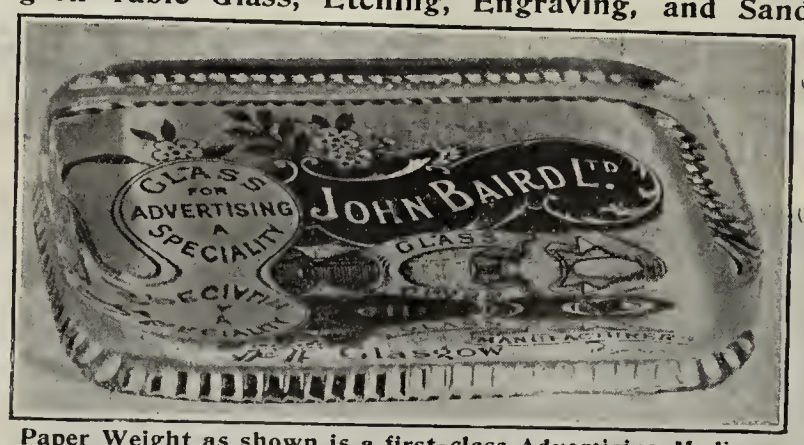
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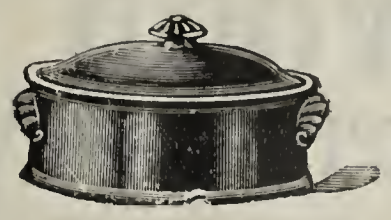
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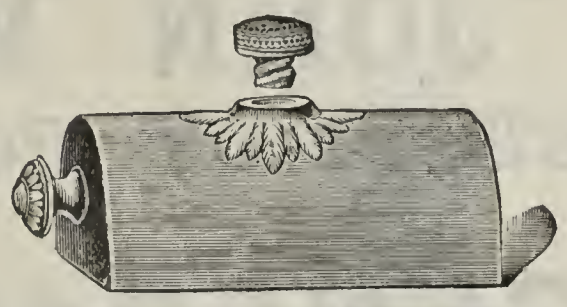
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Dinner, Tea, and **Toilet Ware,** Majolica, Pheasant, C.C. Ware, and **Fancy Goods** to suit all Classes. Special Cheap Lines in **Jugs. Flower Pots** in Majolica Art Colours, also Printed and Groundlaid. **Figures** and **Dogs** of all Descriptions. **Hanging Pots** at all prices. **Cheese Dishes, Bread Trays, Spittoons, Jumbo Cups** and **Saucers, Mugs, Bowls, Pedestals. Teapots** in Earthenware, Jet, Rockingham, and Samian. Hand-Painted **Vases** in Shaded Grounds, in the latest Styles of Decoration. Great Variety of **China Tea Sets,** &c., &c.

SPECIALITY IN FLOWN BLUE WARE AND HOT-WATER JUGS.

SEND FOR PRICE LISTS.

LARGE ASSORTMENT ALWAYS KEPT IN STOCK

BAKER & Co., Ltd. FENTON, STAFFORDSHIRE.

MANUFACTURERS OF

GRANITE, PRINTED, and all kinds of **EARTHENWARE,**

SUITABLE FOR THE FOREIGN AND COLONIAL MARKETS, &c.

SHIP, HOSPITAL, AND **HOTEL WARE** A SPECIALITY.

PRICE LIST AND CATALOGUE ON APPLICATION.

LINCOLN TAYLOR,

Telephone No. 614 Holborn.

Importer of all Kinds of Foreign China and Glass.

SOLE AGENT in GREAT BRITAIN for WOLFSOHN, of DRESDEN.

14, FURNIVAL STREET, HOLBORN, LONDON, E.C.

T. G. GREEN & CO., LIMITED.

CHURCH GRESLEY POTTERIES, BURTON-ON-TRENT.

YELLOW WARE.

TEAPOTS, ROCKINGHAM, JET DECORATED, SAMIAN, IVANHOE.

X GOVERNMENT STAMPED MEASURES. X

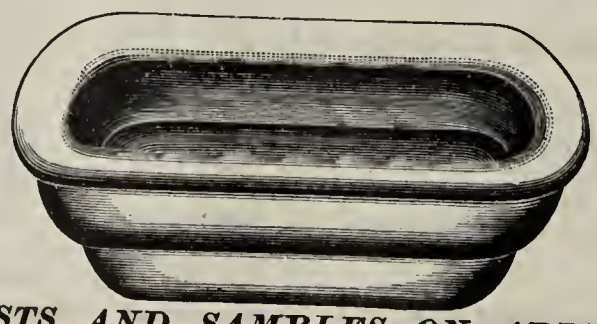
C.C. JELLY CANS ALWAYS IN STOCK. FLUTED WHITE, AND IVORY, GILT TEA WARE.

DINNER, TOILET, AND GENERAL EARTHENWARE.

THE COOK'S COMFORT BAKING DISH.

More than a Million of these Dishes have been sold.

NO WASTE. NO SMELL.



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DUDSON BROTHERS.

(*Successors to* **JAMES T. DUDSON.**)

Manufacturers of SPECIALITIES in

X TEAPOTS, HOT WATER JUGS, &c. X in STONEWARE & JASPER WARE.

INCLUDING

NEW DECORATIONS IN ARTISTIC DESIGNS.

SEND FOR ILLUSTRATED PATTERN SHEETS. **Works: HOPE ST., HANLEY, Staffs.**

Samples may be seen at Messrs. MOGRIDGE & UNDERHAY'S, 10, Bartlett's Buildings, Holborn, London, E.C.

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SPRINGER

Manufacturers of China Goods of every Description.

SOLE AGENT—**FRANK DIXON,** 35 ST. BRIDE STREET, LUDGATE CIRCUS, LONDON, E.C. **& CO.**

TEA POTS

TELEGRAMS: SADLERS' LTD. BURSLEM.

In Decorated and Plain . . .

Jet, Rockingham, Samian, Walnut, and Ivory Bodies.

THE BEST HOUSE FOR ABOVE

JAMES SADLER & SONS, LTD *Wellington Works:* ***Newport St., BURSLEM.***

London Agent and Show Room: Mr. W. ASPREY, 5, Hatton Garden, E.C.

H. AYNSLEY & CO.

Commerce Works, Commerce Street, LONGTON, STAFFS.

Manufacturers of General Earthenware

Suitable for the HOME, AUSTRALIAN, CANADIAN, AMERICAN, INDIAN, and AFRICAN MARKETS.

Special Lines in **DINNER, TEA, and TOILET WARE.**

Also Manufacturers of the

"Patent" NESTING CUP

(By permission)

In Semi-Porcelain.

ILLUSTRATED CATALOGUES on application.



A RE-ISSUE OF

— THE —

History of the Staffordshire Potteries

And the RISE AND PROGRESS of the

Manufacture of Pottery and Porcelain.

By SIMEON SHAW.

Price 7/6; India and Colonies, 8/-; Other Countries, 8/6; strictly net, post free.

Published by SCOTT, GREENWOOD & SON, Publishers of the "Pottery Gazette," &c.

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R. FLOYD & CO.,

Lovatt & Hall St. Works,

STOKE-ON-TRENT.

MANUFACTURERS OF

Toilet Ware, in all decorations, also Art Toilet and Fancy Goods,

Cheap lines in Flower Pots, Cheese Dishes, Bread Trays, Spittoons, Jumbo Cups & Saucers, Jugs, Bowls, Bakers, &c.

Speciality: **AMBERINE WARE.**

This is a dark rich Amber Glaze, effectively shaded in Dark Colours, with the engravings showing through, and made in Vases, Pedestals and Pots, Art Toilet, &c.

PRICES AND CATALOGUE ON APPLICATION.

Telephone 883. Telegrams —FLOYD, STOKE-ON-TRENT.



COTTON SPELLS JUGS

Vide "Pottery Gazette," page 327, March, 1905.

If you can buy Jugs in bulk call at

NELSON POTTERY, HANLEY.

WILLIAM H. LOCKITT,

Special Value in

WHITE SPIRAL

Dinner, Tea, Toilet.

Good lines in Printed and Decorated

Toilet Sets and Tea Ware for Export.

Wellington Pottery, HANLEY.

THE AIROSTYLE SYNDICATE, LTD.



NOTICE OF WITHDRAWAL OF ACTION—OUR PATENTS UPHELD.

1906.—A.—No. 704.

IN THE HIGH COURT OF JUSTICE,
CHANCERY DIVISION.

Mr. JUSTICE BUCKLEY.

Between THE AEROGRAPH COMPANY LIMITED *Plaintiffs*

AND

THE AIROSTYLE SYNDICATE LIMITED *Defendants*

On the 11th May 1906 the above-named Plaintiffs commenced proceedings against the above-named Defendants for

(1) An injunction to restrain the Defendants their workmen servants and agents from infringing certain Letters Patent for a spraying device for India ink and other paints for improvements in spraying apparatus for paint ink and other pigments for improvements in spraying devices for distributing pigments and the like;

(2) An account of profits or at the option of the Plaintiffs an inquiry as to damages;

(3) Delivery up by the Defendants or destruction of all articles and apparatus in the possession or under the control of the Defendants and made in infringement of the Plaintiffs' said patent rights;

(4) Such further or other relief as to the Court might seem fit;

(5) Costs.

The Defendants duly appeared to the Writ issued by the Plaintiffs and after delivery of the Defence and Particulars of Objections raised by the Defendants, the Plaintiffs on the 13th day of March 1907 gave the Defendants notice that they *wholly discontinued their action*.

In consequence of such notice the Defendants have prepared and lodged their Bill of Costs for taxation by one of the Taxing Masters of the Chancery Division.

(Signed) FRED JONES
121 Temple Chambers Temple Avenue E.C.
Defendants' Solicitor.

25th March 1907.

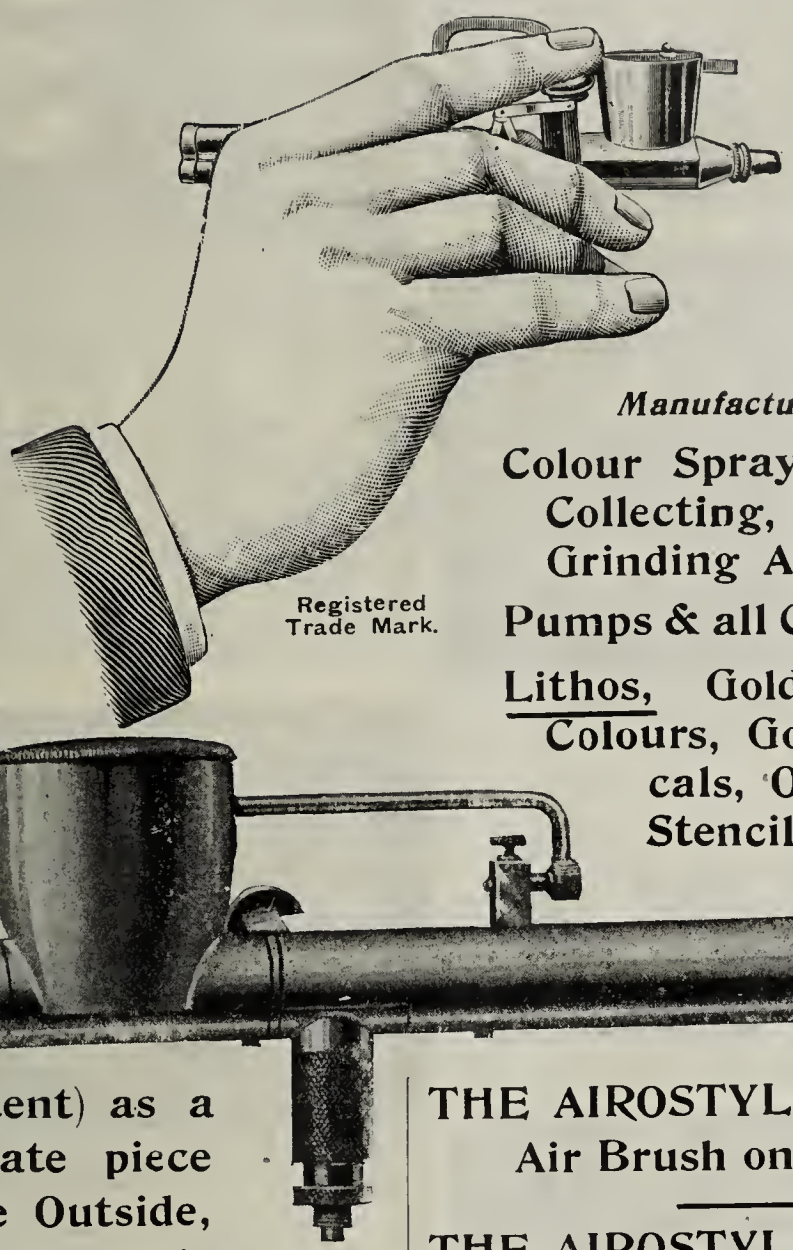


THE AIROSTYLE SYNDICATE, LTD.

Reg. Offices :—

35, ST. BRIDE ST., LONDON, E.C.

Telephone : 12025 Central.
Telegrams : "Stainless," London.



Registered Trade Mark.

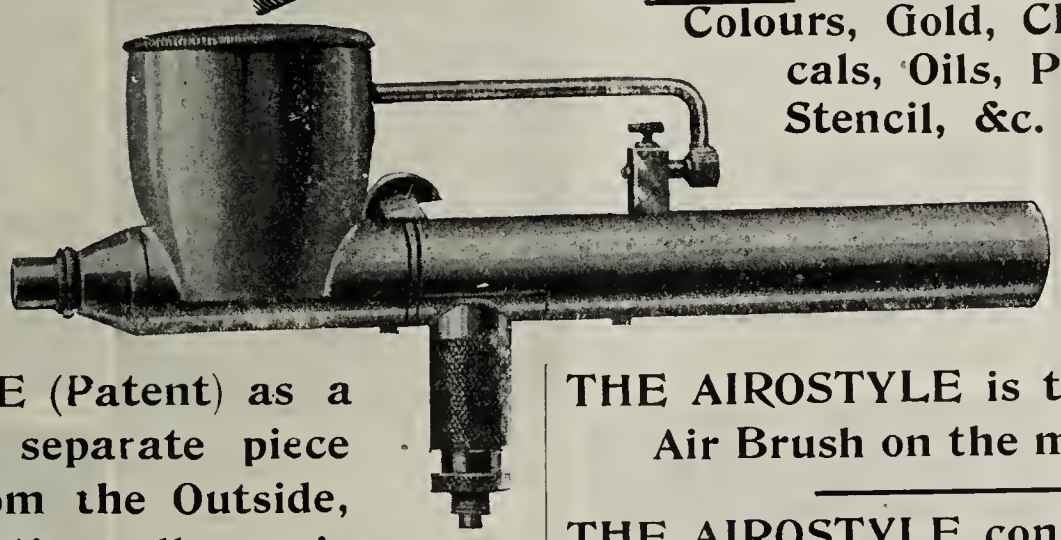
Works :—

AYSHFORD ST., LONGTON (STAFFS.).

Telephone : 150 Longton.
Telegrams : "Airostyle," Longton.

Points justifying the claim of "THE AIROSTYLE" to superiority over ALL other Air Brushes :—

1. Simplicity and beauty of construction.
2. It is the only Colour Sprayer which has THE NEEDLE (Patent) as a distinct and separate piece operating from the Outside, thereby obviating all possibility of colour or dirt affecting the interior mechanism.
3. The Needle itself is well protected, and owing to its peculiar position and the ease with which it can be removed, the cleaning of the instrument is facilitated.
4. Excellence of work produced.
5. Low price!
6. Long life. Repairs seldom required.
7. Wherever it is introduced it supersedes all other Air Brushes.



Model No. 3 "Universal" for China and Earthenware.

Manufacturers and Patentees of

Colour Spraying Machines, Colour Collecting, Colour Mixing, and Grinding Apparatus.

Pumps & all Connecting Machinery.

Lithos, Gold Stamps, Colours, Gold, Chemicals, Oils, Patent Stencil, &c. — *Samples on Application.*

THE AIROSTYLE is the most efficient Air Brush on the market!

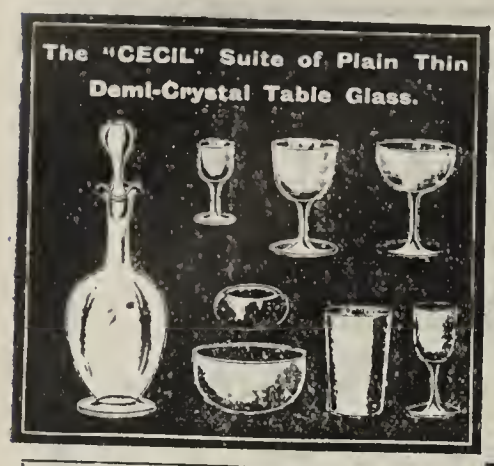
THE AIROSTYLE constitutes the very last word in improved Air Brushes, and takes the premier position!!

There are many types of Air Brushes, but there is *only one* AIROSTYLE, only one apparatus having these distinctive and essential features!!!

THE AIROSTYLE for decorating China, Earthenware, Glass, Metals, Wood, Stone, Paper, &c.

We have 12 different Models for decorating Small or Large Surfaces, and constructed to meet the special requirements of various trades.

Quotations for a Single Apparatus or Complete Outfits promptly furnished on receipt of Application.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 1/6	Fingers - 4/6	Tumblers—	
Sherries 1/6	Decanters—	½ quart - 1/4	
Liqueurs 1/4	1 pint - 12/-	¼ pint - 1/8	
Clarets - 2/6	2 „ - 15/-	Carafes and	
Champagne 3/9	Claret, 2 pt. 18/-	Ups- - 4/9	

THE "CECIL" SUITE (Thin)

In Orrefors' Brilliant Quality

Standard Sample Case Contains	3 doz. Port	⅙ 1 pint Decanters	Total cost of case.
	3 „ Sherry	⅙ 2 „ „	
	1 „ Liqueurs	⅓ Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ½ pt.	£1 14 9
	1 „ Fingers		

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.



THE ANOLO-BELGE GLASS ASSOCIATION, LTD.

Plain Glass Dishes Square, Round, or Triangular.	5 in. 3/6 doz.	Cut Pattern.	5 in. 9/- doz.	Etched 5 in 7/6 doz.
	6 in 4/- doz.		6 in. 10/6 doz.	6 in. 9/- doz.

BEAUTIFULLY THIN

HANDLED SWEETS OR BUTTERS

Assorted Cases contain 8 doz assorted.	Plain, Cut, and Etched	£2 10 0 per case

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THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 1/8	Fingers 4/6	Tumblers—	
Sherries 1/8	Decanters—	½ quart - 1/4½	
Liqueurs 1/6	1 pint - 12/-	¼ pint - 1/9	
Clarets - 2/9	2 „ - 15/-	Carafes and	
Champagne 4/-	Claret, 2 pt. 18/-	Ups- - 4/6	

THE "VENICE" SUITE

In Orrefors' Brilliant Quality

Standard Sample Case Contains	3 doz. Port	⅙ 1 pint Decanters	Total cost of case.
	3 „ Sherry	⅙ 2 „ „	
	1 „ Liqueurs	⅓ Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ½ pt.	£1 16 9
	1 „ Fingers		

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THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Plain Sugars and Creams, 6/- doz.	Cut, 12/- doz.	Etched, 9/- doz.
	BUTTERS SAME PRICE AS SUGARS AND CREAMS	

FINE THIN SUGARS & CREAMS AND COVERED BUTTERS, PLAIN, CUT, AND ETCHED.

Sample cases contain 4 dozen assorted.	33/- Per case.	CASES AND PACKING FREE

One dozen each Sugars, Creams and Butters, Plain.
Half „ „ „ „ „ Cut & Etched.

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THE ANOLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 3/6	Fingers - 9/-	Tumblers—	
Sherries - 3/6	Decanters—	½ quart - 3/3	
Liqueurs 3/3	1 pint - 24/-	¼ pint - 4/-	
Clarets - 5/-	2 „ - 27/-	Carafes and	
Champagne 7/6	Claret, 2 pt. 30/-	Ups- - 12/-	

THE "GERDA" SUITE

In Orrefors' Brilliant Quality. Highly Recommended.

Standard Sample Case Contains	3 doz. Port	⅙ 1 pint Decanters	Total cost of case.
	3 „ Sherry	⅙ 2 „ „	
	1 „ Liqueurs	⅓ Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ½ pt.	£3 15 3
	1 „ Fingers		

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THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Plain.	Ster.	Oleria Star.	Richly Cut.	Etched.
5 in. 3/- doz.	6/- doz.	6/6 doz.	6/6 doz.	6/- doz.
6 „ 3/6 „	6/- „	7/- „	10/- „	7/6 „
7 „ 4/6 „	6/- „	9/- „	12/- „	10/- „
8 „ 6/6 „	10/- „	11/6 „	14/- „	12/6 „

— BEAUTIFULLY THIN —

PLAIN, CUT and ETCHED DISHES

An Assorted Case contains 4 doz. various patterns and sizes.	£1 7 6 the case.

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THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 3/6	Fingers - 9/-	Tumblers—	
Sherries 3/6	Decanters—	½ quart - 3/3	
Liqueurs 3/3	1 pint - 24/-	¼ pint - 4/-	
Clarets - 5/-	2 „ - 27/-	Carafes and	
Champagne 7/6	Claret, 2 pt. 30/-	Ups- - 12/-	

THE "EITEL" SUITE

In Orrefors' Brilliant Quality. Highly Recommended

Standard Sample Case Contains	3 doz. Port	⅙ 1 pint Decanters	Total cost of case.
	3 „ Sherry	⅙ 2 „ „	
	1 „ Liqueurs	⅓ Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ½ pt.	£3 15 3
	1 „ Fingers		

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THE ANOLO-BELGE GLASS ASSOCIATION, LTD.

STOCK CASES (The "Tokio" assortment)
READY PACKED
£1 15 0 per Case. CASE FREE.

The "BRILLIANT" Series of RICHLY CUT FLOWER TUBES.

Cases contain

3 doz. 5 in. assorted	6 dozen in all.
2 „ 6 in. „	
1 „ 8 in. „	

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THE ANOLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 3/3	Fingers - 7/6	Tumblers—	
Sherries 3/3	Decanters—	½ quart - 2/6	
Liqueurs 3/-	1 pint - 18/-	¼ pint - 3/-	
Clarets - 4/3	2 „ - 24/-	Carafes and	
Champagne 6/6	Claret, 2 pt. 27/-	Ups- - 10/6	

THE "SCROLL" SUITE

ETCHED. Highly Recommended.

Standard Sample Case Contains	3 doz. Port	⅙ 1 pint Decanters	Total cost of case
	3 „ Sherry	⅙ 2 „ „	
	1 „ Liqueurs	⅓ Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ½ pt.	£3 4 0
	1 „ Fingers		

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANOLO-BELGE GLASS ASSOCIATION, LTD.

Packed in small Sample Cases each containing 12 dozen assorted.

CRYSTAL OPTIC FLOWER TUBES

FINISHED IN GOLD.

Contents of Cases	3 doz 6¾ in high at	2/11
	„ 8 in „ „	3/11
	„ 9½ in „ „	5/11
	„ 12 in „ „	7/9
	Total cost	£3 1 6

Cases and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Ports - 3/6	Fingers - 9/-	Tumblers—	
Sherries 3/6	Decanters—	½ quart - 3/3	
Liqueurs 3/3	1 pint - 24/-	¼ pint - 4/-	
Clarets - 5/-	2 „ - 27/-	Carafes and	
Champagne 7/6	Claret, 2 pt. 30/-	Ups- - 12/-	

THE "SAVOY" SUITE OF CUT GLASS

In Orrefors' Brilliant Quality. Highly Recommended

Standard Sample Case Contains	3 doz. Port	⅙ 1 pint Decanters	Total cost of case.
	3 „ Sherry	⅙ 2 „ „	
	1 „ Liqueurs	⅓ Claret	
	1 „ Claret	2 doz. Tumblers, ½ qt.	
	1 „ Champagne	3 „ „ ½ pt.	£3 15 3
	1 „ Fingers		

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THE ANOLO-BELGE GLASS ASSOCIATION, LTD

			1 pint.	2 pint.	Claret.
JOVE	2 Pint size only	18/- doz.	JACQUES	20/-	24/-	27/-
JUNO	„	21/- „	JENA	27/-	36/-	42/-
JULES	„	21/- „	JEAN	22/-	33/-	36/-
JUPITER	„	21/- „	JULIEN	30/-	39/-	42/-

— RICHLY CUT —

CRYSTAL DECANTERS

Small Sample Package	8 Pint Decanters 4 Claret Jugs (28 Decanters in all)	16 2 Pint Do
The "JOVE" assortment	£3 4 3 PER CASE	

13, ST ANDREW ST., HOLBORN, LONDON, E.C.



THIN TUMBLERS
(Demi-Crystal).



MADE IN VARIOUS SIZES ⅛ qt., ¼ qt., ⅕ qt., ½ pt., ¾ pt., 1 pt.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

LINES IN EVERY-DAY DEMAND
QUALITY AND FINISH
EXCELLENT

CASES & PACKING FREE.

THIN TUMBLERS OEMI CRYSTAL.

PRICE LIST.	25 dozen in case.	⅛ qt.	⅙ qt.	⅕ qt.	½ pt.	¾ pt.	1 pt.
	Plain	10d.	10½d.	11½d.	1/	1/5½	2/-
	Circles	1/3	1/3½	1/4	1/4	2/-	3/-
	Fern	1/2	1/2½	1/3	1/3	2/-	3/-
	Key	1/5	1/5½	1/6	1/6	2/4	3/3

15 dozen in case.

13, ST. ANOREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.,
13, ST. ANDREW STREET, LONDON, E.C.



The "Prism" Cut Flower Tubes.

4½ in.	6 in.	8 in.
3/6	4/6	5/6 per doz.

THE "PRISM" CUT TUBES

Packed in small Cases of 4 doz. each 3/-, 4/-, 5/- doz

Or in Cases of 12 doz. each at 2/9, 3/9, 4/9.

Cases and Packing Free.

13, ST. ANDREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Cut Hollow	6 to qt	25 dozen in case.	1/8 | 1/10
" Spike and Hollow	6 to qt		1/9 | 1/11
" Ball and Spike	6 to qt.		1/10 | 2/-
" Pan Flutes	½ pt.		2/- | 2/2
	¾ pt		3/- | 3/3
	1 pt	12½ doz	3/9 | 4/-

CUT TUMBLERS.

Special Assorted Cases, 6½ dozen each of the four patterns illustrated, 2nd choice, 25 dozen in all, at 1/9 per dozen.

THE "CLIMAX" ASSORTMENT.

13, ST. ANOREW ST., HOLBORN, LONOON, E.C.

THE "CLIMAX" ASSORTMENT OF CUT TUMBLERS.



Packed 6½ doz. each = 25 doz. in all in a case.
5 to quart size.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

50 dozen of any one of these four patterns in case.

THE "ARTEMUS" TUMBLERS

All one price.	1/- per dozen.	Case and Packing Free.

Economical Packing for Export. Cases measure 60 × 60 × 60 c/c.

13, ST. ANOREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

THE "ARTEMUS" TUMBLERS.
PRINTED DECORATIONS.



All Half-pint size. Packed in cases of 50 dozen.

HEAVY BOTTOM TUMBLERS OEMI CRYSTAL

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



— SPLENDID VALUE. —

MADE IN VARIOUS SIZES ⅛ qt., ¼ qt., ⅕ qt., ½ pt., ¾ pt., 1 pt.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

		⅛ qt.	⅙ qt.	⅕ qt.	½ pt.	¾ pt	1 pt.
Plain	Barrel, Conical, or Cylindrical	11½d.	1/-	1/1	1/3	1/6	1/11
	Flanged or Footed	1/1	1/2	1/4	1/6	1/9	2/3

— HEAVY BOTTOM —

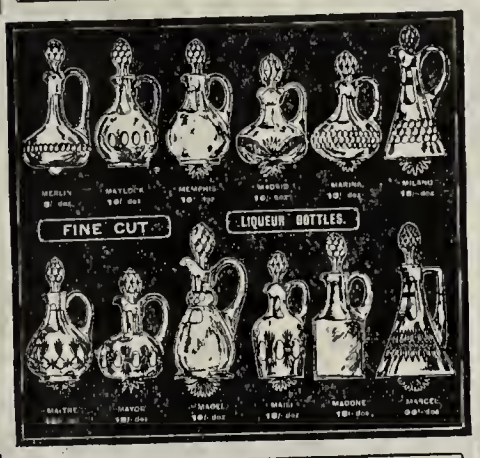
DEMI-CRYSTAL TUMBLERS,
PLAIN and CUT.

25 doz. in case. 1 pt. 12½ doz. in case.

		⅛ qt.	⅙ qt.	⅕ qt.	½ pt.	¾ pt.	1 pt.
Cut	Barrel, Conical, or Cylindrical	1/8	1/9	1/10	2/-	3/-	3/9
	Flanged or Footed	1/10	1/11	2/-	2/2	3/3	4/-

13, ST. ANOREW ST., HOLBORN, LONOON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

All these Bottles are in Crystal quality,
Packed as Required.

— BEAUTIFULLY CUT —

CRYSTAL LIQUEUR BOTTLES.

STOCK SAMPLE CASE CONTAINS	12 Assorted Pairs of 24 Liqueur Bottles.	The "MATLOCK" Assortment, £1 11 10 Case and Packing Free.

13, ST. ANOREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Packed In Cases of 12 dozen.	Thin Plain	2/9 per dozen
	Festoon Optic	2/9 "
	Cut Hollow	4/5 "
	Etched Circles	4/6 "
	Fine Engraved	4/6 "
	Cut Pillars	4/9 "

SPLENDID VALUE
. . IN . .
CARAFES AND UPS

THE "PREMIUM" ASSORTED CASE
Contains 1 doz. only of 6 assorted patterns
Cost of case £1 3 6 Case and Packing Free.

13, ST. ANOREW ST., HOLBORN, LONOON, E.C.



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

All these Bottles are in Crystal quality
Packed as Required.

— CRYSTAL —

CUT LIQUEUR BOTTLES
In Great Variety.

STOCK SAMPLE CASE CONTAINS	12 Assorted Pairs or 24 Liqueur Bottles.	The "MUNSTER" Assortment, £1 15 4 Case and Packing Free.

13, ST. ANOREW ST., HOLBORN, LONDON, E.C.

THE ANGLO-BELGE GLASS ASSOCIATION, LTD.



ANGLO-BELGE GLASS ASSOCIATION



THE ANGLO-BELGE GLASS ASSOCIATION, LTD.

Prices for Sugars and Creams, or Butters and Covers.

Plain	4/- doz.	Engraved	6/- doz.
Straight Optic	4/- "	Cut Hollow	6/6 "
Festoon Optic	4/- "	Cut Hollow & Cross	7/6 "

12½ dozen in case.

— CHEAP LINES IN —

BLOWN SUGARS & CREAMS & BUTTERS

The "IDEAL" Assorted Case as above contains:	6 doz., viz. ½ doz. each pattern Covered Butter, and the same in Sugars and Creams. Cost of case, £1 12 6

13, ST. ANOREW ST., HOLBORN, LONOON, E.C.

BRILLIANT CRYSTAL MOULDED DISHES



THE "RADIANT" (CRYSTAL).
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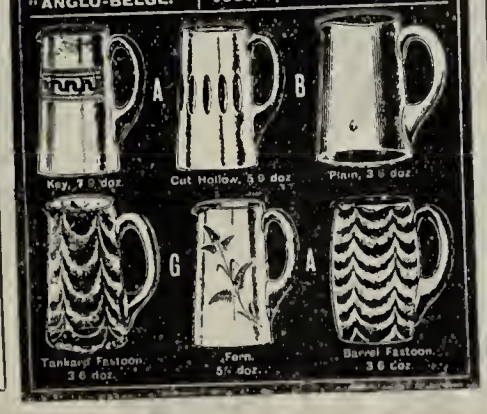
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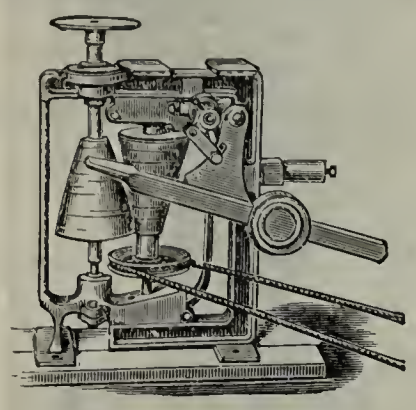




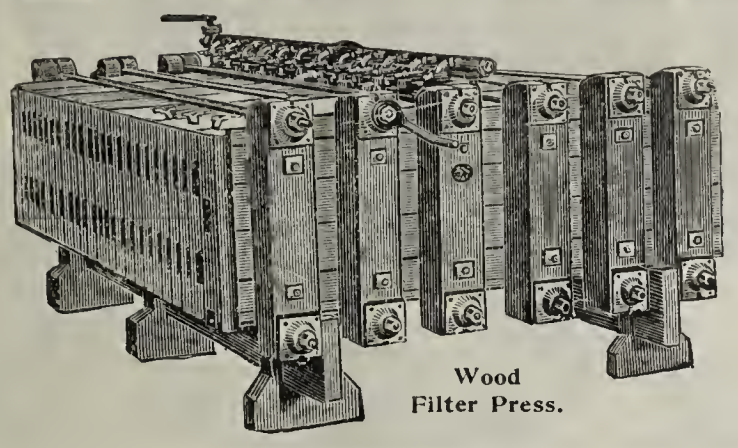


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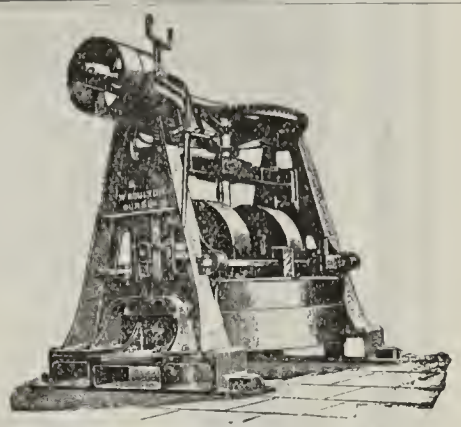
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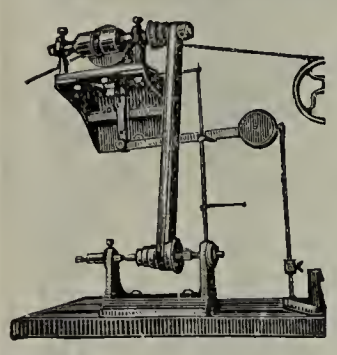
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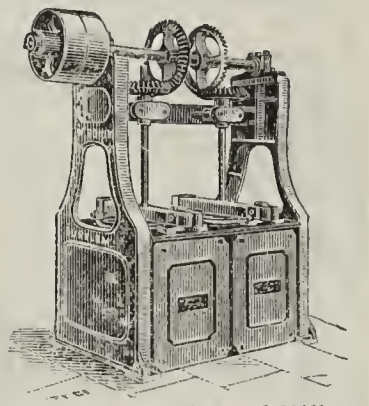
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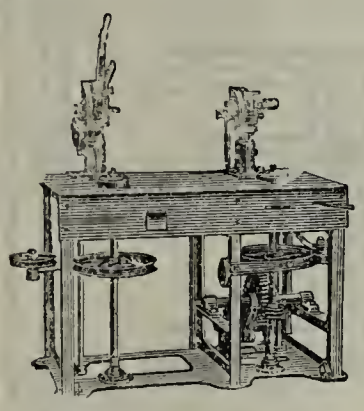
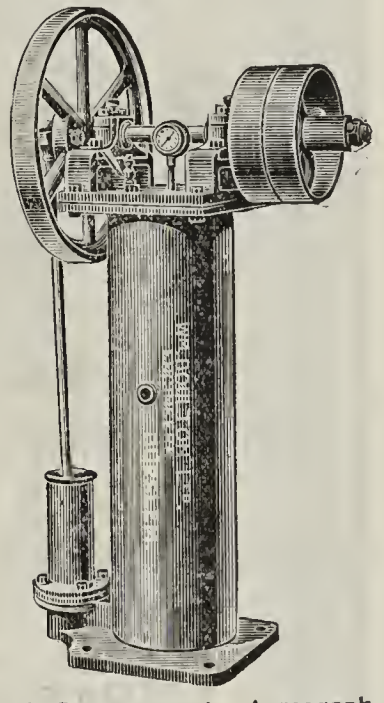
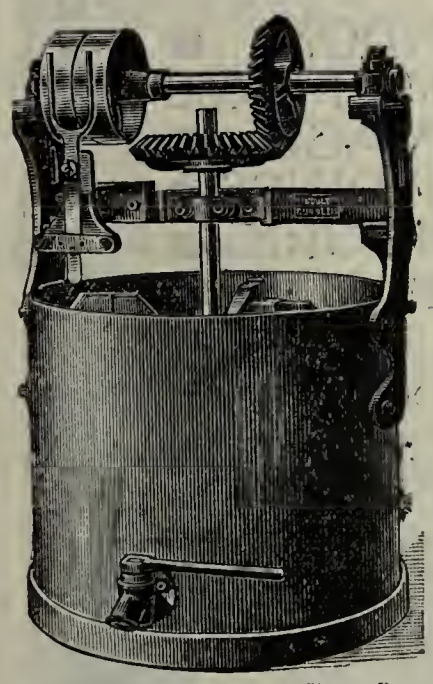


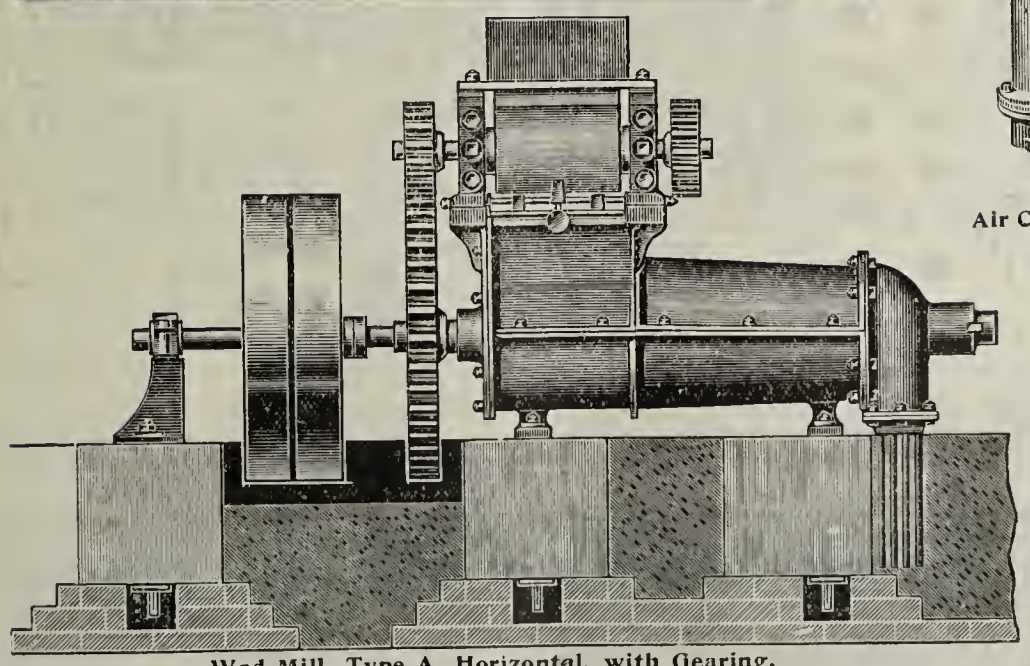
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A Great Opportunity for Trade with Canada.

The important announcement of the reduction in the postage on British Trade Journals sent to Canada means not only that these Journals will have a larger circulation there, but also that they will be more carefully perused than hitherto.

OUR LISTS OF CANADIAN BUYERS are very comprehensive, and are being thoroughly and constantly revised by visits to Canada and the United States of members of our staff, one of whom hopes to sail for the Dominion again shortly.

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Editorial Notes.

NEW OFFICES FOR THE "POTTERY GAZETTE."

OWING to the growth of their business in publishing trade journals and technical books, the proprietors of THE POTTERY GAZETTE have been obliged to take steps to secure the additional accommodation which has become necessary. They have accordingly acquired the lease of a corner building of five floors in a convenient situation and close to their present offices. Ample notice will be given of the removal, which will take place in June, as soon as the new premises have been fitted up and redecorated. With the additional facilities thus obtained it is hoped that THE POTTERY GAZETTE will enter on a new era of increased usefulness to its advertisers and subscribers, and to the trades it represents.

PRICES TOO LOW.

IS it not time that an earnest and united effort was made in the trade to increase prices? Scarcely ever in the history of either the china or earthenware trade have selling prices been so unremunerative for the manufacturer as is the case at the present time. All raw materials and coal stand at high figures, and many manufacturers have the hardest struggle which they have had since they entered the business to make a reasonable and equitable return out of their turnover. The maëlstrom of cheapness has violently attacked the pottery and glass trades. Surely something can be done to put more heart into the trade and a better margin of profit into prices. It is, at all events, worth the attempt.

CONTINENTAL CHINA DEARER.

AN announcement was received by the mail arriving in England on the 16th ult. that will be read with no little satisfaction by English china manufacturers. Just when we in this country are considering even more seriously than ever what we can do to prevent or at any rate to minimise the free importation of Continental china into our home markets in competition with our own productions, the German association of china manufacturers has done something in that direction itself. A circular letter was received by all the principal buyers in the United Kingdom on the date named, intimating that all the firms belonging to the Continental China Manufacturers' Association find themselves compelled to raise their prices. As they are generally supposed to produce much more economically than we in this country can, the reasons given for this advance are worth noting. They say that for many years the prices of coal, colours, and other raw materials, bank interest, and other charges have materially increased, and they point out that it is easy to see that manufactured articles cost much more to produce than formerly, and it is therefore impossible for them to continue to sell at the prices heretofore charged. In consequence of these altered conditions, the manufacturers are compelled to advance their prices to the extent of 20 per cent. They also state that the advance comes into force immediately. We are glad to be able to congratulate British manufacturers on the fact that their competitors abroad have relaxed the

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severity of the competition, which, it is said, has so injuriously affected our home production. An advance of 20 per cent. is not enough to shut out all lines in Continental china from our markets, but it will exclude some, and will reduce the severity of competition in others. There is one point the circular (which we have before us) does not make clear. Are Continental manufacturers advancing prices in their own markets, or are they merely discontinuing "dumping" in our markets?

TRADE JOURNAL POSTAGE TO CANADA.

OUR readers will, we are sure, join with us in welcoming the announcement which was made last month concerning the new Canadian postal arrangements. British trade with Canada has been much hampered by the preferential postal rates given to American trade journals by the Canadian authorities. The postage on periodicals sent from the United States to Canada for a number of years has been at the rate of one halfpenny per lb. The copies are not weighed separately, but in bulk, so that it has been possible to send an American trade journal weighing exactly eight ounces from New York to Vancouver, a distance of over three thousand miles, for one farthing. At last this anomaly is to be remedied, and American trade journals sent to Canada will in future pay the rates which are now charged on British trade journals. The postage on the latter will also be considerably reduced. Our trade journals will have a preference as well over both British and American price-lists. In future, the postage from the United Kingdom and Canada on registered newspapers and on *bona fide* magazines and trade journals (published at regular intervals of not more than one month) is to be reduced to the rate of a penny per pound on each packet, the charge on packets not exceeding two ounces remaining at a halfpenny. The present limit of weight of 5lb. for a packet will be maintained; and certain administrative regulations will be laid down by the British Post Office which will be published shortly. This special reduction will place Great Britain in the future in at least as favourable a postal position towards Canada in regard to the articles in question as that occupied by any other country. The reduction is based on a consideration of the very special and peculiar position, geographical and otherwise, occupied by Canada; and is granted also in consideration of the fact that the Dominion Postmaster General undertakes to carry free of ocean transit charges all British newspapers, magazines, and trade journals sent from the United Kingdom to Canada, by vessels under contract with the Canadian Government. Thus the British Post Office will be relieved of the cost of such transit charges on the articles in question, approximately $2\frac{1}{6}$d. a pound The arrangement will remain in force for a period of four years unless previously modified or concluded by mutual agreement. It must not be thought that trade journal publishers will pocket the saving in postage. On the contrary, much more than this difference in postage will be spent in giving a greatly increased circulation in Canada for British trade journals. Manufacturers and merchants wishing to develop their trade with Canada have now a golden opportunity placed before them. The trade journal publishers of the United Kingdom are fully alive to the openings for British goods in Canada, and will place their papers in the hands of buyers throughout the Dominion, and it is to be hoped that they will have the satisfaction of seeing British manufacturers placing their announcements in these journals in a manner worthy of our national reputation for alertness and readiness to "take at the flood" the tide which "leadeth on to fortune."

A GREAT FAMILY GATHERING.

FAMILY gatherings constitute one of the most agreeable features of our British home life. Drawn together by a common bond of consanguinity and affection, the different members of a family, however widely apart they may have drifted in geographical or social position, meet together with those who, from duty or inclination, have remained beneath the parental roof. They exchange kindly greetings, compare notes, and render mutual assistance; then, when the time comes for the meeting to break up, all feel that the family ties have been strengthened, and each goes out to the world again with the helpful assurance that he or she does not stand alone and unsupported in facing the labour and the struggle of life. It is, we think, largely an extension of this family feeling which has enabled the British race to build up an Empire different in constitution to any which the world has ever shown before. Our Colonies have been developed, not exploited. They have been treated as children, not as servants. And the result is that we can confidently hope that the British Empire will stand and endure through the ages. Like all human bodies, the ancient empires of the world contained within themselves the germs of decay and death, and, in the time of their weakness, these wrought their fatal work; but the British Empire, in the kindly feeling existing between its different sections, has a perpetual fount of fresh and vigorous life which counteracts such destructive influences. We think we may justly compare the Colonial Conference now being held in London to one of the old-fashioned British family gatherings to which we have referred. In widely separated lands and under widely different conditions the sons of this old land of ours are working out their varied problems with the patience and adaptability which are among the most constant of our national characteristics. Many of these problems they are able to settle, and must settle, in their own way—sometimes a way we cannot altogether appreciate. But there are other, common, problems, affecting the Empire as a whole, which can only be adequately dealt with by the representatives of the whole Empire. There are points, too, on which the Colonies can advise one another, or the mother country can advise them, or—yes, we have to confess it at last—on which they can advise the mother country. So, from Orient and Occident, from Arctic and Tropic, through their representatives, our kinsmen come to attend the Family Gathering of the British Empire. We are glad to add our note, as an organ of public opinion, to the great chorus of welcome which is rising from Court and Parliament, from press and pulpit, from chamber of commerce and crowded street. We trust that the visit of the Colonial ministers may prove pleasant to them, personally and individually; that it may be productive of much practical benefit to the Empire; that its proceedings may be kept free from any suspicion of exploitation by our rival political parties; that it may not break up without having established some permanent court or council for discussing urgent matters of Imperial import as they may arise; and, finally, that the Conference may strengthen the ties of respect, affection, and fellowship which are the firmest possible bonds of union in any community. Let him who will make light of sentiment; it is, nevertheless, written large on the pages of history that sentiment, or feeling, to use the better, more English, word, has been the greatest of the dynamic forces which mould the fates of nations. Sentiment or feeling inspires movement, and is the spur of action; while thought or calculation is the curb or break causing deliberation, hesitation,

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and often mere passivity, preventing us from reaching out to seize our opportunity before it is too late. The Conference merits this much notice, and even more, from us as a Trade Journal, for some of the most vital Imperial questions are also trade questions. The strongest of our commercial rivals would give untold sums to possess such Colonies as ours, for they realise, if we do not, how true a source of strength these vast possessions, allies, and dependencies can be. As a great manufacturing nation we need abundant supplies of food and raw material, and wide markets and also outlets for our surplus capital and population. As young and growing countries the Colonies can supply these requirements fully, and with benefit to themselves. We plead, then, for a free, unprejudiced, and impartial discussion of all questions connected with trade and commerce that may be brought before the Conference. As, in the Family Gathering, all minor differences and paltry jealousies are set aside, and the good of all is the ultimate desire of the whole company, so let the one object of the present meetings be to strengthen and preserve in its entirety the rich and prosperous, great and glorious, civilising and beneficent community known as the British Empire.

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

RAILWAYS AND TRADERS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—At page 349 of your current issue, in the report of a trial for goods not delivered to time, the plaintiff's counsel said: "If they had sent the goods before the cheque was cleared, they would have had the right of stoppage in transit on the railway." The judge having made no remark on this statement, I presume he considered it good law. Now, as opposed to this opinion, I have always thought that the moment a carrier accepted and signed for goods the vendor lost all right in them, except as against the purchaser, and it would appear that this *is* carrier's law, for in cases where I have requested stoppage *en route*, I have always had to indemnify the railway company against possible damages.—Yours, &c.,

20, Bartlett's-buildings, E.C. G. G. MACWILLIAM.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Apropos of ours in your March issue, we have the pleasure to inform you that our objection to this form (which makes manufacturers subscribe to the statement that their goods are not properly protected by packing, &c.) has been sustained by the Board of Trade, and a communication made to the North-Eastern Railway, which has resulted in a letter to us from the North-Eastern Railway, withdrawing this objectionable form of consignment and reverting to the old form, and stating that, as they have met us in this respect, they will be glad if we will withdraw our complaint to the Board of Trade. The lesson to be drawn from this is: When traders have a legitimate cause of complaint, if a proper statement is made of it to the proper quarter, there is every reason to believe it will be remedied.

Another very important matter to pottery manufacturers is the classification of pottery goods, *i.e.*, flower-pots, unglazed, are carried under Class C, at, for a given distance, 7s. 6d. per ton. Yet if the same pots are glazed, they are placed under Class I, and for same distance are charged 10s. per ton. Surely this is an anomaly that requires remedying. The same anomaly exists in the higher branches of earthenware and china, and even more incongruous, as to crates, casks, or hampers.

These are points you will, perhaps, allow to be ventilated through your columns,—Yours &c.,

Sunderland, March 26. BALL BROS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I notice in this month's issue that you have an editorial on Preferential Railway Rates. This was a matter that came up at our conference with the Railway companies at the Board of Trade on March 6. Mr. Partington, of the L. & N.W. Railway, stated that the railway companies gave no preference in rates to goods from abroad, and that there were no through rates from the Continent. The following is an example of many that could be quoted. From Bonn on the Rhine to London warehouse *via* Harwich and Great Eastern Railway is 28s. 4d. per ton for earthenware packed in cases; the rate from Harwich to London for the same is 31s. 8d., so it is cheaper from Bonn than from Harwich. Another rate that is just as convincing, is that from Rotterdam to Liverpool *via* Hull of 29s. 6d. per ton; the rate from Hull to Liverpool is 36s. 8d. for same goods in similar packages (cases). I am glad to see that the question of London Show Days is being taken up. My committee have had this under discussion at various times, and have come to the conclusion that as at present it is very awkward for country buyers, who generally visit London on Wednesday or Thursday, and that an alteration to those days would be for the benefit of all. One agent, who now opens every day, informed me that he often gets more buyers on a Wednesday and Thursday than Tuesday and Friday. If the China and Glass Dealers' Association is approached on the subject, we should be very pleased to do anything in our power to bring about the desired alteration, and would approach the agents on the matter. One item more, and that is, I hope as many dealers as possible will attend our annual meeting on May 30; non-members of the association will be heartily welcomed, and discussion on many subjects of interest to the trade will take place.—Yours, &c.,

A. E. WATSON, Sec. The China and Glass Dealers'
April 19, 1907. Association of the United Kingdom.

TRADE SHOW DAYS IN LONDON.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I quite agree with your correspondent, "One of the London Agents," in the current issue of the POTTERY GAZETTE, as to the advisability of altering, if possible, the china and glass trades' show days from Tuesday and Friday to Wednesday and Thursday. In every way, I think, the change would be to the advantage of agents and their clients. I trust the matter will not be allowed to rest, but that steps will be taken in the early future to bring about the much-desired alteration.—Yours, &c.,

London, April 12. MANCHESTER.

ANSWERS TO CORRESPONDENTS.

L. J. (Yorkshire).—There is no more complete scale of prices for china and earthenware than the one in the POTTERY GAZETTE Diary.

James D.—We send you four names of makers. We do not say which is the best, and have arranged the names alphabetically to avoid giving preference. They are all good and will serve you well.

A Retail Dealer.—For the quantities you want you will find it more convenient and cheaper to deal with a wholesale house. You will then have one account instead of eight or ten.

Beginner.—Your customer should pay you rather more than ordinary price for matchings. They will probably cost you more.

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COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

IV.—COMPARISON OF THE THERMAL EXPANSION OF FLOOR TILES AND CEMENT.*

By J. W. Mellor, D.Sc.

THE occasional springing of floor tiles from the cement in public buildings has raised the question whether fluctuations of temperature will cause floor tiles to expand more or less than the underlying cement, and thus separate the one from the other.

There is no doubt that the separation does occur, and in that case the diffusion of air through the tiles will probably form a cushion of air between the cement and tiles. If the temperature of the cushion of air be raised, an expansion of the air may take place more rapidly than the air can escape. The tiles may be forced upwards with more or less violence. But this is quite a secondary effect. It has nothing to do with the primary separation of tiles and cement.

The present communication deals with differences in the thermal expansion of tiles and cement mixed with varying proportions of sand. I have measured the thermal expansion of "easy," "hard," and correctly fired" floor tiles from a number of leading manufacturers. The numbers are indicated in Table I. Here "a" denotes the "mean coefficient of linear expansion" between 15 deg. and 100 deg.

Table I.—Thermal Expansion of Floor Tiles.

Coefficient of thermal expansion $\times 10^{-7}$

No.	Easy	Correct	Hard
1	73	73	71
2	70	69	70
3	68	69	67
4	73	70	68
5	68	66	64
6	71	69	69
7	77	76	73
Mean	71·4	70·3	69·0

Each number in Table I. represents the average of from three to five measurements.

The thermal expansions of mixtures of Portland cement and sand were next determined. The raw materials were taken from sacks containing sand and cement, like that which had been used for laying some floor tiles which had afterwards "sprung." The samples were supplied by the builder.† The numbers are indicated in Table II. :—

Table II.—Thermal Expansion of Mixtures of Cement and Sand.

Per cent. Cement	Sand	$a \times 10^{-7}$
100	0	92
90	10	88
80	20	85
70	30	71
60	40	69
50	50	66
40	60	64‡
30	70	63‡
20	80	63‡

The numbers are easy to understand. For the sake of illustration, let us take the first sample indicated in Table I. This means that a 1-in. tile will become 1·0000073 ins. when heated 1 deg., and a 6-in. tile will increase $6 \times 0{\cdot}0000073 = 0{\cdot}0000438$ in when heated 1 deg.; or, $0{\cdot}0000438 \times 10 = 0{\cdot}000438$ in. when heated 10 deg.

In general, if l denotes the original length (or width) of any tile at any given temperature, t the rise of temperature—that is, the difference between the original temperature and the temperature of the heated tile—the new length of the tile at the higher temperature will be :—

$$\text{New length} = l + a \times t \times l.$$

Suppose, for example, No. 1 "easy" tile is 6 ins. long at 10 deg., it will become, at 20 deg.,

$$6 + 0{\cdot}0000073 \times 10 \times 6 = 6{\cdot}000438 \text{ ins.}$$

Suppose, further, that 6-in. tiles are laid in "floating" cement made from the mixture: Cement, 60; sand, 40; and that the whole is heated 10 deg.

New length of one 6-in. tile	6·000438 ins.
New length of 6 ins. of cement	6·000414 ,,
Difference.....	0·000024 ,,

Otherwise expressed, the difference in length between the 6 ins. of cement and 6 ins. of floor tile is only 0·000024 ins. for a rise of temperature of 10 deg. (C., *i.e.*, 18 deg. F.—or say, from 32 deg. F. to 50 deg. F.).

I used the extremely delicate interference method of Fizeau for measuring the thermal expansions.* The Staffordshire Education Committee fortunately have the necessary equipment in their Pottery Laboratory. Details of the method have been so often described that a repetition is unnecessary. Microscopic cover glasses were cemented to the ends of prisms of the tiles with zinc oxychloride cement. After standing between three and four weeks, the prisms were heated about a week in a steam oven. The thermal expansions of the prisms were then measured. The results were checked by means of a prism of rock crystal treated in a similar manner. The cracking of the cover glasses on handling caused so much trouble that I shall, in future, put a soft enamel on the ends of any prisms I wish to measure, and polish a plane reflecting surface on the enamel.

The prisms of cement were made by cutting a "V" in a wet plaster of Paris block, lining the "V" with wet paper, and pressing the cement into the "V" opening. In a few minutes the paper with the cement prism could be lifted out. The latter was allowed to set in air for five weeks. Cover glasses were cemented on the ends of the cement prisms as before.

Conclusions.

(1) The mean linear coefficient of thermal expansion of commercial floor tiles is nearly 0·000007.

(2) The difference in the linear thermal expansion of average floor tiles and mixtures of cement and sand is of the order of about 1 in. per 10 miles of tiles per 1 deg. C. (or 1 in. per 18 miles of tiles per 1 deg. F.).

(3) This difference is probably too small to produce a strain between the tiles and cement sufficient to cause a separation, with ordinary atmospheric variations of temperature.

(4) For any given mixture of cement and sand, the difference in the two expansions is greater the more easy fired (porous) the tile. In other words, the "harder" the tiles are fired, the less the expansion of the tiles on heating.

(5) For any given tile, the difference in the two expansions is greater the less the amount of sand mixed with the cement. In other words, the greater the amount of sand mixed with the cement, the less the expansion.

I have another communication to make on a more probable cause of the springing of floor tiles. As a matter of fact, when the tiles do spring, the fault can usually be traced to mismanagement in the "cementing."

I wish to express my indebtedness to Messrs. T. & R. Boote, Ltd., Burslem; Campbell Tile Company, Stoke-upon-Trent; Carter & Co., Poole; Craven Dunhill & Co., Jackfield; J. C. Edwards, Ruabon; Maw & Co., Jackfield; G. Wooliscroft & Son, Hanley, for supplying me with samples.

The Imports of San Domingo during the first six months of 1906 included the earthen, stone and chinaware to the following values :—United Kingdom ($489) $1,664; United States, ($184) $387; Germany ($7,940) $10,771; France, ($617) $236; Italy, $32; Spain ($14) $22; Porto Rico, $7; other countries $12; total ($9,244) $13,131. Where available the value of the import for the corresponding period of the preceding year is given in brackets.

Rare Old China.—The late Mrs. Lewis-Hill's collection of old porcelain was sold by auction at Christie's Rooms, on the 18th ult. Many pieces were the objects of keen competition. A Worcester dessert service, painted with the Royal Arms, and presented by William IV. to the Earl of Errol, fell to Mr. J. Rochelle Thomas's bid of 115 gs.; while a pair of old Nankin bowls, mounted with ormolu handles, went at 135 gs. (C. Davis). Coming to Sèvres, a cabaret, painted with garden scenes and Cupids, made 175 gs. (C. Davis); a vase and cover decorated with pansies, and mounted on Louis XVI. ormulu foot, 300 gs. (Harding); a dessert service, painted with flowers, 155 gs. (Wills); and a pair of Vincennes figures of reclining nymphs, mounted on Louis XV. ormolu plinths, $6\frac{3}{4}$ in. high, 520 gs. (C. Davis). Two Dresden groups also sold well, a group of lovers, 7 in. high, securing a bid of 230 gs. (Partridge); and Madame de Pompadour's spaniel seated on a cushion, $10\frac{1}{2}$ in. high, 390 gs. (Partridge).

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* From *Trans. Eng. Cer. Soc.*, 5, 159, 1906.

†I assume that the size of the particles of cement and sand, as well as the quality of each, is fairly representative of commercial samples. W. D. Pence (*Engineering News*, 46, 380, 1901) gets numbers a little greater than mine, for concrete made from the mixture: cement, 1; gravel, 5. His number is 0·0000055 per deg. F.

‡The last two or three numbers are not reliable. The material was too friable to allow a firm grip to be taken in the instrument.

H. Fizeau, *Ann. Chim. Phys.* (4), 2, 143, 1864; (4), 8, 355 1866: J. R. Benoit, *Travaux et mémoires du Bureau international des Mésures*, 1, 1, 1881; 6, 1, 1888; H. le Chatelier, *Comp. Rend.*, 1082, 1046, 1889.

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Burtles, Tate & Co., Poland-street, Manchester, have well-lighted showrooms at Buchanan-buildings, 24 and 26, Holborn, London, E.C. They are represented in London by Mr. John Burtles, who has the samples well displayed. The rooms are on one of the upper floors, but there is a comfortable lift constantly running so they are as conveniently reached as though they were on the ground floor. Epergnes are always leading features in the firm's samples, but some new patterns make them specially attractive just now. They are specialists in epergnes and flower stands, vases and tubes of all kinds, and are very happy in their many colour combinations. We illustrate two of their new and large flower stands. One very handsome epergne has ruby vases alternating with flint leaves. It is an attractive piece, and with flowers makes a fine ornament for a table centre or for a sideboard. The firm are showing a new range of threaded vases with green threads on flint body. These vases are made in all sizes. They make a fine show with goods in the popular Uranium, with which their name is so closely identified. The public seem to retain their partiality for this very pretty colour. They are showing an interesting fancy line. It was made really for the Irish Exhibition, but it is very likely to take well in England also. This a gipsy kettle, in imitation of Irish bog oak, suspended on a tripod of glass rods. The kettle is black glass, and is an excellent imitation of the famous old oak, while the glass rods from which it hangs are of lighter glass. Sugars and creams, and many other small pieces are also made in "bog-oak." Several new ranges of spills in various shapes, and each in many sizes, are amongst the new samples. The "Rose" blocks are selling very freely. They are circular blocks of flint glass perforated all over with holes for taking the stems of cut flowers. The blocks are placed in flower bowls, and the flowers are kept in position by them. They are made in three sizes. As usual they make a good show with their suites of table glass, and have one or two new patterns. They are noted for the variety of their small goods, and have introduced a number of pretty pieces in what are known in the trade as "penny lines"—marvellous goods at the price. But fancy flower stands and epergnes are their strongest lines, and they are very successful in their colour combinations. Mr. Burtles shows samples of goods for mounting and of globes and shades for gas, incandescent and electric lighting.

Henry Alcock & Co., Ltd., carthenware manufacturers, Cobridge, have their London showrooms at 26, Ely-place, Holborn, E.C., where they are represented by Mr. James D. Stove. Their principal lines are toilet services, dinner and tea sets, and fancy table ware in semi-porcelain. They always have a large and varied assortment of samples on show at the London rooms, but they are frequently adding to them. They have recently sent up some new toilet services they have just brought out. The "Chandos" meets the present preference for tall ewers. The "Chandos" ewer is a graceful form, with slight embossments, which are quite in keeping with the outline of the jug. The small medallions placed near the neck of the ewer are an effective feature in the design. The ewer is well modelled, and has a useful, deep, and oblong basin. It is not exactly an oval, but certainly is not square. Oblong seems the most convenient description of the shape. It is shown in shaded art colours, a decoration that suits the form very well. The same shape is also shown in several new decorations. We show the "Chandos" ewer and basin in our illustration. The "Kendal" toilet ewer and basin are shown in our illustration, and the shape is seen in several pretty printed, gold traced, and decorated patterns. The basin of this set has a flat rim, and is decorated inside and out. The company are now supplying a very large number of toilet shapes in effective shaded and printed and gilt patterns. They have also added to their samples of dinner ware in neat and attractive decorations. Some good shapes with rich cobalt blue bands and coloured borders are shown. Fancy borders inside the blue bands are popular just now, and the company show many good



[*Photo by "The Pottery Gazettte."*

BURTLES, TATE & CO.

specimens of them. They have a number of suites of table ware in bright attractive floral decorations, including rosebuds, violets, buttercups, &c.; these are coloured naturally. They are applied to teapots, jugs, sardines, cheese stands and covers, trays and biscuit boxes. Many other decorations are also applied en suite to all table ware. Our illustration includes a teapot and a hot-water jug as specimens of a large number. The range of teapots includes several new shapes. The company submit several art pots—well-modelled forms in many sizes and various decorations. The company, of course, show a full line of their white spiral ware. They are also showing the same spiral shapes ornamented with rosebuds, violets, and other flowers.



HENRY ALCOCK & CO., LIMITED. [*Photo by "The Pottery Gazette."*

Grimwades, Ltd., Winton, Stoke, and Elgin Potteries, Stoke-on-Trent, have extensive and well-arranged showrooms at Winton House, 13, St. Andrew-street, London, E.C. Large as these rooms are, Mr. John Sayer, their London representative, has barely room to show the multiplicity of samples that are wanted in London. The patterns he shows do not include a large number of specialities made by the company for other markets. Mr. S. R. Grimwade takes a personal interest in the London trade, much to the relief of the London representative, who, by the way, I am pleased to see at business again after a protracted illness. Both Mr. Grimwade and Mr. Sayer were at the showrooms when I called, and it is satisfactory to learn that both speak well of the London trade as far as their business is concerned. They have just perfected alterations in their methods of firing, which give them splendid results in colours. They have adopted a new system of utilising gas in the "Climax Kiln," which gives the colours a brilliancy unattainable by their other methods. The effect of this firing on their turquoise, for instance, is most satisfactory. Samples of toilet ware, with turquoise decorations fired in the old and in the new way are shown side by side, and the difference is most marked. The same effect is produced in other colours and in all decorated goods. Grimwades, Ltd., are certainly enterprising, and are constantly experimenting with new methods and processes. I understand the improvement in their colours just secured does not entail any addition to the price of the finished goods. There are so many additions to their samples since I was last at their rooms that it is not easy to select the few only that can possibly be mentioned here. The company are always particularly strong in toilet ware, and yet in that branch they are showing several attractive novelties. But these have not displaced the "Royal Georgian" designs brought out last Christmas which are on show in pleasing variety. The new toilets include the "Ajax" and the "Hector," two art shapes that are sure to be appreciated. They have both tall ewers and deep round basins. We give an illustration of the "Ajax" ewer and basin, which shows the artistic modelling. The



THE "AJAX."



THE "POMA."



THE "TIBER."

plain panels will lend themselves admirably to all kinds of enamelled ornamentation, but the samples shown me presented pleasing effects in art shades—celeste, apple green, bronze green, crushed strawberry, &c. The "Hector" shape is modelled somewhat on the same lines as the "Ajax," and that also is submitted in various art shades. In quite another style is the "Lux," a useful and neat servants' toilet set in various printed patterns at a reasonable price. I was shown a number of new flower vases. One decorated in the "Adam" style, with festoons of roses, is made in five sizes. These have a band (blue or green) in the bright colours the company are now producing. We give an illustration of the "Poma" flower vases (1646). Apples are introduced into the embossments, and the heart-shaped panels are filled with the Suffolk rose, fawn-shaded and gold edge. The other vase illustrated is the "Tiber," a new art design specially suited to the coming season. It is a really good shape with tasteful embossments, and is supplied in amber, brown, dark green, light green, and peacock blue. The "Hector" vase is the same design as the toilet service of the same name. The design is registered. There are several other new flower vases with shaded grounds and stippled in gold, or with gold edge. A pleasing new line is a nursery toilet ewer and basin—pretty miniature pieces that children will be delighted to use. They are decorated with illustrated quotations from nursery tales. Another fancy line is the "Brownies" Heraldic China. Quaint and amusing figures ("the Brownies") are on each piece in conjunction with coats of arms of any county or city to order. The company are showing many new decorations applied to all table pottery "en suite." Amongst them may be mentioned the "Louis," the "Adam," and the "Urbino" suites. The last-named is at once one of the newest and one of the most attractive. It has a border of pretty roses backed with a heavy band of gold in Empire style. The pieces have solid gold handles, and altogether the design is chaste and novel. Several handsome pedestals and vases deserve a passing notice, since I have not space to say more. The "Hector" pedestal and pot are, together, 33 in. high, and are variously decorated. The "Tivoli" is another tall one, while the "Poppy" standing 23 in. high, is shown in bronze-green and light green, or in brown and light green—both pleasing combinations.

The Alexandra Porcelain Works, Turn-Teplitz, Austria, have fine show-rooms at 155 and 156, Audrey-house, Ely-place, Holborn, E.C., and are now represented in London by Mr. W. M. Schofield. Mr. Schofield has for some time represented the works in the provinces, and in addition to that he had a previous extensive experience in the trade. He had part of that experience at some Staffordshire potteries, and part of it in the distributing trade in London. He is, therefore, well qualified to handle the useful and fancy pottery coming from the Alexandra Porcelain Works. Mr. Schofield will continue to represent the works in the country, and will look after the London agency in addition. The showrooms contain a large collection of samples, and they consist of almost every line in pottery. There are tea and breakfast ware, dessert services, dinner ware, trinket sets, and other kinds of useful domestic china; but the principal lines appear to be in ornamental pieces, particularly in terra-cotta figures. The variety of figures is extraordinary, and is not often exceeded by one house. A very brief glance at the samples is enough to show they are foreign goods. Whether foreign modellers are permitted greater latitude than those on English works or not, they seem to make freer use of the female form in their various productions, not only in figure subjects proper, but in connection with a number of other terra-cotta and porcelain productions. For instance, there is a tray—presumably a card tray—with female figures on each side. The collection of terra-cotta figures is very large, and they are of every character. Those of a military and historical character predominate. The boldness of conception displayed by the artist in some of the figures shown is marvellous. We illustrate one of these very striking figures—an early Saxon warrior in armour, and in a characteristic attitude. This is a fine piece of modelling, and is a good specimen of the firm's speciality. Portrait figures of celebrities past and present are in abundance, while in miscellaneous figure ornaments subjects are taken from every class. Terra-cotta plaques include portrait busts of historical, military and musical notabilities. There are china goods in almost greater variety than the terra-cotta. Candelabra beautifully coloured and china flowers in excellent imitation of nature are provided for table decorations. There are very fine terra-cotta panels, inexpensive but highly ornamental and, I am told, very durable. Trinket sets, pot pourri vases, and useful sundries are shown in abundance.

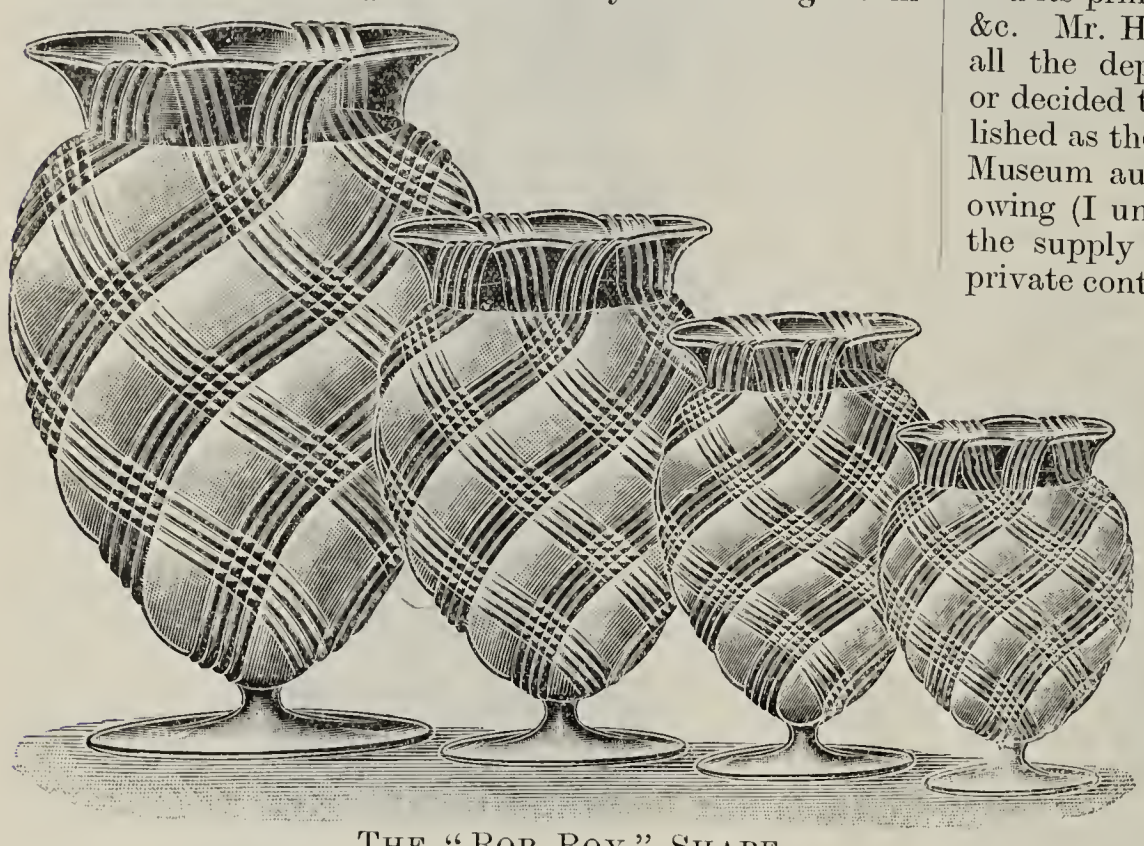


[*Photo by "The Pottery Gazette."*

ALEXANDRA PORCELAIN WORKS.

The Anglo-Belge Glass Association, Ltd., 13, St. Andrew-street, Holborn, London, E.C., are sole concessionaires of important Belgian and Swedish glass manufacturers. They are supplying crystal and demi-crystal table glass in great variety. For the coming season there is a good line

in the "Brilliant" series of richly cut glass flower tubes in cases of six dozen assorted sizes and shapes. Another seasonable line shown is the "Prism" cut tubes, packed in small cases. The variety of their patterns in flower tubes is bewildering. There are shapes and decorations to please all tastes, and practically at all prices. The new "Waverley" series of crystal flower tubes, vases, and bowls is supplied in upwards of a hundred varieties. There are many shapes—the "Rob Roy," "Ivanhoe," "Roderick," "Montrose," "Rosamund," and many others, all the shapes being named after some character of Scott's. We give an illustration of the "Rob Roy" shape, which has the same decoration as all the others—the "Waverley"—a sort of Tartan plaid. They are supplied in several colours, and stocks are kept in each colour ready for immediate delivery. Crystal optic flower tubes with broad gold band on top are conveniently packed in small cases assorted. The samples shown of cut crystal decanters are numerous and pleasing. The shapes are good, and the decorations neat. Cut liqueur bottles are packed in small cases containing assorted pairs. The Association show samples of demi-crystal table glass in great variety. The "Cecil" suite of plain thin glass is supplied in cases of convenient size. A small sample case is made up as a sample package. There are samples shown of a number of suites variously decorated all in brilliant quality of glass. Other samples include cheap tankard jugs, caraffes and cups, thin sugars, creams, and covered butters, and plain, cut, and etched dishes in many shapes and sizes.



THE "ROB ROY" SHAPE.

Parliamentary Notes.

The Merchandise Marks Bill.—On April 15 the Standing Committee on Trade of the House of Commons met to consider the Merchandise Marks Bill. Mr. Eugene Wason presided. At present, goods imported from abroad have to bear a definite indication of the country of origin, and the object of the Bill, which has been introduced by Sir Howard Vincent, is to substitute for that a general indication of "foreign" or "imported." Mr. Boland moved an amendment that the indication should appear on each separate article enclosed in a package. Mr. Lloyd George said that so far as the amendment was practicable it was already in accordance with the practice of the Customs, and the amendment was withdrawn. Mr. Lloyd George moved a series of drafting amendments, the object of which, he said, was to make it clear that the alteration in the law was confined to changing the words "Made in France" or "Made in Germany" to "Made abroad." The effect of the Act of 1887 had been to give a great advertisement, more especially to German goods, and the object of the Bill was to minimise that. The amendments were accepted, and the Bill as amended was ordered to be reported to the House. It was agreed that the Bill should come into operation next January.

Leadless Glaze in Government Offices.—In the House of Commons, on April 12, Sir Charles Dilke asked the First Commissioner of Works how far the suggestions made by him to various public departments as to the desirability of using leadless glaze since July 26 last had led to satisfactory results; and how far other refreshment committees of Government offices were prepared to take action similar to that of the Home Office, Paymaster-General, Royal Mint, Royal Courts of Justice, and the General Post Office and its principal branches, such as Edinburgh, Manchester, &c. Mr. Harcourt's reply was:—I have ascertained that all the departments communicated with have adopted, or decided to adopt, the china and eathenware glaze established as the standard by the Office of Works. The British Museum authorities have not yet taken the same course, owing (I understand) to special difficulties connected with the supply of refreshments there being in the hands of private contractors. The departments have been furnished with all necessary information as to the articles which the Office of Works uses and as to the price at which they can be obtained. Arrangements have also been made with the Office of Works' contractors to supply articles to these departments, on their request, at the rates in the contracts with my office.

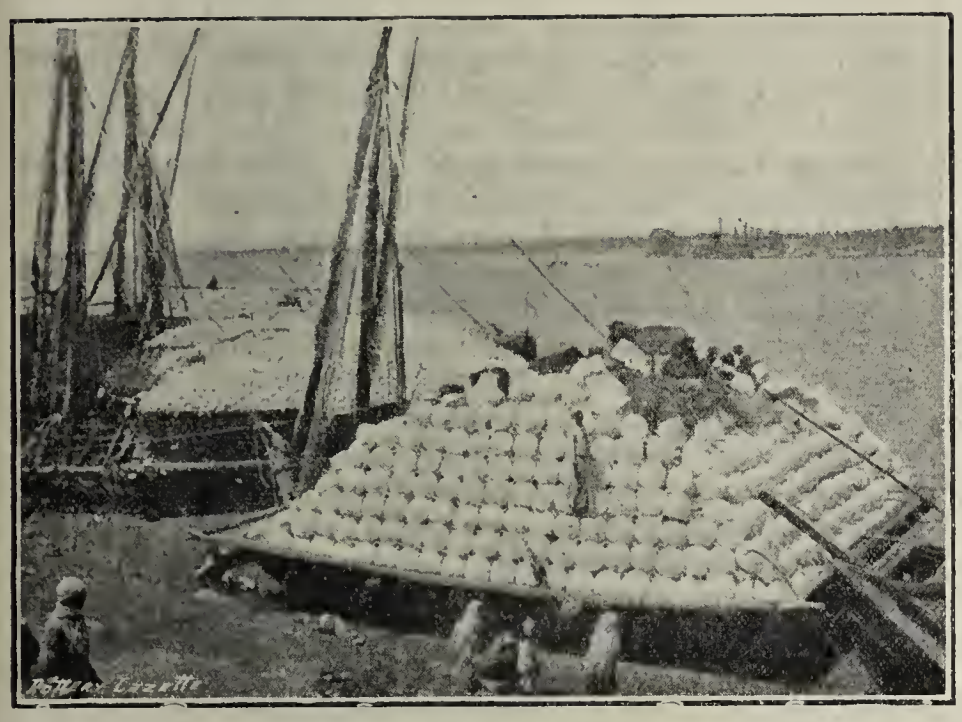
Medical Examination for Lead Poisoning.—In the House of Commons on April 23, Mr. Wedgwood asked the Secretary of State for the Home Department whether his attention had been called to a paper read before the English Ceramic Society by Dr. Shufflebotham, an acknowledged authority in lead poisoning, in which he urged that certifying surgeons should be provided with a private room in each factory for the periodical examination of workpeople, to avoid the present superficial examination in semi-public offices; and whether the Home Office would inquire into the conditions under which these examinations were carried on with a view to possible improvements. Mr. Gladstone, in reply, said: I have not myself seen the paper referred to, but in the covering letter issued with the Earthenware Special Rules of 1901, manufacturers were informed that arrangements should be made to allow due privacy for the medical examination required under the rules. The health register in use at each pottery contains the following instruction:—"In order to secure due privacy, it is requested that the surgeon may have the exclusive use of a room or office while he is conducting the examination." The Medical Inspector of Factories has made special inquiry into this subject, and I learn that one of the four certifying surgeons in the Staffordshire Potteries had no complaint to make of unsuitable rooms being provided for his examination of workers or of want of privacy; and in the very few cases mentioned by the other surgeons, in which the intervention of the Medical Inspector was necessary, there was no difficulty in securing better conditions. All that can be done on factory premises in the way of physical examination is to observe the objective signs of absorption of lead into the system, which are very few.

OUR TRADE WITH EGYPT.—III.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Concluded from page* 464.)

ALTHOUGH the recently issued report of Lord Cromer, or, as that great administrator is formally styled, "His Majesty's Agent and Consul General," on the finances, administration, and condition of Egypt and the Soudan does not contain many direct references to commercial matters, these are indirectly touched upon in several ways. The large proportion of the report which is devoted to giving an account of the so-called National Movement, and the restiveness shown by the natives under the mild and admittedly beneficent rule of the European advisers of the Khedive, is in itself an evidence of the prosperity of the country. It is the old story, "Jeshurun waxed fat and kicked," over again; and the fact that Egypt is inclined to kick only goes to prove that Egypt is waxing fat as a result of wise and peaceful government. The political portion of the report has another bearing on business matters, in so far as the prospects of future trade depend largely on the stability of the administrative structure, so carefully and laboriously built up by Lord Cromer and his assistants. This security, however, may fairly be regarded as well assured by the vigilance and energy of the officials, supported by the better elements of the population, by British influence, and, if necessary, by British arms. We recommend the whole report to the careful study of our readers, especially those who are interested in the foreign affairs of our country, and who perhaps may be able to play some small part in strengthening the hands of those who are engaged in such a useful work in the ancient Land of the Pharaohs. Barely a week after this report was circulated came the announcement of Lord Cromer's resignation on account of ill-health. The Egyptian climate is extremely trying to a European, and this, with the strain of political matters during the last fifteen years, accounts for the fact that, to use Lord Cromer's words, after forty-nine years in the public service he is thoroughly worn out. The present policy in Egypt will be continued in its entirety by Lord Cromer's successor—Sir Eldon Gorst. For the ninth year in succession the volume of Egypt's foreign trade shows a higher total than that ever previously attained. The total value of merchandise exported and imported amounted in 1906 to £E48,888,000, or £E6,964,000 more than that of 1905, and more than double the figures for 1898, which was itself a record year. Imports were valued at £E24,011,000, an advance of 11·3 per cent. on 1905, and exports at £E24,877,000, an advance of 221 per cent. The excess of imports of merchandise over exports was not maintained last year. On the other hand, specie was imported to the value of £E9,077,000, as against an export of £E2,068,000, leaving a net import of £E7,009,000. The net import of specie was in 1905 less than £E1,000,000, and has never hitherto reached £E5,000,000. The bulk of the report is so thoroughly satisfactory that it is disappointing to find near the end the statement that "the British manufacturer, as exemplified by his agents in Egypt and the Soudan, is not nearly so much in touch with local matters and local requirements as his Continental rivals, and, furthermore, he is badly represented technically." We trust that this charge may not be justified by future experience, but that the next report will show a larger proportionate increase in the trade done with the United Kingdom. By establishing direct business relations with Egypt our merchants and manufacturers will not only be laying the foundations of great and profitable trade, but will also be assisting those who are engaged in the arduous and somewhat thankless task of civilising the population of this rich and extensive country.



NATIVE BOATS LOADED WITH EARTHENWARE POTS.

The native-made earthenware pots were referred to in the last article. The accompanying illustration shows a boat or raft loaded with the large sun-baked water-pots. The view shows the method of carrying the ware up or down the Nile from the pottery on the banks, and should prove interesting to North Staffordshire firms interested in water carriage for pottery.

Let me, in conclusion, again say, that pottery and glass manufacturers and exporters should not fail to watch these new markets which are being opened up under British protection along the Nile Valley from the Victoria Nyanza to the Mediterranean, a distance of over three



GORDON'S STATUE AT KHARTOUM.

thousand miles. A business man can visit Egypt and be back in less than a month. A short visit will enable him to see for himself the possibilities of introducing his particular lines into the country. He will see, also, many interesting remains of one of the most ancient civilisations in the world, and gain some insight into British methods of government, not for gain, but for the country's welfare. One leaves Egypt with a profound admiration for the many British subjects there, living under constant risk to health, who are building up its prosperity. Let us show that as a recompense for this pioneer work our traders are alive to the possibilities of gaining and holding British trade with Egypt.

THE END.

POTTERY AND GLASS AT THE BUILDING EXHIBITION.

(BY OUR OWN REPRESENTATIVE.)

THE Annual International Building Trades' Exhibition was held this year for the first time at Olympia. It was opened by the Lord Mayor on April 6 and closed on April 20. The pottery used in and in connection with building operations was well represented. This is particularly true of the heavier grades used in constructional work; but as that class does not come within our province, we shall content ourselves by saying that the display was in every sense a creditable one. Sanitary specialities formed a considerable portion of the exhibits. Perhaps the largest stands in the Exhibition were those of DOULTON & Co., LTD., Lambeth. The company's display of sanitary requisites was as complete as the vast resources of the famous Lambeth pottery could make it. They showed at one place two bath-rooms—one containing moderately priced fittings within the reach of average middle class householders, and the other, by way of contrast, replete with every comfort and every luxury that money can buy. Both rooms were lined with tiles, thus bringing another important section of the company's works into prominence. The bright enamels and artistic landscape frieze of the latter were excellent examples of high class work. Many baths were shown in actual position—such as plunge baths, spray and shower baths. Water-closets, urinals, glazed sinks with glazed channels, drain pipes, &c., were included. Considerable space was occupied by fireplaces and mantelpieces in glazed ware. In these Doulton's "Carrara" stoneware is introduced with good results. Hitherto it has been used more for external work. Several examples of "Carrara" ware were shown, and also a number of artistic pieces in Lambeth Faience. One mantelpiece was executed entirely in coloured salt-glaze stoneware. MANSFIELD BROTHERS, Church Gresley, Burton-on-Trent, in addition to their well-known sanitary appliances, exhibited their special "Felspeene," a ware particularly applicable for heavy lavatory basins, &c. Their display also included richly glazed and decorated art tiles for walls, hearths, &c. The company make special vitrified floor tiles, of which excellent samples were shown. MINTONS, LTD., 25, Farringdon-avenue, London, E.C., and Stoke-on-Trent, had a full display of their enamelled tiles for wall decoration. They also showed some beautiful examples of subject ornamentation in painted tiles for entrance-halls and passages of public buildings, and some painted tile designs for dairy and other special purposes. Many important public buildings in London and elsewhere have their passages and staircases lined with Mintons' tiles. CARTER & Co., Encaustic Tile Works, Poole, Dorset, had a large collection of samples of their numerous productions advantageously displayed in the Annexe. They had ample wall space for showing tiles in position, and the large space allotted to them enabled them to set out their wares with artistic effect. Their exhibit included a variety of architectural pottery, ceramic mosaics, constructional faience, and tiles for floors, walls, and hearths. Tiles are their strong point, and they showed a large selection of glazed tiles for decorative purposes, for fireplaces, dados, and furniture panels. Many of the firm's productions are in leadless glaze. They were amongst the first to glaze tiles without lead, and they have done so with satisfactory artistic results. With good designs and harmonious colourings the leadless glazed tiles exhibited were in excellent taste. They had at their stand a number of fireplace interiors with wood mantels. There were faience hobs, arch bricks, with glazed hearth and curb, all to match. A fireplace with glazed hearth and tiles and curb and decorated tile jambs is not easily surpassed for either beauty or utility. They exhibited a pleasing variety of garden pottery. The firm are now executing an order to supply and fix thousands of yards of their tiles for the new Home Office. THE AJAX SANITARY COMPANY, LTD., 49, Stamford Hill, N., exhibited their Ajax basins and sinks in numerous designs and patterns, and working with both hot and cold water. There are several special features about the company's basins and sinks, and they are all finished in first-class style. SIR JOSEPH CAUSTON & SONS, Birkbeck-street Works, London, E., exhibited general glass-work for architectural, commercial, and decorative purposes. Mirrors, silver-plated glass, cut, bevelled, and decorated; ornamental panels of plate-glass, brilliant, cut, and embossed, were amongst their exhibits. They showed opal tiles and panels with artistic decoration in vitrified colours. Some new effects in leaded panels for hall-doors, screens, and fanlights were shown. The system of mounting glass tiles on wood match-lining was shown in several examples. THE CLOISONNÉ GLASS COMPANY, 40, Berners-street, Oxford-street, exhibited glazing for windows, doors, ceiling and lantern lights. Specimens of door fillings, vestibule fillings, and top lights were shown in artistic designs. The company have some excellent landscape decorations for staircase windows. THE NEWELLITE GLASS TILE COMPANY, LTD., Shenton-street, Old Kent-road, S.E., had a full line of samples of their glass tiles for walls, &c. The "Newellite" glass tile is cut from a sheet of opal glass, with a polished surface and with great reflecting power. They can be cut to various sizes, and have a special base or "backing" which causes them to adhere firmly to the walls. THE HYGIENIC GLASS TILE COMPANY, 10, Basinghall-street, E.C., exhibited patent glass tiles and wall panelled decoration. S. & E. COLLIER, LIMITED, Grovelands Potteries, Reading had a thoroughly representative assortment of their numerous productions, in a good position. The exhibits that more directly concern our branch of the trade were those in their red pottery, such as plain and ornamental flower pots, seed pans, &c. They had a good display of their red and buff terra-cotta vases and a selection of art pottery in various colours and forms. Specimens of ornamental work in red terra-cotta were shown for constructional work. Pier-caps and terminals, ridge tiles, mural tiles, and panels, coloured and uncoloured cement floor and wall tiles are but a few of the company's exhibits, which in addition to tiles, bricks and chimney pots included many specimens of pottery for the garden and the house.

Pottery and Glass to the value of £12,092 were imported into French Guinea during 1905. Of this total, £5,447 worth was supplied from Germany, £2,931 worth from the United Kingdom, and only £2,412 worth from France and the French colonies.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

The Don Pottery Co. are about to relinquish the business at 29, Blackfriars-road, S.E.

Mr. H. G. Bowden has opened a glass, china, &c., business at 238, Union-street, Torquay.

The Crown Pottery Co. have relinquished the business at 13, Lavender-hill, Battersea, S.W.

Klyder & Co., china and glass merchants, have opened new premises at 123, Whitechapel-road, E.

Turner & Jones have recently started a business in china and glass, &c., at Brynteg, near Wrexham.

Beaumont's China and Glass Stores have been opened at 115, Woodgrange-road, Forest Gate, E.

Salviati, Jesuram & Co., Venetian glass merchants, have acquired the premises, 395, Oxford-street, W.

Griffiths & Co., china and glass dealers, have opened new premises at 20, Station-parade, Leytonstone, E.

Parker & Co., china and glass merchants, have recently opened premises at 89, Barking-road, East Ham, E.

Mr. R. T. Randall, china and glass merchant, is removing from 167, Hornsey-rd., N., to 131–3, Holloway-rd., N.

Mr. C. E. Firrell, shop ironmonger, has opened a new china and glass department at 56, Kirkdale, Sydenham, S.E.

Mr. Magnus Ohren, one of the senior liverymen of the Glass Sellers' Company, died recently at the advanced age of 85.

Jarrold & Sons, Ltd., stationers and china and glass dealers, of Norwich and London, have just opened a new branch at Lowestoft.

Booth's, Ltd., Tunstall, and 49, Hatton-garden, London, E.C., have presented the Union Jack Club with a complete set of china for its use.

Mr. P. Buck, china and glass merchant, 450–2, West Green-road, South Tottenham, N., has been re-elected a member of the local District Council.

Ardeshir & Co., Indian art ware manufacturers, in consequence of the pending demolition of their premises, 22, Oxford-st., W., are removing to 25, in the same thoroughfare.

The Blyth Porcelain Co., Ltd., Longton, Staffs., have opened new London showrooms at Gamage Buildings, Holborn, E.C., and will be represented by Mr. W. A. Cosford.

Phillips, Ltd., china and glass merchants, 20–1, Mount-street, W., have acquired premises at 43–4, New Bond-street, W., to which they will remove as soon as alterations are completed.

Mr. T. W. Oaksford, china and glass merchant, has relinquished the business at 47, Church-street, Camberwell, S.E. The stock has been purchased by Hunt, Mills & Co., 138–42, Holland Park-avenue, Notting Hill, W.

The China and Glass Dealers' Association.—The annual meeting will be held at the Saracen's Head Hotel, Snow-hill, London, E.C., on May 30, at 7.30 p.m. The executive hope that a large number of members and non-members will be present.

Mr. Algernon J. Prickett, 6, Thavies-inn, Holborn, E.C., who has so long been secretary to the Pottery and Glass Trades' Benevolent Institution, has been appointed secretary to the Buyers' Provident Association. This does not interfere with Mr. Prickett's other duties.

Gibson & Sons, Ltd., Albany and Harvey Potteries, Burslem, announce that, Mr. C. J. Berry having ceased to represent them, their London business will in future be conducted by a member of the firm. They retain their showrooms at Gamage Buildings, 118–122, Holborn, E.C.

Lustre Pottery.—Mr. Wm. Burton, F.C.S., of Clifton Junction, was announced to read a paper on April 30 before the Applied Art Section of the Society of Arts, London. Mr. J. C. Wedgwood, M.P., promised to take the chair. A collection of "Lustre Pottery" was arranged to illustrate the paper.

Boulton & Co. (Longport), Ltd.—Registered capital, £20,000 in £10 shares. Objects, to acquire the business of brick and tile manufacturers carried on by W. Boulton at Port Vale, Wolstanton, Staffs., as Boulton & Co., and to adopt an agreement with the said vendor. No initial public issue. Registered office, Port Vale, Wolstanton.

Hart & Moist, Royal Devon Art Pottery, Exeter, had an interesting exhibit at the Trade Exhibition held last month in the Victoria Hall, Exeter. There were potters at work, demonstrating the fashioning of the clay into the quaint articles of pottery for which the firm are noted. Finished pieces were tastefully displayed in an adjoining stand.

Brien & Co., Ltd.—Registered capital, £2,000, in £1 shares. Objects, to carry on the business of tile merchants and setters, brick and tile manufacturers, clay workers and potters, manufacturers of and dealers in terra-cotta, stone-ware, plastic materials, drain pipes, pans, vases, vessels, &c. Registered office, Midland Railway Company's Goods Yard, King's-road, St. Pancras, N.W.

Haddow Forbes & Co., Ltd.—Registered capital, £9,000, in £1 shares. Objects, to acquire the business carried on by Haddow Forbes & Co., and to carry on the business of manufacturers, agents for and dealers in tiles, bricks, pipes, pottery, earthenware, terra-cotta, ceramic ware, slate work and marble slabs for baths and lavatories, &c. Registered office, 140, Bath-street, Glasgow.

The Irish International Exhibition, Dublin, will be opened in State by their Excellencies the Lord Lieutenant and the Countess of Aberdeen on the 4th inst. There will be a full State procession from the Viceregal Lodge, accompanied by a Sovereign's escort of cavalry. All the national industries will be fully represented in the Exhibition, and the principal tradesmen are doing their best to make it a success.

British Clay Exports during the first three months of the current year amounted to 146,525 tons, valued at £159,477, as compared with 124,169 tons, valued at £132,683 in the first quarter of 1906, and 116,152 tons, valued at £124,692 in the corresponding period of 1905. The exports under the same heading — unmanufactured clay—during the month of March were as follows :—1905, 41,040 tons, £42,314 ; 1906, 52,182 tons, £54,229 ; 1907, 44,259 tons, £49,815.

Ancient Pottery Found at Nottingham.—A few days ago, during some excavations following upon the demolition of the London Hotel, Nottingham, two pieces of rough-baked mediæval pottery were unearthed, one of them complete. They belong to the same type as the specimens discovered, with the kilns, during the construction of the tunnel near Thurland-street running into the Victoria Station. They are assigned to the period between the 12th and 14th centuries, and, while very crude, they are interesting as antiquarian relics.

W. H. Rhodes, Ltd.—This company has just been registered with a capital of £10,000, in £1 shares, to acquire the business of a dealer in china and earthenware lately carried on by W. H. Rhodes at 7, Promenade, Malvern, at Colston Buildings, Malvern Link, and at 67, Broad-street, Worcester, to adopt an agreement with the said vendor, and to carry on the business of manufacturers and decorators of and dealers in china, porcelain, earthenware, stoneware, terra-cotta, parian, marble, &c. Registered office, Moor House, Moorland-road, Burslem.

Metropolitan Asylums Board Pottery Tenders.—At the meeting of the Metropolitan Asylums Board on April 13, a letter was received from the Local Government Board

stating that they were not empowered to consent to the proposal to extend the current contracts for the supply of china, earthenware, and glass, and that it appeared to them that the managers should advertise for fresh tenders on the expiration of the existing contracts. The contracts recommended to be terminated were dated August 22, 1905, and were as follows :—Grimwades, Ltd., crockery, 62 items ; Anglo-Belge Glass Association, Ltd., glassware, one item.

Irish Bottles for Ireland.—At the annual meeting of the Dublin Industrial Development Association on April 15, Mr. Dunn said he had been requested by the Irish Glass Bottlemakers' Association to attend and appeal to that association to try to bring some pressure to bear upon publicans and manufacturers in favour of Irish-made bottles. There were only three factories left now. Mr. P. H. Stevens, in supporting the resolution, complained of the want of facilities at the North Wall stores, and of freights and cartage, which handicapped him very much in the glass trading industry he had started some years ago.

A Market for Glass Bottles, which might well be extended, is opened up by the fruit-bottling industry. We note with interest that Lady Algernon Gordon-Lennox intends establishing a fruit-bottling factory at Broughton Castle, Banbury, which is an interesting illustration of the co-operative methods which are coming increasingly into favour in the rural districts. Ingenious little whole-fruit-bottling plants for the use of private growers have been put on the market, and it is to be hoped that what many amateurs have done with success will answer equally well when tried on the lines that Lady Algernon Gordon-Lennox has marked out.

We regret to announce the death of Mr. W. H. Luke, son of the late Mr. William Luke, china clay merchant, of Charlestown, Cornwall. The deceased, like his late father, was well known in the china clay industry, and wide sympathy is expressed with the members of his family. He had been dining with his sister, Mrs. W. T. Lovering, at Charlestown, and was apparently in his usual health, but on returning to the residence of a friend in Marine-terrace he suddenly expired. The medical officer certified that death was due to heart failure, and no inquest was held. The late Mr. Luke's father and brother died under similar circumstances.

The Furniture Trades Exhibition at the Agricultural Hall was opened on the 22nd ult., and will close to-morrow. There are but few exhibits from the trade we represent. Gallimore & Co., Ltd., Melbourne Works, Longton, showed samples of toilet ware which they supply specially for furnishers. Their business is to supply toilets to match any shade of wall paper, or any coloured tile. Henry Bates & Co., china manufacturers and decorators, 59, Shoe-lane, Charterhouse-street, E.C., exhibit Limoges trinket sets, dessert services, tea sets, vases, figures, and other special lines in French china. There were a few flower pots and vases shown as accessories to furniture on some of the stands.

C. & H. Berry, 25, Ely-place, Holborn, E.C.—Mr. Charles Berry having been appointed a director of J. Wuidart & Co., Ltd., foreign glass importers, 24, Fore-street, E.C., as announced last month, his sons, C. and H. Berry, will in future carry on the business of glass, china, and earthenware manufacturers' agents, at Ely-place. Messrs. Berry will represent Wuidart & Co. in London, and that company's samples will hereafter be on show both at 25, Ely-place and 24, Fore-street, E.C. C. & H. Berry are also representing S. Fielding & Co., Ltd., Railway Pottery, Stoke-on-Trent, and Mr. W. L. Baron, the Barnstaple Art Pottery, Barnstaple. They will continue to supply unpacked glass as formerly.

Last Year's Trade Fires in London.—According to the Annual Report of the London Fire Brigade, which has just been issued, there were seven fires on china, glass and earthenware dealers' premises, nine on glass merchants', and one at a potter's (due to spontaneous ignition) during 1906. The other fires were caused as follows :—China and glass : Light thrown down, 5 ; light thrown from street, 1 ; mineral oil lamp, 1. Glass merchants : Blocked-up flue, 1 ; defect in flue, 1 ; light thrown down, 2 ; spark from locomotive, 1 ; spark from fire, 1 ; unknown, 3. The total number of fires in London was 3,843, by far the largest number taking place in private residences, in which there were 1,055 outbreaks. Amongst trades the largest number of fires (79) occurred on licensed victuallers' premises.

Accident at a Bottle Works.—On April 2, a tank of molten glass burst at the Londonderry Bottle Works, Seaham Harbour, owned by R. Candlish & Son, Ltd. The glass is melted by gas furnaces in stone-built tanks, and it was one of these, containing about 160 tons of glass, which was the scene of the mishap. The first indication that anything was wrong was the glass coming through the masonry. Water, sand, lime, and everything else available was used to stem the flow, but without success. Having once found an opening, the glass soon enlarged the breach, and in a very short time rushed out in a white-hot torrent, sweeping all before it. The heat was terrific, and the rafters, 20 ft. above, caught fire. The house was soon blazing furiously, and another building, known as the filling-house, was also speedily gutted. The stream of glass flowed on until it fell down an underground passage, over the sides of which it hung in stalactites. When the glass cooled it had to be hewn out in solid blocks.

Tenders Accepted.—For glass, earthenware, &c., for the Guardians of Brentford Union, L. Finney & Co., £97 4s. 1d. —For earthenware, glass, &c., for the Guardians of the Strand Union, Mr. J. Huntsman, Upper-street, N.——The Asylums Committee of the L.C.C. has accepted the following tenders for the annual supply of earthenware :—W. Adams & Co., £2,211 3s. 4d. ; Pountney & Co., Ltd., £1,139 0s. 10d. ; J. W. Beswick, £791 4s. 2d. ; C. T. Maling & Son, £152 18s. 4d.——The St. George's (Westminster) Guardians have accepted the tender (£363 7s. 7d.) of Luke Finney & Co. for the supply of earthenware, glass, &c.——The Fulham Guardians have accepted the tender (£109 6s. 8d.) of Drefus & Sons for the supply of earthenware.——The Edmonton Guardians have accepted the tender (£357 18.) of Mr. W. Huntsman, Upper-street, Islington, N., for the supply of earthenware. ——The Brentford Board of Guardians have accepted Luke Finney & Co.'s tender (£97 4s.) for the supply of earthenware.

Lead Poisoning.—From information published in the "Labour Gazette" it appears that the total number of cases of lead poisoning reported to the Home Office under the Factory and Workshops Act in March was 35, of which 2 were in connection with the china and earthenware trades, and 9 connected with house painting and plumbing. In the same month there were 4 deaths from lead poisoning 1 in the pottery trades and 3 connected with house painting and plumbing. The total number of reported cases from all industries in the three months ending March 31 was 129, as compared with 193 cases in the same three months of last year. The total number of deaths from lead poisoning in the first three months of this year was 17, as against 21 in the first quarter of last year. There were no deaths from lead poisoning in our trades in the first quarter of last year, but there were unhappily 5 deaths ascribed to lead poisoning in the three months ending March 31 this year. We explained in our last issue the exceptional nature of these particular cases, and we quoted the Home Secretary's statement in the House of Commons on the same subject.

Kelly's Directories, Ltd., 182-3-4, High Holborn, W.C., have recently issued the twenty-first edition of their "Directory of the Merchants, Manufacturers, and Shippers

of the World.'' The Colonial and foreign section of the work gives a statistical account of each country, a list of the ports and principal towns, and exhaustive data as to the firms with whom business may be done. The home division gives a complete directory of the manufacturers of the United Kingdom, and a carefully collated list of exporters and importers, not only the countries with which the firms do business being indicated, but also the goods in which they deal. The sixth edition of their Directory of the Cabinet, Furniture, and Upholstery Trades is also now being published. The Directory contains :—1. An alphabetical arrangement of everyone connected with these trades arranged under their respective towns and villages in each county. The population of each place is given, also the early closing and market days. 2. An alphabetical arrangement of the names, each under its particular trade, in London and its suburbs. 3. A similar arrangement for the rest of England, Scotland, and Wales. 4. The names for Ireland arranged under towns, and also under trades. 5. The names for the Channel Islands and Isle of Man.

The Pottery and Glass Trades Benevolent Institution.—On April 25 last a concert was given by Mr. H. E. Sherwin's Orchestral Society, combined with the Hanley Philharmonic Society, in aid of the funds of the institution, in the Victoria Hall, Hanley. Mr. Sherwin's concerts are always highly appreciated in the pottery towns, and the Potteries Committee of the institution were very fortunate in securing the assistance of his talented concert company. In addition to interesting orchestral items, there was a humorous cantata for chorus and orchestra—" John Gilpin" —the madrigal from " Ruddigore,'' grand march and chorus from '' Tannhauser,'' the hunting chorus from '' Dorothy,'' and other popular pieces. Mr. Harold Rhodes, the solo pianist, is the son of a member of the firm of Robinson & Leadbeater, Stoke-on-Trent. He has had a most successful career, and though only 17 is well known as a composer and executant. The concert was a very satisfactory one, and it is hoped the funds of the institution will derive substantial assistance from it. Some new members have been added to the local committee, and the local secretary, Mr. Wm. Smith, exerted himself to make the concert a success. Mr. A. J. Prickett, the secretary of the institution, has been in the Potteries looking after the interests of the institution there. It is hoped that the result of his visit, and of the efforts of Mr. Smith, the local secretary, may be a considerable addition to the membership.

Recent Company Liens Registered.—Vitrified Opal and Glass Decoration Company, Ltd. (London).—A debenture to secure £400 charged on the company's undertaking and property, present and future, including uncalled capital, has been registered. Holder: H. W. Taylor, 33, Hertslet-road, Holloway, N.——Davison & Son, Ltd., Burslem, Staffs.—Trust deed registered for securing £10,000 5 per cent. first mortgage debentures; trustees: J. A. B. Davison and F. W. Wain; secured on a certain freehold manufactory called the Bleak Hill Pottery, situated in Burslem, together with all the appurtenances and fixtures; also on the undertaking and business including uncalled capital.——Brousson's Agencies, Ltd. (earthenware dealers, &c., London).—A mortgage debenture, charged on the company's undertaking and property, present and future, including uncalled capital, subject to first mortgage debentures for £1,000 and second mortgage debentures for a like amount, has been registered. Holders: Howes Brothers & Co., Leadenhall House, E.C.——John Nicholls & Co., Ltd. (china clay merchants, St. Austell).—Particulars of £5,000 debentures have been filed pursuant to Section 14 (4) of the Companies Act, 1900. Property charged—The company's undertaking and property, present and future, including uncalled capital. No trustees.——Victoria and Albert Brick, Tile, and Earthenware Co., Ltd. (London).—Issue, on March 28, of £400 5 per cent. debentures, part of series created July 16, 1906, to secure £3,000, charged on the company's undertaking and property, present and future, including uncalled capital. No trustees. Total amount previously issued of same series, £1,100.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN MARCH.

The Pottery Trades.—The particulars obtained by the Board of Trade from various sources and published in the '' Labour Gazette '' show that employment in the pottery trade in March continued good and was better than a year ago. Employment in Staffordshire and at Newcastle and Bristol continued good. In South Yorkshire and the River Aire district, in Devonshire, and at Glasgow it was fair. With clay tobacco-pipe makers it was good at Manchester, moderate at Gateshead and Waterford. At Glasgow it was dull but better than a month ago.

The Glass Trades.—Employment continued fairly good and was better on the whole than a month and a year ago. Returns received from firms employing 9,939 workpeople in the week ended March 23, and paying £11,860 in wages, showed an increase of 0·2 per cent. in numbers employed, and an increase of 1·9 per cent. in the amount of wages paid, as compared with the previous month. The increase in numbers employed was entirely in Yorkshire, all other districts showing a decrease. Compared with a year ago there was an increase of 6·3 per cent. in numbers employed, and an increase of 9·7* per cent. in the amount of wages paid. In both cases the increases were shared by all districts and by the principal departments. With glass bottle makers, employment was generally good, but at Leeds it was moderate, and at Dublin fair. At Mexborough and Castleford an improvement was shown on the previous month. With medical glass bottle makers it was good at Leeds, and slack at Rotherham. With flint glass makers it was generally fair. At Birmingham and Barnsley it continued good. It was very good with flint glass cutters at Stourbridge and Wordsley. Employment was fair with plate glass bevellers at Birmingham, and was better than a month ago. It continued good with sheet glass flatteners at St. Helens. It was good with glass blowers in London. With pressed glass makers on the Tyne and Wear employment was moderate, and showed a decline on the previous month, much short time being worked.

Table showing the number of persons employed, and the amount of wages paid them on the last pay day in March :—

Branches.	Number Employed.	Wages Paid.
*Glass Bottle	5,787	£7,222
Plate Glass	828	922
Flint Glass Ware (not Bottles)	2,011	2,237
Other Branches	1,313	1,479
Total	9,939	£11,860

Number of persons employed in each district and the amount of wages paid to them on the last pay day in March :—

Districts.	Number Employed.	Wages Paid.
North of England	1,419	£1,575
Yorkshire	4,078	5,163
Lancashire	832	899
Worcester and Warwick ..	2,358	2,745
Scotland	828	1,014
Other parts of United Kingdom	424	464
Total	9.939	£11,860

* The comparison with March, 1906, is affected by a recent advance in rates of wages in the glass-bottle making trade.

THE CLAY MINES OF DEVON AND CORNWALL.

(BY ONE OF OUR STAFF.)

AMONGST the strata of rocks of which the crust of the earth is formed there are found at intervals layers of clay varying in thickness and in character. Next to fruit and vegetables, which they ate, clay was almost certainly the first natural product which men applied to their use. Of course they may have used sticks and stones for constructive and other purposes, but there is little doubt that clay was the first substance which men manipulated and fashioned for their convenience. That "pottery is the oldest industry" is a trite saying, but many of us who use it do not stop to consider how old the systematic production of pottery may really be. In the British Museum there are tablets containing an account of the deluge, which Layard brought from Nineveh. I have just been reading "The Archæology of the Cuneiform Inscriptions," by the Rev. A. H. Sayce. He has made exhaustive researches upon these, and, supplementing his own studies by those of other archæologists, he has been able to penetrate the ancient history of the East with wonderful precision. In this book Professor Sayce describes the interesting history of the deciphering of cuneiform inscriptions which makes us acquainted with civilisations and peoples that have hitherto been unknown even to scholars. When I say that he quotes the records of a place—Eridu—that, it is estimated, was in existence 5,000 B.C., it will be understood what a marvellous "history in clay" is presented to the world. But my present subject is the history of clay (or, rather, the history of the production of it), so, having quoted this confirmation of the accepted belief that pottery is the oldest industry, I will endeavour to stick to my text.

There are deposits of clay nearly all over England, but they vary considerably in quality. Kaolin, or china-clay, is almost white; others, owing to the presence of small quantities of impurities, are coloured or tinted in brown, grey, blue, &c. Some contain a large portion of sand, while others are so full of impurities that they are serviceable only for bricks. Wherever there are deposits of clay in any quantity, local potteries have been established, making certain specialities for which the clay is suited, and which have merely a local sale, being seldom met with outside the immediate district, except as curiosities. The claymines of Devon and Cornwall produce clays of much greater value—those which are used in the manufacture of pottery and porcelain. The superiority of the clay from the South-Western corner of England for the manufacture of earthenware, and especially of china, is evidenced by the fact that it is in demand from all parts of the world for pottery manufacture. The industry, however, has been extensively developed in recent years by the application of the products of the clay mines to other purposes than pottery manufacture. China clay (the kaolin of the mineralogist, and the hydrous silicate of alumina of the chemist) is used in the manufacture of paper, for which purpose large quantities are exported to America and to the European Continent. It is also used in the calico-weaving districts of Lancashire and Yorkshire, being one of the principal ingredients in the sizing and bleaching of the cloth. China clay is used in chemical works, and within the last few years it has been applied to the manufacture of ornamental mouldings for the frames of pictures and mirrors. The peculiar nature of the Devon and Cornwall clays renders them as superior for these purposes as they are for pottery manufacture. China clay was first made use of in China, but, so far as is known, for pottery manufacture only. Ceramics were made in China quite 200 years B.C., yet up to the end of the seventeenth century it was only to be found in the possession of the very wealthy in Europe. Soft porcelain was made in France at the end of the seventeenth, and England about the middle of the eighteenth century, and, from a decorative point of view, was as good as the Chinese; but it was more fragile, and great efforts were made to discover the secret of the fine quality and remarkable hardness of Chinese porcelain. How the secret was ultimately conveyed to Europe by a Jesuit priest is well known. The finding of a bed of white plastic clay by Bottger in Saxony, and the manufacture from it of fine hard porcelain (the first made in Europe) induced Cookworthy to search for, and eventually to find, a similar clay in Cornwall. The discovery was made at Carclaze, a few miles from St. Austell, between 1745 and 1755. (It is strange that different authorities give different dates for such an important incident as this.) His discovery was quickly followed by the manufacture of porcelain from his "find," at Plymouth, and afterwards at Bristol. Needless to say, the industry was



FIG. 1.—HUGE PIT OR "STOPE," LEE MOOR CLAY MINES, SHOWING "STRAKE."

extended to other parts of the county. The existence of pure plastic clays is said to have been known in Devonshire before that time, but it would appear that practical use of them had not been made until Cookworthy's discovery. China clay and china stone are found principally at St. Austell (the capital of the china clay district), at St. Blazey, St. Stephens, Lee Moor, Caudledown, Torrington, and a few other places. The general methods of working are to some extent similar at most of the mines, the differences which exist being due in some cases to natural conditions, and in others to the introduction of later arrangements and appliances. I had an interview with Mr. T. Martin, managing director of Martin Brothers, Ltd., at the offices of the company, in Plymouth. I expressed a wish to visit a clay mine while I was in the district, and asked permission to see one of theirs. He explained that they had mines at St. Austell and also at Lee Moor. The latter, he said, was much the larger, and would afford me a better insight into the treatment of the clay on an extensive scale from the face to the kiln. I said I should be pleased to go there, and Mr. Martin at once telephoned to say I was coming. Then, armed with a note to the "Captain" of the mine, I made my way to

The Lee Moor China Clay Works.

It was anything but an ideal day for visiting such an out-of-the-way spot, but I was amply repaid by what I saw and heard for any inconvenience I experienced. In the first place, it was a romantic experience for a Londoner to get there at all. The works are situate in the middle of a weird-looking moor, four miles from Cornwood station, with a perceptible ascent every yard of the distance. The very ruggedness of the surroundings lent a peculiar charm to it, but otherwise a more lonely road to drive or walk I never saw. During the whole four miles we overtook no one, and with one exception we met only six persons. Four were with clay-carts coming from works which we passed later, and two were pedestrians whom I should have supposed to be farm labourers but for the fact that there was no farm in sight. The exception I refer to was an interesting incident in our uphill journey. We met a fox-hunting party, evidently returning from their chase. There were about sixty or seventy of them, ladies and gentlemen, with a good sprinkling of scarlet costumes amongst them, and a pack of hounds, the number of which I cannot compute. I was satisfied that the ladies were there for the sport. They could not have been influenced by the feelings which we are given to understand impel so many ladies to ride in the London parks—for there was no one to look at them. Arrived at the works, I soon presented my introduction to Captain J. Bray, the manager of the mine. (The foremen or managers of clay mines and tin mines in Devon and Cornwall are always called "Captain.") I found Captain Bray a courteous and well-informed gentleman, who, beyond doubt, has completed a thorough education in china-clay mining. He not only knows all about it, but seems very willing to tell a stranger anything—he thinks he ought to know. But I noticed (with approval) that to one or two of my questions —such as the extent of their output and the particular destination of certain specialities—he smilingly said, "Mr. Martin can tell you more about that than I can." Captain Bray has spent the greater part of his business life at these mines, and I was introduced to his son, who has charge of the office work there. I did not see much of Mr. Bray, jun., but our interview was of a very acceptable character, for he kindly gave me a refreshing "afternoon tea" and cake. That partaken of, his father accompanied me round the works.

What is China Clay?

Fortunately, I had informed myself a little on this subject before going to Lee Moor, otherwise I fear much of the information so freely imparted by Captain Bray would

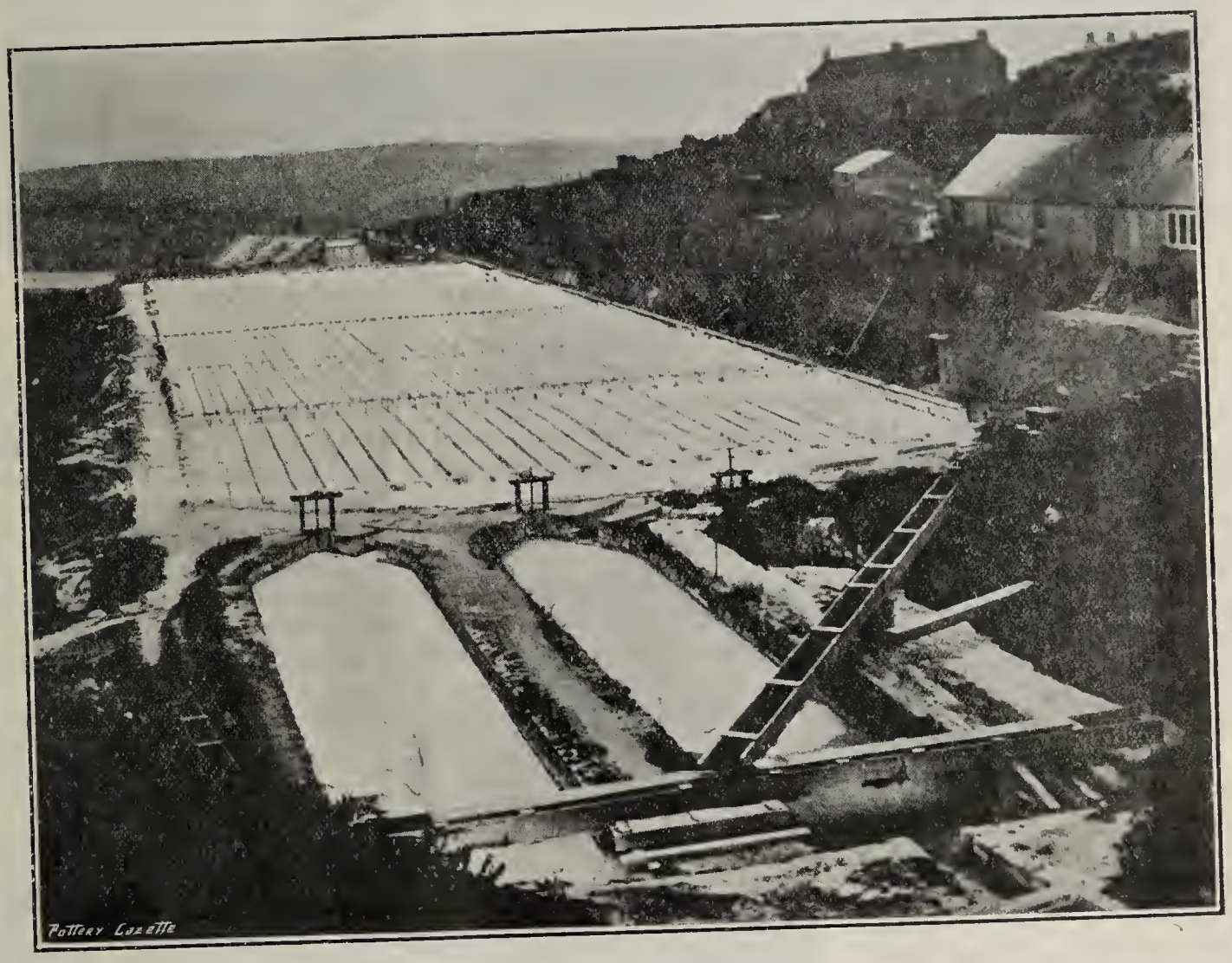


Fig. 2.—"Micas" at Lee Moor.

have been unintelligible. Wherever granite occurs there are found deposits of a soft white earth—a pure white clay—which the Chinese call kaolin, and which we call china clay, because it is used in making the variety of pottery known as china. The name Kaolin is said to be taken from a hill in China named "Kao-ling," or lofty ridge. This china clay is said to be the result of the decomposition of granite rocks. "The granite is com-
"posed of three minerals—quartz, mica, and felspar.
"(Sometimes traces of lime, soda, and iron are present.)
"Under the influence of the carbonic acid and moisture
"present in the air, the felspar undergoes decomposition,
"the alkali combining with the carbonic acid to form
"carbonate of potash, which, being soluble, is washed
"away, the elements of water are taken up, and so an
"hydrated silicate of alumina is formed—china clay."
Thus far, Nature has produced the china clay. The china clay rocks of Devon and Cornwall are simply granites

in which the felspar has become decomposed or "kaolinised." These rocks are sometimes called "carclazite," after the Carclaze mine, and these are the rocks which surround the immense mine, cut out of the moor, to which Captain Bray conducted me. Nature having formed



FIG. 3.—SETTLING PITS.

the clay in the course of ages (how many, I wonder?), but not parted with it, the business of the clay miner is to separate it from the unchanged quartz and mica of the original granite. It is this process of separation which Captain Bray is now superintending, and which has been steadily carried on at

THE LEE MOOR CLAY MINE

for upwards of seventy years. I found it difficult to realise that the huge pit shown me—covering about forty acres—was once filled level with the banks now surrounding it. It has literally been made out of the moor as it had remained for centuries. As the clay is "mined" (in the manner I shall describe) from the side, or "stope" as it is called, of the pit shown in Fig. 1, it will be seen that this chasm is constantly getting larger. In commencing a china clay mine (or pit) the upper crust, or "over-burden," as it is called, is first removed; this varies in depth in different localities, and sometimes varies in the same mine when its circumference becomes so large as that of Lee Moor Mine to-day. The "overburden" will vary from six feet to as much as thirty feet. When the clay-bearing rock is exposed by the removal of this overburden, the work of separating the china clay commences, and is accomplished by levigation, in which water plays the principal part. In the first place, however, numerous channels, called "strakes," are made down the "stope" by breaking the exposed surface of it in lines from top to bottom. From different places at the top round the circumference of the pit streams of water are then made to run over the exposed surface of the "stope" or side of the pit and down these strakes; and in this manner a much greater quantity of clay is washed down than could be profitably dug out by men. At the bottom of the pit there are channels running in all directions, but all eventually converging in one large tunnel. Passing down the tunnel the water acquires a great pace by reason of the gradient, and carries its chalky but light burden into the micas, shown in Fig. 2. (The use of the terms "mica" and "micas" is somewhat complicated to the uninitiated. "Mica" is one of the components of the original granite which has to be separated from the clay by the action of water. "Micas" is the name given to the troughs in which part of the separating process is carried on. This explains the account of "mica" settling to the bottom of "the micas.") The micas, as will be seen from the illustration, consist of a series of troughs or channels, running parallel with each other, and with a very slight fall, so that the flow of water does not exceed six feet per minute. During the passage of these micas separation of the clay from the small particles of sand which have come so far with it in the clay water is sure to be effected. The



FIG. 4.—DRYING SHED OR KILN. "THE DRY."

nica, or fine sand, sinks to the bottom of the channels, which it would not do if the flow was quicker, while the light and now purer clay is carried along by the water. In the last range of troughs traps are placed, and the mica settles against them. If the troughs fill up with mica the traps can be raised. The total length of the micas is about 200 ft.; the troughs are about 3 ft. wide, and 6 in. deep. Of course, it is the essence of the system that there are settlements at the bottom of each of these troughs, but whatever is done with these impurities elsewhere they are not wasted at Lee Moor. They form the raw material for a very useful product, "The Lee Moor Porcelain Fire Bricks," of which Messrs. Martin Brothers are the sole manufacturers. The inferior clay, the quartz, the mica, and even the sand, by special treatment and by special plant are made up into bricks, straw colour, and of superior quality, for which there is a great demand. The company often have large orders from Government for these bricks, but with such resources as they have they are always able to execute them. After leaving the micas, the clay held in suspension, free from the quartz and mica which have been left behind, is now on account of its fineness and lightness, carried forward with the water to the series of settling pits, as illustrated in Fig. 3. The water left in the clay is got rid of by evaporation. These pits are about 60 ft. square, and about 14 ft. deep. The clay is left in them exposed to the wind, and gradually assumes a stiffer consistency. It is then cut up into sections and conveyed to the drying shed or kiln—see Fig. 4. This is called the "Dry," and here the clay is placed on a series of tiles heated from beneath, and the process of drying is thus hastened and the clay is rendered fit for removal. The china clay is now almost a pure white, and is packed in barrels. It will be seen that a line of rails runs in front of this kiln or "dry" as they call it. There is a turntable on this line which enables trucks to be run inside the kiln and loaded there. The clay is then ready for forwarding to the Potteries or other destination. The finest quality of china clay is in great demand among manufacturers of paper for adding weight and opaqueness to the best class of papers. It is, therefore, of the utmost importance that the quality should be uniformly good. Considering the constant tests made at the Lee Moor works I should not think there was any fear of their clay failing to come up to the required standard.

The Water Supply

is one of the most important considerations in a clay mine, as immense quantities of it are used in breaking up the original material, and in separating the pure china clay from the impure sections. Messrs. Martin Brothers have an inexhaustible supply of water and unique natural facilities for operating it. By arrangement they take all they require from the river Plym, which flows within a short distance from the head of the mine. All they have to do is to divert the water from the river, in as many streams as they require, and in any quantities they want. Then their pit is on the side of a hill, and the water having done its first work by breaking the material in the "strakes" which run down the stope, carries the loosened matter through channels to the micas and the settling pits and is discharged when done with. The whole work of disintegration and purification is done by gravitation from the face of the mine to the kiln or dry. There is no manipulation until the pure clay is taken to the dry, and there is no occasion for pumping the water back again to be reused. As each operation is carried on at a lower level than the preceding one there is no necessity for the water with the clay in suspension to be pumped to a higher level as is done when the bottom of the pit is much lower than the micas, settling pits, &c. The operations at Lee Moor consist of the judicious utilisation of nature's own resources, and almost solely by the aid of nature itself. The highest point seen in the pit or stopes, illustrated in Fig. 1, is about 900 ft. above the level of the sea, and from this "high-ridge" (or Kao-ling as the Chinese would call it) the water from the river carries the broken pieces of granite and decomposed felspar through channels and receptacles prepared for them till the pure china clay is produced separated from the impurities, and both are on a level to be utilised and transported. The china clay produced here is used largely for bleaching purposes as well as for pottery manufacture, and is exported to America, Germany, Russia, France, and I understand the company are now sending consignments to Japan. They are extensive manufacturers of fire bricks and tiles, and they convey all their finished products to Plymouth (a distance of nine miles) by their own private railway. I saw a train of about thirty trucks loaded with clay in barrels, bricks, tiles, &c., start for Plymouth; and Captain Bray says they send two such trains every day. They employ nearly four hundred workers in all. There are rows of neat looking,



[*Photo. by Heath, Plymouth.*

Captain J. Bray.

comfortable houses, built expressly for them, though some of the men live a considerable distance away. The hours are not long—I believe about eight a day—and all the men and boys I saw seemed cheerful, healthy and contented. I am indebted to genial Captain Bray for the courtesy with which he answered my incessant questions; and I may congratulate the company upon having a foreman so well versed in all the intricacies of china clay mining. He is a sturdy Cornishman, and has been in the employ of Messrs. Martin Brothers for fifty years. I am pleased to be able to accompany this account of my visit to Lee Moor by the portrait of the inspirer of it—Captain Bray himself.

China Clay in Surgery.—Clay poultices are now recognised by the U.S. Pharmacopœia as useful assistants in the healing of cuts or wounds. The clay, kaolin for preference, is made into a paste with glycerine and treated with antiseptics. This reminds us of the "tall" sporting story concerning a wounded woodcock which repaired a broken leg by setting it and plastering it with mud.

SOME CHINA SHOPS IN DEVON AND CORNWALL.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

THE power of a great railway company to popularise a district has been once more illustrated by the way in which the Great Western Railway Company have opened up the West of England to the travelling public. Whether they did it on their own initiative or in collusion with the authorities governing the health resorts which abound in Devon and Cornwall, the company evinced considerable tact when they "boomed" Devon, the shire of the Sea Kings, with its sunny shores, bracing moorlands, and historic sites, and "The Cornish Riviera" as England's ideal winter health and pleasure resort. They have conferred a boon on invalids seeking health, on the tradesmen of the health resorts to which those invalids are conveyed quickly, comfortably, and economically, and must at the same time have considerably increased their own traffic receipts. Hotels and boarding-houses have reason to thank the railway company for "The Cornish Riviera Limited Express," which encourages travel by running from London to Plymouth without a stop, and then completes the journey to Penzance in similar fashion, and in less than eight hours. Fortunately, the use of this luxuriously equipped and expeditious train is not limited to invalids and pleasure-seekers, and business travellers are not slow to take advantage of the improved facilities for going West. There cannot be any question that a quick passenger service is a great incentive to business. A few years ago the journey to Plymouth, even, was a long and tedious affair, no to be undertaken without absolute necessity. We can treat the matter lightly now that the tedium of stoppages is abolished, while we can take our meals by the way and in comfortable corridor carriages have a walk after them if we wish. It was under these favourable conditions that I last month paid a short visit to some of the china shops in Devon and Cornwall. Without interfering with the progress of their passengers to Plymouth and Penzance, the railway company provide two special carriages at the rear of the "Riviera" express, one of which is "slipped" at Taunton and the other at Exeter. Passengers having business in these towns can thus take advantage of one of the best through trains in the Kingdom. As I wished to make my first calls in Exeter, I availed myself of the "slip," and in due time arrived at the capital of the county of Devon.

EXETER

is an interesting city from many points of view—historical, municipal, archæological; but at present the city is not remarkable for its industries. So far as we could see, there are few manufactures there now, and this is always a matter of importance to retail tradesmen. An industrial population is the one that spends most money locally. Working men and women do not send to the London stores for their supplies, and are not the people appealed to by advertisers who offer to send goods "direct from the manufacturers." There is, however, in Exeter a considerable trade of a miscellaneous character. Devonshire or Honiton lace, for the manufacture of which the city has long been celebrated, is now made quite as much in the villages of the South Coast, though it is brought into the city for sale. It is regrettable, from a local point of view, that the woollen trade, which at one time was only exceeded by that of Leeds, has now quite left the city. There are, however, some 47,000 inhabitants to be provided or and as residents in the numerous outlying villages come to the city for their supplies, there should be a good distributing trade there.

Mr. A. E. Gater, wholesale and retail china and glass merchant, has one of the oldest businesses in the city. His principal shop is at 13, South-street, while he has others at 8, The Arcade, and in Milk-street. The general appearance of the shop in South-street is very attractive. Mr. Gater stocks goods to meet the requirements of all classes, but he especially caters for a better-class trade. He has a large and well-selected assortment of fancy and useful goods, and makes a good display with the goods of the best manufacturers of high-class porcelain. It would be invidious to mention those whose fine porcelains I noticed, since doubtless most of the other manufacturers' goods are stocked. In the well-arranged china rooms, dinner, dessert, toilet, tea, and breakfast services, and cut table glass in great variety, make an imposing display. Visitors are well provided for in an endless variety of fancy goods and heraldic china. Needless to say, the motto ware, for which Devon is so famous, finds a conspicuous place in the fancy goods. Mr. Gater gives special attention to the hiring of goods for dinners, suppers, pic-nics, weddings, and other festivities. From the stock of "hire goods" I was shown it is evident Mr. Gater could provide for an almost unlimited number. He has a shop also at Somerset-place, Teignmouth.

Fynn & Son, 1, Queen-street, Exeter, have a capital shop in one of the best streets, mid-way betw en the railway station and the Cathedral. There are many visitors to Exeter, and Messrs. Fynn's shop is well situated for the sale of souvenirs. The stock is a large one, and, while there are goods by most of the best manufacturers in pottery and glass, there is a useful assortment of medium-class goods such as are in everyday demand. Older members of the trade will remember Mr. Robert Fynn, to whom the business formerly belonged, and who took it from the late T. H. Hawkins, succeeding Albert Wassell. Like all other cities, Exeter has undergone many changes, and retail business in our trades has seen some of them. Messrs. Fynn have not made any great changes in their business beyond keeping it up to date. But to do this now means that a business must change in its general character. In addition to a well-selected stock of dinner patterns, toilet services, and tea and breakfast sets, there is a good show of fancy lines. It has been the introduction of so many of these that has altered the appearance of the average glass and china shop in recent years. Glass and china dealers in Exeter are greatly handicapped by the number of dealers in other trades who stock the lines in most frequent demand, and Messrs. Fynn keep everything a householder is likely to require, while dealers in other trades make a great show of banded and printed tea ware, printed dinner ware, and sets of jugs, which people are buying every day. These may not always be very profitable lines, but the outside dealers get hold of inferior qualities and sell them at such low prices that when the public look at the goods in the shops of the regular dealers like Fynn's they at once say they are dear. Messrs. Fynn have an established connection, but it is the passing, ready-money trade that they lose by the competition referred to. Matchings are not the most profitable branch of a dealer's trade, but I have always maintained that they are very useful feeders to regular business. The firm announce that they give prompt attention to matchings, and I hope they meet their reward in other business.

H. P. Jeboult & Son, 198, High-street, have one of the oldest, if not the oldest shop in the trade in the city. They are high-class glass and china dealers, and have been established since 1790. I hope to have something more to say about their business shortly.

DEVONPORT.

I was at Plymouth a year or two ago, but had not time then to look round Devonport. Knowing that it had very nearly 70,000 inhabitants, I called there this journey instead of at Plymouth. It is one of the famous "Three Towns" of which we have heard so much, Plymouth and Stonehouse being the other two. Devonport was a sort of offshoot from Plymouth. It was, indeed, called "Plymouth Dock" until 1825. As a naval and military station it holds a prominent position, and is naturally a place of great business activity. This is only to be expected in a town that boasts of one of the largest and finest dockyards in the world. It was my knowledge of this fact that made my visit to Devonport so disappointing. I found a number of trades well represented, particularly those having any connection with the shipping trade; but I was astonished to find our trades so feebly represented. Where do the 69,674 inhabitants of Devonport get their supplies of pottery and glass? I could only find two glass and china shops in the town. There may be others, but I do not think there are. One would think that two glass and china shops would do a good trade in such a population, but they do not, so I conclude that Devonport is still appendant to Plymouth, and that its inhabitants, or many of them, go there for their pottery and glass.

Mr. H. G. Cole, The Devonport China Warehouse, 100, Fore-street, Devonport, has an old-established china, glass, and earthenware warehouse. I saw Mr. Cole, and had an instructive interview with him. His opinion of the glass and china trade in Devonport may be best gathered from the fact that he has recently added to the business of his shop a depôt for incandescent and other lighting accessories, seeing that increased competition checked the advance in his returns. At one time his father did a splendid business at the shop with the naval officers and messes, but since Government supplied the various stores from their own central depôt, and since the officers obtained their own supplies from the Service Stores, Mr. Cole only gets casual and comparatively small orders, instead of the bulk orders that used to come to the shop. His business in mantles, burners, and other lighting requisites helps to keep up his returns. Of course, Mr. Cole does a regular business in glass and china still. What I intend to convey is that his business in our lines does not fully occupy the premises he devotes to it. He understands our trades, but is like many others who, from different causes, do not find sufficient remuneration in a business limited to pottery and glass. I no ice, on looking at my note-book, that I took down the address from Mr. Cole's statement as "The" Devonport China Warehouse. There are several other dealers in china and earthenware in the town, but most of them deal in other goods as well. Mr. Cole's is one of the oldest legitimate retail shops in our trades in Devonport.

H. J. & E. A. Boolds, Ltd., are silk mercers, drapers, hosiers, milliners, and house furnishers. They have extensive premises in Market-street, Tavistock-street, and Sydney-street, and as house furnishers they have opened a fully stocked and quite separate glass and china shop. They do not come under the designation of glass and china dealers, but they have a fine china shop notwithstanding. I did not see the manager of the department, though I waited some time after my card had been taken in to him. I had, therefore, to content myself by looking round the stock. It was well arranged, and the assortment was a representative one of good medium glass wares. From the appearance of the department, I should imagine it had not been opened very long.

I noticed many shops with small quantities of cheap pottery and glass for sale, but none with any sort of choice. Seeing that there must be some breakages, it is a wonder so many small dealers are willing to handle such fragile goods that do not bear much profit under the most favourable conditions.

ST. AUSTELL.

St. Austell is a small market town with about 3,400 inhabitants, thirty-nine miles from Plymouth, and 265 miles from London. It will be readily understood that I did not call at St. Austell for the purpose of seeing the glass and china shops, though it is perhaps more intimately associated with the china trade than any other town in the kingdom, with the exception of those in which china ware is manufactured. St. Austell is the heart of the china clay industry, the centre of the district in which china clay and china stone are mined. The clay mines are some distance from the quaint old market town, which is situated in the midst of some fine scenery. It is not far from the coast, and some splendid sea-views can be obtained from the neighbourhood, including a good view of St. Austell Bay. There are some beautiful valleys which may truly be described as presenting the scenery of Switzerland in miniature. It is a convenient centre from which tourists may visit other parts of the country, and from which the residents in the villages, farm-houses, and other isolated dwellings for many miles round obtain their supplies.

Harvey Brothers, Ltd., china, glass, and hardware merchants, West End Pottery Galleries, St. Austell, are large wholesale dealers and distributors. They have a large stock, and their shop seems large for the size of the town; but it is none too large for the business they do on the market day, when people flock in from places immediately outside the town. On the other days of the week Mr. Harvey drives a van loaded with the sundries carried by oil and colourmen and drysalters in the West of England, which always include the every-day lines in china, earthenware, and glass. Mr. Harvey was just starting on his daily round when I called early in the morning, but he delayed setting out for a short time, and showed me round his crowded stock-rooms. I was surprised to see such a heavy stock in so small a town, but he says he is obliged to keep it because he cannot always depend on the speedy delivery of goods ordered.

Mr. C. Bennett, Burton-place, West End, St. Austell, has an attractive retail shop with a very good display in the window. The shop is not quite in the main thoroughfare, but it is so placed that it is seen readily by persons entering the "West End" of the town. There is therefore an additional incentive to make the shop itself, and especially the contents of the window, attractive. But Mr. Bennett does not confine himself to the quiet "West End" trade the shop would indicate. When I called and asked for him, I was told he was "round at the warehouse," and I was taken to him. There is a large block of buildings in the rear of the shop, and I found Mr. Bennett and his son as busy as possible in a wide and lofty warehouse with bins all round the sides and an immense floor-space in the centre, without anything in the shape of stands or tables. They do a large wholesale trade, and this space is used for laying out the goods selected by the customers who call and for getting ready the orders they have to deliver. Their business is principally with the small dealers from neighbouring villages, and with hawkers. They have a large number of the latter, who come for stock as they want it, pay for it, and take it away with them. Only those wholesale dealers experienced in this trade can carry it on with any profit. One peculiarity seems to be common to hawkers in all parts of the kingdom, and dealers know it and watch it. It is sometimes considered desirable to examine the contents of a barrow just as the customer is taking it off the premises. The labour is not superfluous, since they do not always correspond with the amount paid for them. It was a quiet morning when I called, and the

large floor space was comparatively bare, but some orders taken on the previous day were being got ready for delivery. The question of railway rates is a very serious one for dealers in Devon and Cornwall. The expenses on small consignments would frighten some dealers in the Midlands, and yet they consider the charges for carriage are excessive. The business Mr. Bennett does in his front shop is of a very different class to his wholesale trade. He keeps a good, if not very extensive, selection of nicely decorated ware in all lines. Probably his stock is larger than I supposed, as he also has a large show in the Market House which is only open on market days.

Mr. F. Liddell, in High Cross-street, keeps a useful stock of glass, china, and earthenware for domestic purposes. He has also a variety of fancy ornaments and goods suitable for presents. Mr. Liddell deals in stationery, Berlin wool, and fancy work, and, since I was able to buy a London daily newspaper from him, I considered his a very handy kind of shop—and no doubt other visitors to St. Austell think the same. Mr. Liddell succeeded the late Mr. A. Higgs, and, though his cannot be described as a glass and china shop proper, he stocks many useful lines in our goods, and is, no doubt, an appreciated tradesman in St. Austell.

TRURO,

the capital of Cornwall, is full of interest to the visitor, whatever the reason for his visit may be. The mere pleasure-seeker will find Truro the centre for a round of sight-seeing and excursions that will take him a fortnight to complete. The antiquarian will find ample field for research in the records of Truro, extending from the entries in Domesday Book, 1087, down to the present day. Those in search of health will find the winter climate of Truro and other Cornish towns as mild as that of most of the more fashionable foreign health resorts. Truro is also full of interest to the man of business. It is said to have been the first municipality in Cornwall. It is a port of Cornwall, and is situated in a pleasant valley between two streams at the head of Falmouth Haven. It was constituted a city in 1877, and, though young in that capacity, it is as interesting and as picturesque as any of our older cathedral cities. The streets are wider, and the houses more regularly built than in most towns of its age. It is a great agricultural centre, and has a cattle market twice a month, an annual county horse fair, several pleasure fairs in the course of the year, and two market days each week. It is upon the last-named that local tradesmen depend. Fairly large vessels are able to come up the creek to the town quay. Coal is imported from Wales, and timber from Norway; while tin, iron ores, lead, and zinc are exported from the mines in the immediate neighbourhood. The Town Hall and the Market-house are handsome structures. Truro is about the best example of an old market town I have ever seen. Market days are real and lively in Truro; they are not merely nominal, as they frequently are. There is a large "Market Place"—not an enclosure, but a very wide main thoroughfare through the city. At noon I saw about a hundred conveyances ranged in two rows down the centre of this market-place, with ample space for traffic on both sides. The horses were absent, and were no doubt enjoying a meal and a rest. The conveyances were of various kinds; for the most part they were a combination of omnibus (with passengers inside) and carriers' cart, with packages skilfully piled on the top. Most of them bore the names of the places from which they came and "Truro." About five o'clock I passed again, and saw many of them filled with passengers who appeared both comfortable and patient, though the horses were still absent. The seated passengers were nearly all women, and the space in the 'bus not occupied by their portly forms was judiciously filled up with their numerous parcels of grocery, drapery, and other necessaries, while their heavier purchases were carefully stowed on the top. I have mentioned these details because they help one to understand the nature of retail trade in the city. The shopkeepers of Truro depend largely upon their market-day customers. I ascertained that these customers come to market about once a month, many of them sending or bringing produce to sell and taking thei · domestic supplies back with them. There are markets on Wednesday and Saturday, but these rural dwellers could not come even once a week without a great addition to the omnibus service. Shopkeepers, many of whose customers live five or six miles from a railway station, do their business under difficulties townsmen know nothing about. When we are figuring up the value of a glass and china business, it is as well to know exactly where it is situated. There is a greater difference between the conditions governing a glass and china business in Truro and one in the East End of London than there is between the methods of conducting the latter and those which prevail in a shop in New Bond-street.

Mr. A. L. Aver, 9, St. Nicholas-street, Truro, is a wholesale and retail dealer in glass, china, and earthenware, both useful and ornamental, and is also a dealer in hardware and fancy goods. Mrs. Aver takes a very active part in the business, which she manages with considerable ability. The shop has a large and attractive window, and, though the stock is a very heavy one, there is room for b th customers and assistants to move about freely. The necessity for this convenience was evident at the time of my visit, which was on a market day. Mr. Aver has a number of active assistants, and they were kept fully employed while I was there. Household pottery and glass were displayed in great variety, principally in the medium qualities. Mr. Aver is an importer of fancy goods, of which he has a large stock. British fancy goods are also shown for presents, &c., but a prominent place is naturally given to Devonshire motto ware. Truro is near enough to Devonshire to utilise its quaint pottery for visitors to take away with them as presents. A large portion of the window display consists of ornamental and fancy pieces. These will attract the attention of visitors. Regular customers will know that all kinds of domestic pottery and glass are to be obtained inside. I was interested in noticing that here in Truro some of the latest shapes and patterns in toilet ware and tea ware are on show. Foreign glass and fancy china goods are very conspicuous in Mr. Aver's stock for the same reasons that other dealers give—low prices, cheap delivery, and convenience in packing. St. Nicholas-street is one of the best business streets in the city, and visitors are almost sure to pass Mr. Aver's shop, so that I should imagine there was daily a good passing trade, as distinct from the market trade on Wednesdays and Saturdays. It is very usual now for glass and china dealers to have some "side lines" to add to their takings. These mostly take the form of hardware and kitchen utensils. I gave Mr. Cole, of Devonport, credit for originality and enterprise in adding incandescent mantles and fittings to his pottery and glass. Mr. Aver, however, in addition to his business as a general wholesale dealer and importer, is a pyrotechnist, and is the agent for both Brock's and Pain's fireworks. He supplies set pieces, and announces that he is prepared to get customers' own designs made to order. That he does the business thoroughly is shown by the fact that he sends competent men to display the fireworks if required. I have often complained that dealers in other trades encroach upon the business of the glass and china dealer by selling his goods. I shall have to moderate my strictures on others, when I find dealers in our own industries selling fireworks and gas-mantles.

Mr. Thomas F. Webber, 18, New Bridge-street, is not only a glass and china dealer, but keeps an oil and general stores as well. The stocks are, of course, kept quite distinct, for Mr. Webber has practically two shops, next door to each other. New Bridge-street is not a large street, nor is it a main thoroughfare; yet Mr. Webber does an extensive wholesale and retail business. New Bridge-street is as convenient as any other would be for the bulk of the trade done, which is with shopkeepers and residents outside Truro. Mr. Webber and his son adopt the plan which seems to be very usual with dealers in our trades in Devon and Cornwall. They start out each morning about seven o'clock with a conveniently constructed compartment van, very neatly painted, and with his name and address in large illuminated letters. They take orders for goods one journey and deliver them the next visit. But they also carry with them a few standard lines in cheap tea and breakfast ware, some cheap tumblers and flower holders, and an assortment of round, oval, and square dishes. They carry with them such requisites from their oil stores as the season demands. For instance, as people get ready for spring cleaning, their van contains brushes of all kinds, mats, soaps, soda, &c., and ready-mixed paints and varnishes in small tins. Their customers are mostly small shopkeepers, but in more remote places they call on private houses, selling and leaving such requisites as are required. Oil they carry with them in tanks at the rear of their van. They take a different route each day, and make six journeys a week. On returning home each evening, they pack their van for the following day. It was in the evening I had an interview with them, and saw their large and varied stock in both branches. Their shops are both well looked after in their absence. They have a good selection of pottery and glass of the medium and cheaper qualities. Foreign glass they keep in abundance, but not much foreign china. The shop in New Bridge-street is but a small portion of their premises, the warehouse and stock-rooms and stables being in the rear. They are proud of their fine horses and really handsome van. The horses I saw "resting"; they are well groomed and carefully looked after. Mr. Webber is just the enterprising man to make an experiment with one of the new commercial motor vans. Some of the oil motors shown at the recent exhibition at Olympia could be easily adapted to such a compartment van as Mr. Webber and other distributors in the rural districts of Devon and Cornwall are now using.

Mr. A. J. Webber, dealer in china, glass, and hardware goods, and petroleum oil merchant, has a neat-looking shop at 110, Kenwyn-street, at the other end of the city from New Bridge-street. Mr. Webber was not in when I called at middle day. He is a brother of Mr. T. F. Webber, and, I understand, conducts a business on very similar lines. I had not been to New Bridge-street when I called at Kenwyn street, so that I did not make the inquiries there I should have done if I had known of the business done at the former shop.

Mr. Edward Burton, High Cross, Truro, has, without doubt, the largest stock of glass, china, and earthenware in the city, and yet he has not a shop devoted exclusively to those goods. He has pottery and glass enough to fill a very large shop indeed, but they form one of something like five-and-twenty departments into which his huge "Emporium" is divided. Burton is a familiar name in our trades, and the present business at Truro was established by its founder, also a Burton, as a pottery and glass shop proper. Mr. Edward Burton, the present proprietor, has a splendid assortment of china, glass, and earthenware, as becomes one who describes himself as a "complete house furnisher." But, large as it is, Mr. Burton's pottery and glass trade is a department only. He has two blocks of premises, both extensive. The first floor of the original shop is devoted to pottery of all descriptions, and to glass. Large pedestals and pots and tall vases, both Continental and British, in the windows, indicate to passengers on the other side of the street that it is a pottery show-room, but there is little in the ground-floor windows to that effect. Residents in Truro and the neighbourhood need no such intimation, for "Burton for glass and china" are household words there. I found Mr. Burton in the block of buildings almost opposite the original shop. He took me over a portion of them, and then left me to visit the pottery display at my leisure. In these second premises he has a very quaint possession. The central building is said to be the oldest in Truro, and it looks it, in spite of some modern additions. Mr. Burton has offices here, and furniture and carpets are stored with other heavy goods. He is the "Whiteley" of Truro, for he not only supplies almost everything a customer wants, but affords him an abundant variety to select from. I was sorry that Mr Burton was not able to spare more time, for I am aware that there is much that is interesting to be said about his remarkable business; but, unfortunately, his assistants could not say it. As a business man, Mr. Burton has a good local reputation, which is confirmed by the magnitude of the "Emporium" he now controls. That he stands well in the estimation of the majority may be partly explained by his claim that his is "the cheapest house in the kingdom."

Local Potteries.

It is, perhaps, a little irregular to include any reference to potteries in an account of glass and china "shops," but while in Truro I visited two working potteries there, and an account of my visit to the city would not be complete without some mention of them. While the manufacture of the finer grades of pottery is limited to comparatively few places, heavy or rough pottery is made almost everywhere For many useful purposes in the garden, on the farm, and in the house, it is not necessary that pottery should be either fine or decorated. Pans and pots can be made at very little cost out of any kind of clay, and while the clay in some districts produces goods of better quality than others, and quite as cheaply, the carriage on such heavy goods prevents their economical transport, and so each district is content to use its local products. And for the same reason manufacturers of this "local" pottery seldom supply any markets but their own or those in the immediate district.

Mr. Edwin D. Venn, manufacturer of earthenware, The City Pottery, Trafalgar-square, Truro, has the most primitive pottery I have ever seen. It has been in the hands of the family for about four generations, and, I should think, has not undergone any material change since they acquired it. Edwin D. Venn, I understand, has long since passed away, but his descendants have not seen fit to alter the well-known business name. The Mr. Venn I saw was an active, intelligent, businesslike young man, who understands every detail of his business. He says they "can sell as much as they can produce"—certainly a very comfortable, not to say unusual, position for a pottery manufacturer. They have been thinking for some time of reconstructing their works and introducing new methods of manufacture, but so long as they keep busy they have no pressing inducement to incur the expense. They manufacture pitchers, pans (for milk, bread, and other purposes), chimney-pots, tiles, crease, garden pots, vases, and all kinds of hollow ware. They make also curious-shaped jars, with curious names, for water, &c. They are evidently local requisites. Their names were mentioned to me, but, as I have not seen them either written or in type, I dare not venture to

repeat them. Pans and garden pots seem to be in greatest demand, judging from the quantities in course of making.

W. H. Lake & Son, earthenware manufacturers, Chapel Hill Pottery, Truro, have also a pottery at St. Austell. At the moment I called at Chapel Hill Mr. Lake was getting into his gig to drive away, and so he referred me to the foreman. I could not obtain any information about the firm any further than that it was a very old one. They make all the usual pans, pitchers, and flower-pots, and a number of specialities—Bideford ovens plain and ornamental crease, seakale and rhubarb pots, all kinds of drain-pipes, chimney-pots, and earthenware of various kinds.

REDRUTH.

I called at Redruth on my way back to town, and could not, therefore, make a long stay. It is a prettily situated market town between Penzance and Truro, and about ten miles west of the latter town. It is in the centre of the mining district of West Cornwall, and has been subjected to many fluctuations consequent upon the varying state of the mining industry. When the rich copper mines were abandoned the town was depressed, and when others proved rich in tin at greater depths the town flourished again. The population of the urban district in 1871 was 10,685; in 1881 it had fallen to 9,335; but in 1901 it had increased again to 10,431, having very nearly recovered its position in 1871. I am told it is still increasing.

Mr. Thomas Jarvis has a large warehouse just opposite the railway station. There is no mistaking it, for his name and business are painted in letters so large that they can be easily read from the railway and in a moving train. He has a very large retail shop, with a handsome frontage, in Fore-street, but the wholesale warehouse, with its entrance close to the station and the shop in Fore-street, are back to back, so that the business is all together. I entered by the warehouse and walked through to the shop in Fore-street. I am sorry to say Mr. Jarvis, senr., is an invalid, and unable to attend to business. He has, however, two sons in charge, both of whom I saw, and to them I am indebted for courteous attention. Mr. Jarvis does a wholesale and retail trade at Redruth, and he has also a shop at Camborne. He has very extensive warehouse room and keeps a large stock in earthenware, china and glass, and included in it are several special lines. The wholesale premises on Station-hill are comparatively new, and were built to meet the requirements of the increasing trade. It is an old business founded by Mr. Jarvis, and has developed rapidly under his careful attention. The front shop is most elegantly and conveniently fitted, and has a fine and large showroom on the first floor. Our illustration conveys a better idea of this magnificent display than any verbal description. The business done is principally in medium class goods, but all the best makers are represented in the stock. The business is not confined to the inhabitants of Redruth, but extends to places many miles round. They have scores of regular customers, who come to Redruth solely to do business with them. They get out of the train, cross the road, enter the wholesale warehouse, and pass through to the front shop. Many of them come to Redruth, do their business at Jarvis's and never enter the town. Anyone in the trade would know that a town with 10,500 inhabitants would not warrant such a vast stock as Mr. Jarvis keeps; but the fact is, he caters for people living miles away in every direction. I have said Mr. Jarvis has a number of special lines confined to him, so that in them he has no competition to contend with. Amongst them is a special make of white china by a well-known house. To this he has given the distinctive name of "Carn Brea." In this white china he supplies dinner sets (and loose pieces), dessert ware, tea and breakfast sets, and all pieces of table ware separately. He has also a special line in thick white china for heavy wear. Another special line is "Pearl White" dinner ware and toilet ware. In one large room in his warehouse Mr. Jarvis has nothing but white ware, and it presents an imposing sight. I question if so large a stock of white ware—china and earthenware—can be seen anywhere else in one room. Mr. Jarvis is the agent for "Goss" Heraldic China, of which he keeps a large stock in a variety of shapes. He has the arms of Redruth and Camborne executed with care and accuracy expressly for him. His stock of glass is very complete. He keeps the best English hand-made table glass, plain, cut and etched; and a large variety of Continental glass. Rose-coloured glass is shown in jugs, salts, custards, jellies, wines, tumblers, and sweets. They make up standard lots of pretty and useful articles, suitable for bazaars, at fixed prices. These include white and coloured china and fancy glass goods. These "Bazaar Lots" are well-known; they are good value and are in great demand, because they obviate the trouble of selecting the goods. The exterior of their front shop in Fore-street is a handsome structure. The shop is approached by two large steps from the road level; there is a large central entrance, and plate glass windows on each side. Each window consists of two large panes of plate glass with semi-circular head. On the first floor there is a large central window and two side windows; the latter are in the form of glass cases. The front of Mr. Jarvis's shop in Fore-street would do no discredit to Piccadilly or Regent-street, London.

Edwards & Son, Ltd., Fore-street, and the West-End Drapery Stores have pottery departments in Redruth, but I had not time to call on them.

RETAIL TRADE CONDITIONS.

(BY ONE OF OUR STAFF.)

(*Concluded from page* 468.)

53. "I think if English manufacturers would specialise more, and the workmen would try and work more to the wishes of the employers, a great amount of foreign goods would be kept out. They are slow to adopt fresh methods."

54. "The custom of charging for straw in English crates of china helps a German or an Austrian house to open an account. Their straw and packings are free—free!"

55. "Much more trade might be done with English manufacturers if they were more obliging and smarter with delivery. I have orders for general goods placed in Staffordshire first week in July, and still [November, this was] unexecuted. Orders given to foreign houses in September have been delivered and in several instances sold again. The British manufacturer, by his inattention, in many instances, forces us, against our wish, to order abroad. We prefer to order and sell English goods, but often, when the Englishman begins to think of our order, the foreigner is canvassing for a repeat."

56. "I can sell plenty of goods on credit, but with advertisements and leaflets in magazines and papers, advertising goods direct from works, and with stores, there is not much chance for cash trade in small districts."

57. "Earthenware manufacturers do not suffer at all from competition, and the medium and better-class glass and china makers very little. The 'Bazaar' class of goods is almost exclusively foreign. Useful china made here is much better, and quite as cheap."

58. "We certainly should prefer to give our orders solely to British manufacturers if they could, or would, adopt foreign methods and compete with foreign goods. It might require special works and special arrangements



MR. THOMAS JARVIS, REDRUTH.

with workpeople to produce the cheaper class of goods, but it could be done."

59. "There is an immense trade here in trinket sets, tumblers, &c.—all foreign! Where is the English workman? Rather content with the workhouse in latter life than work below Union rate of wages."

60. "It is quite time something definite was done regarding straw and packing charges; these are detrimental to the best interests of the trade. This is a sore point and a 'hardy annual' for discussion, but it should be settled."

61. "Stores cutting competition is the most difficult thing I have to deal with. A departmental stores here, where I had been to match a few things for one of my customers, sent me an illustrated list which must have cost them 2s. 6d. In it they advertise a dinner service for 42s. 6d., which costs me 35s. plus carriage, package, and packing. Again, a glass decanter which costs me 9s. they list at 10s. 6d., and other articles in proportion. These prices do not allow a sufficient margin of profit to meet expenses."

62. "Nothing can be done, in our opinion, to improve the glass and china trade if manufacturers are willing to supply anybody and there is no power to stop them. Amalgamation of shopkeepers cannot do it, nor could it stop foreign competition. The whole question has to be fought individually; the fittest will survive. Protection might even turn out a doubtful blessing. 'Unions' are responsible for a great deal of foreign goods coming in."

63. "Some of the British manufacturers are selling foreign goods themselves."

64. "Manufacturers now seem ready and anxious to open an account with anyone who will place an order for a small quantity. The wholesale trade is practically dead, every small village being visited by firms who drive through the country."

65. "I have been in the trade thirty-two years. When I commenced business 90 per cent. of glass stocked was English; now 90 per cent. is foreign. There is no great disparity in prices of English and foreign china, but the foreigners' methods of business save much trouble to the retailer, and tend to drive trade into their hands."

66. "My opinion is that the British manufacturer can meet and beat the foreigner in many of the every-day lines if he discards old ideas. Three years ago the cheap flower vase trade appeared to be rapidly drifting into the hands of the foreigner. To-day I can buy English of better finish at foreign prices, and with the advantage of free delivery and breakage allowed. This refers to plain and coloured. In cut goods we are rapidly nearing their price. In cheap tea sets the foreigner to-day is no longer on the market, compared with several English houses, for either price, style, or finish."

67. "My opinion is that English makers would do well to copy the foreigners' methods in regard to carriage and packing. Packing is a fine art with foreign firms. Carriage is a serious item. On invoice amounting to £13 3s. the charges were: Use of crates and straw, 10s. 6d.; carriage, 18s. 3d.; returning empty, 2s. 6d. Thus £1 11s. 3d. is too much to have to add to £13 3s. before putting on profit (about sixty-five miles from the potteries).

68. "There is far too much 'seconds' on the market, so that the middle-class public will not pay a fair price for best. In fact, they will now hardly look at anything above 'seconds' prices."

69. "The British maker can hold his own if he is thoroughly alive. He will always have competition, I trust; that cannot hurt him if it is fair. But every trader prefers to handle British goods, and this should be a valuable asset to the keen British maker. Let him be progressive in his ideas, and he will succeed."

70. "Many local people are shareholders in London stores, and naturally support them. One of my customers came to me with a plain finger-bowl and wanted only one. I took a lot of trouble, but had none exactly like hers, and said I would get it for her in the morning. But she replied, 'I know where I can get it—at ——'s Stores; I am a shareholder. I only came to you because I want to use it to-night.' I fail to see why manufacturers should charge so much for packages. One firm not only charges a high figure for packages, but adds the 5 per cent. plussage at foot of the invoice. The same if a parcel is sent by post; I fail to see why packages and stamps should have 5 per cent. added to them."

71. "The Merchandise Marks Act is a complete failure, and the statesman who brings in a Bill to stop the sale of foreign goods as English, and to protect the ideas of English artists in pottery and glass, and let us have the fruits of our own labour, will be a benefactor to his country."

72. "Quicker dispatch would help the British maker a great deal. At present it takes some pottery firms longer to execute an order than any foreign firm."

73. "The greatest grievance we have is the charge for crates and packing, and railway charges for carriage, and for returning empties. These amount to 10 per cent. on original cost."

74. "An advantage of the English house is that we can have goods when we want them. We have to wait four, six, nine, and even twelve months with some Continental houses. Yet we often get delivery within a week."

75. "It is essential that English manufacturers should pay most strict attention to the execution of orders, and to the wishes of their customers. Those who are the most careful, prompt, and obliging are the most thriving."

76. "We stock only pottery and glass goods, and no general goods or ironmongery; consequently ironmongers here do not try to sell our goods."

77. "Enamel goods—bowls, chambers, jugs, dishes, &c. —are now imported much cheaper than a few years ago. They seriously interfere with the sale of household pottery."

78. "Heavy railway freights! We have just had a crate of earthenware, value £5 3s. The carriage and cost of packing amount to 23s." (This is on the South Coast.)

79. "The china, glass, and earthenware trade in this district is more active. Dealers are looking after more up-to-date lines than formerly."

80. "I never experience any difficulty in selling British goods when a true comparison is drawn. If manufacturers were a little more original, very little trade would be lost."

81. "Manufacturers send their travellers round too often; thus, when the regular dealer cannot give an order, they *must* get one elsewhere, and go outside the trade. Why do not manufacturers say when an order will be delivered without such a lot of writing? It is unfortunate when travellers are changed every few years. One of the firm should go round and see customers occasionally."

82. "If our manufacturers would discontinue the present crate system, their sales would keep up to foreign houses. We sell more foreign goods because they come in carriage paid and cases free, and we get more profit on them."

83. "Heavy railway rates are a great disadvantage to the British manufacturer."

84. "If manufacturers would keep to the legitimate china shops, it would be all round much better. The draper can make his profit in other departments, and so cuts prices in china."

85. "I could mention names of gentlemen who can be relied upon, as soon as they meet with a good line in

British goods, to send or take it abroad to see what can be done towards underselling the British manufacturer in his own market.''

86. '' A glass and china dealer has to keep a fairly large capital (in proportion to turnover) in the business to carry a representative stock, yet he cannot do a fair amount of bnsiness in ' every-day goods ' because of the multiplicity of shops keeping them. Then another serious matter is the number of dealers in retail trade who undersell other dealers and then fail. The fault is with manufacturers who give credit so unwisely. The greatest evil is the way in which ' seconds ' and job lines are disposed of. It is absolutely wrong on the manufacturers' part to sell their ' seconds ' and ' job ' in the way they do. Furniture brokers, hucksters, auctioneers, and some shopkeepers sell nothing else. Much as I object to handle these goods, I was compelled to get some, although I keep a large and really good stock of all grades of goods. But where do I have to go to for them ? Not to manufacturers from whom I buy best goods of the same shapes. Oh, dear, no ! They never have any to dispose of *to me*. So I have to go to factors, who can always get them. What can I do when I find the next shop to me selling ' seconds ' against my best in the same shapes ? Is this fair treatment ? Unless something is done to alter this, there will soon be few glass and china dealers proper left. I, for one, am beginning to wish I had never seen the trade.''

87. '' I think the trade should unite as the ironmongers have done, and boycott those firms who call on and supply furniture shops, drysalters, and others in opposition to legitimate glass and china dealers who carry large stocks to meet the public demand.''

88. '' Manufacturers in the glass and china trade are too eager to get the custom of the large stores and the drapery houses. These are the shops that start cutting prices in a district, and they generally commence on glass and china.''

89. '' There would be a better feeling between the manufacturers and the retailers if the former kept to the trade only and did not go to hotel keepers, confectioners, caterers, and such-like. We believe larger orders would many times be taken if goods were ordered through a person in the trade—most likely well known to the customer.''

90. '' We find that every year customers want to buy cheaper goods than before, and we have to sell three times the bulk of goods—in other words, work three times as hard—for the same turnover.''

91. '' I find packages and carriage a great trouble, especially when obliged to send for a small package of pottery. The charges then add 20 per cent.to the cost.''

92. '' If all the people who talk so loudly about ' Tariff Reform ' bought only goods of British manufacture, there would be less reason for anxiety. But they are the very people who will buy the cheapest, no matter where it is made. We abound in ' Service ' men in this locality.''

93. '' The adoption of the policy of the foreign glass manufacturers of selling goods case and carriage free would certainly lead to more English orders, especially if quick dispatch was assured.''

94. '' Some years ago, a large London establishment sent samples of new goods straight from Stourbridge, per foreign post, to be copied. *I packed them.* No manufacturers should supply drapers, because they cut prices.''

95. '' The foreigner is handicapped ; and, seeing we have more than fair play in the home markets, it is un-English, and even childish, to lay to his charge what we should debit to our leisurely ways in education and business application.''

96. '' The pot trade is an unprofitable business through competition. The people now decline to fill their cupboards with ' sets ' as in the old days. The tendency is for penny cups and saucers ! ''

97. '' To a large number of shopkeepers it would be a distinct advantage if English manufacturers of china would pack their goods in paper boxes or parcels. The time consumed in unpacking tea ware is very great. If packed in boxes, the sets would be more conveniently checked, and put away more quickly, and there would be less breakage.''

98. '' The business of this neighbourhood has declined, owing to cheap railway excursions taking people up to town so often. Another cause of declining trade here is that old country families in the neighbourhood took an interest in the town. When they went away the new people have not the same local interest. This has happened in many cases I know of.''

99. '' I suggest that British manufacturers should deliver free, packages free, and box, all adaptable small goods, as foreign manufacturers do.''

100. '' I have no fault to find in particular. My principles are window ticketing, selling at a fixed reasonable percentage, monopolising as many lines as possible, strict attention to business, and a sharp eye on staff.''

101. '' As years come and years go, trade seems to get rotten. An opponent starts selling one thing at ' cost,' and then another does the same with something else. Of course, customers buy one thing from one shop and another from another. These tactics amongst retail tradesmen make men with capital hesitate before investing it in our trade. I could, no doubt, do a larger turnover if I resorted to the dash and quick sale, but I like to see something for my trouble.''

Foreign Notes.

The demand for glass in Abyssinia is reported by the British Consul as '' not increasing.'' Only a few cases were imported last year from Austria-Hungary, Germany, and Belgium to a value of $3,000.

Mr. W. Brett, agent for Josiah Wedgwood & Sons, Ltd., Thos. Webb & Sons, Ltd., Pountney & Co., Ltd., Salt & Nixon, &c., has dissolved partnership with Mr. A. Sturtzohnen, and is now trading alone at Eppendorfer Weg, 60, Hamburg.

Relics of the San Francisco Earthquake.—Some interesting relics have been dug from the ruins of a pottery store at San Francisco, which was destroyed by the late earthquake. Among them are half a dozen tumblers melted into a solid mass. An oil cruet is so warped that the bottom nearly touches the top. A white, semi-vitreous jug shows iridescent colours transferred from some decorated piece. A plate has all the underglaze melted off the top, while the bottom is as good as ever. A glass inkstand and a Royal Copenhagen plate came through almost unscathed, while some tumblers were melted beyond recognition.

The Condition of Workpeople in Germany.—The report of six English workmen who were sent to Germany by a Tariff Reform parliamentary candidate to report on the conditions of living of the workpeople in that country has just been published. The delegates say :—'' It is quite clear that the German industrial workman is immeasurably better paid now than he was twenty-five years ago, and that he is similarly better clothed, better fed, and better lodged than he was then. He has, moreover, ample facilities for healthy recreation for himself and family. In regard to the provision made for him by the State in the event of sickness, in the event of his meeting with accidents during the exercise of his vocation, as well as in the event of his becoming unable to

earn his living through physical debility or old age, he is in a decidedly better position than the workman in our country. He pays no more in a Protectionist country for his bread, his coffee, his sugar, his clothing, or his boots than we do in England. It would be of no use to offer him white wheaten bread and jam, which we consider in England to be nccessaries. He prefers his brown rye bread and other delicacies at which our people would turn up their noses. His meat is just now dearer than it is with us; but in normal times we do not considcr that he is worse off relatively in this respect than we are when we make due allowances for national differences of taste.''

An Imperial Potter.—The Kaiser's industry in making propaganda for his porcelain factory at Cadinen excites no little amusement in Germany. Cadincn is a handsome property, worth about six million marks, which was left to the Kaiser by one of his admirers, a wealthy Holsteiner who had no direct heirs. Cadinen ware has existed for a couple of centuries, and resembles the porcelain of Delft. But in recent times its design had become of astonishing ugliness. It was simply cheap and nasty. The Kaiser some years ago took the matter in hand, and invested 300,000 marks in the business. He himself designed a number of pieces of ware, and got well-known artists to provide others. The number of workpeople was doubled, and then His Majesty set out to make propaganda for his factory. At Court balls and receptions he button-holes wealthy persons and books an order or two, which he promptly inscribes on his shirt cuff so as not to forget it. This custom on his part has formed the subject of an amusing cartoon in this week's ''Ulk,'' the Berlin comic paper. It represents the counting house of the Cadinen factory. On a desk in front of the bookkeeper lies a basket full of cuffs with writing on them; an old woman remarks, ''These are for the wash, I supposc?'' to which the horrified bookkeeper replies, ''Gracious, no! These are going into the safe!''

Packing Goods for the Levant.—According to an article published in the monthly bulletin of the French Chamber of Commerce at Constantinople, too much attention cannot be paid to the packing of goods intended for the interior of Asia Minor. It is advisable to avoid the use of large cases and heavy packages as much as possible. There is no maximum weight, but with those weighing more than 30 cwts., the discharging expenses very greatly increase the cost of transportation. Delicate and valuable objects should, above all, be well packed. Badly packed goods offer an opportunity for theft, and this is always a source of trouble. Care should also be taken that excessive packing dues do not harm the sale of merchandise. Merchandise should be packed with the idea that all the inscriptions ''Fragile,'' ''Top,'' ''Bottom'' are not understood and, if so, never respected. They should be put on, nevertheless, as it costs nothing and may be of some little service. Cases should be tightly packed, as this renders theft more difficult. When valuable goods are shipped, the case should be made so that it could not be opened without leaving marks. It sometimes happens that contents of cases are extracted with such skill that it remains undiscovered until opened at the point of destination. The difference in weight is often made good by introducing stones. It is advisable, therefore, to construct a case which cannot be opened without leaving an irreparable proof of such thefts.

A Disappointed Salesman.—The following letter was addressed to the Editor of the ''Crockery and Glass Journal,'' New York, a few days ago:—A salesman representing a large and reputable concern recently visitcd a prominent city and called upon a buyer who manages the china department in a large store there. This buyer picked out the best things the salcsman had to offer, and kept the samples so that the salesman could not show or sell them to any of the competitors of the buyer in question. This buyer ordered $1,200 worth of goods, and promiscd to mail a confirmation of the order in a day or two. The salesman spent about $25 in the entertainment of this buyer and his family before the latter made his selection. When the salesman left the city he sent his order to the factory. The buyer, meanwhile, had written to the factory management notifying them to fill no orders except those receiving his confirmation. This confirmation, in so far as the $1,200 order was concerned, never arrived. In consequence, the factory was without the best business of a large city and over $100 in cash, represented in salary, expenses, &c. The salesman, besides, was discredited in the eyes of the firm employing him. The only beneficiaries were the buyer and his family, who had a roaring good time without any expense to themselves. Cannot a house be compelled to take goods ordered in this manner? Is there no redress in a case of this kind? A certain buyer is doing it almost continuously. The editor commented as follows:—''So far as we have been able to determine, there is no legal protection for either factory or salesman in a case of this kind. No criticism of a buyer who resorts to such reprehensible methods could be too severe. It is the most despicable kind of 'graft.'''—We, ourselves, should say that, according to British ideas of straightforwardness, the salesman was in fault in the first case in offering ''entertainment'' to the buyer and his family.

Austrian Pottery in the U.S.A. Market.—The U.S. Consul at Reichenberg reports on the glass and pottery industries as follows:—The export of glassware to America is confined to only a few kinds, since the high duty has necessitated the abandonment of shipments of very many of these articles. Exportations now have been restricted to syphons, among bottle goods, paying a duty of 40 per cent., and to fixtures for illuminating purposes, and other glassware, paying 60 per cent. and valorem. Under these conditions, and against the competition of other countries, the Austrian glass industry is only able to maintain the export of some kinds of ware to the United States because of the cheap labour at its disposal. It is also worthy of mention that the mirror glass industry, which formerly shipped large quantities of their goods, has been forced to discontinue entirely the export to the United States. A cessation of the export of pressed glass, for the production of which America has its own industry, has also been noted. The fancy ceramic ware of Northern Bohemia enjoys a lively demand in the United States, which, in spite of the high duty, continues to increase. There is more call for the export of these articles, which require a large amount of manual labour for their production, since such work commands higher prices in the United States than in Austria-Hungary. Recently the competition of Japan has made itself felt. This country's ceramic industry is now actively engaged in the production of fancy articles for the North American market, and it is said has not hesitated to imitate the more saleable patterns of North Bohemian ware.. The representatives of this branch regard the retention of the present most-favoured nation clause as a vital point for their industry, but remark that a reduction should be secured if possible in the existing ad valorem duty of 35 per cent. on white ware and 60 per cent. on all decorated articles. The producers of fancy ceramics, too, desire an improvement in the method of duty adjustments on Austrian art ceramic ware, and think that more favourable conditions could be attained if, in the determination of the market value of goods, the opinions of native experts or corporate bodies, as chambers of commerce, would be given a decisive hearing.

TYPICAL POTTERY AND GLASS DEALERS.

(BY OUR OWN REPRESENTATIVE.)

SPEAKING generally, men are very much like plants—they are largely influenced by their surroundings. Environment has a decided influence on life—any kind of life—but while that influence is fairly uniform on plant and floral life, it varies considerably in the case of men, according to the character and inclinations of different people. Occasionally we meet with men of decided personal character—men who have struck out some line of their own, and have steadily pursued it from their youth. When we meet with men of this type we sometimes notice that the dictum I have quoted is reversed, and instead of being influenced by their surroundings they have brought their own influence to bear on those around them. On the other hand, there are men (though they are not so numerous) who have possessed both characteristics. I have met a few of them myself, and one of them is the subject of this sketch,

MR. EDMUND TYE, OF NORTHAMPTON.

Mr. Tye is the principal in the firm of Tye & Son, glass and china merchants, Gold-street, Northampton, but, on account of his health, he is now residing at "Hughenden," Boscombe. The business at Northampton, however, is still under his personal control. He has a capable manageress, and an efficient staff there; but he himself buys from manufacturers or their representatives, who call upon him at Boscombe for that purpose. Mr. Tye is frequently at Northampton, and is kept daily in touch with the business.



[*Photo. by H. Cooper, Northampton.*

MR. EDMUND TYE.

I called upon him during a recent visit to the pretty Hampshire watering-place, and the following particulars embody the result of my rather inquisitorial interview. Most of the information I am able to give was only elicited by a sort of cross-examination; but instead of giving my questions, and Mr. Tye's replies, it will be more convenient if I present it in narrative form.

Mr. Edmund Tye was born at Wellingborough, but when he was only a few weeks old the family moved to Stony Stratford, where his father, Mr. William Tye, had taken a situation as an ironmonger. He had not been there very long, however, before an old-established glass and china business came into the market, and by the assistance of some friends, amongst them the vicar of the parish (although Mr. Tye was a Nonconformist), he bought it. He was successful, and shortly added toys, jewellery, clocks, &c., to the stock. When he was fourteen years of age, Edmund was apprenticed to the printing and publishing business at Stony Stratford. He was very fond of his work. He says he never regrets those years, for the practical experience and general business habits he acquired there have been of great service to him in subsequent years. Still, though he had learnt to love his work, he made up his mind that as soon as his term of apprenticeship expired he would go to America. But when the time arrived domestic affairs demanded his attention and altered his plans. His father, Mr. William Tye, had for many years suffered from deafness, and most of the business responsibility rested upon his mother. About 1883 they sold the business at Stony Stratford and removed to Northampton. At this time his mother's health was giving way, and this fact, coupled with his father's permanent deafness, led Edmund to abandon his intention of going abroad. For the sake of the family he joined his parents when they commenced business in Northampton. They opened a china shop in "The Drapery" (a thoroughfare, not a trade), young Mr. Tye became a partner, and the business was carried on under the firm name of Tye & Son. (His three sisters were all in the business at this time.) It was a trial to him to give up the printing trade, of which he was really fond, but he quickly interested himself in building up the new china business, and in course of time they opened branches in the Arcade, Northampton, at Kettering, and at Gloucester-place, Wellingborough. They were obliged to take larger premises in Gold-street, Northampton. All this time Mr. E. Tye was an active worker, and to his labours much of the success of the firm has been due.

At the end of this hard, up-hill work, Mr. Tye, sen., died, and Mr. Edmund Tye found his health shattered. The business worries were not altogether responsible for this, for he had done an immense amount of work of a voluntary character. He took an active part in Congregational Church work. For years he was an assiduous Sunday-school teacher and superintendent, and was a zealous temperance worker. The death of his father in 1903, and the overwork it caused to fall on him, coupled with the enormous amount of voluntary work undertaken outside his business was too much, and his health broke down so that he was obliged to leave the district to recover. The branch businesses were all disposed of, and the Northampton business was carried on under management, subject to his personal control in the manner I have described. Mr. Tye has often been invited to take part in municipal work, and it was his intention to undertake his share of it if his health had permitted.

I am well acquainted with Mr. Tye's shop in Gold-street, which I visited about eighteen months ago. The stock of glass, china, and fancy goods indicates careful, judicious selection, and goods of the best quality predominated. I made brief reference in the GAZETTE to the fine display at the time of my visit. I have a distinct remembrance of the good taste shown in the arrangement of the stock, and, above all, of the more than usual intelligence displayed by the assistants. Mr. Tye is to be congratulated upon (and I am inclined to think his personal influence is responsible for it) the complete knowledge of the trade possessed by his lady assistants. I did not see the manageress, but the young lady who pointed out to me the leading features in the stock was fully alive to the merits of all the best goods. Mr. Tye has evidently imparted to

his assistants some of the enthusiastic interest he takes in everything he does. He takes a pride in his business, and, thanks to his influence, his assistants do the same. I can imagine that when once Mr. Tye devoted himself to the glass and china business he resolved to go into it earnestly. I asked him if he had not found the devotion of the years of his apprenticeship to another industry a disadvantage when he entered upon the management of a glass and china business. "Not at all," he replied, "there is no doubt an apprenticeship to a trade outside his own family is a very great help to anyone, and I do not regret my six years. I consider the want of systematic training for the business on the part of so many who enter it accounts in a great measure for the passing of the trade from the control of the individual dealer. I have apprenticed my son to Messrs. Allens, of Bournemouth, in order that he may gain a good business experience."

Mr. Tye is undoubtedly right. The great advantage of an apprenticeship is the business training rather than the learning of a business. Mr. Tye is himself a good type of a methodical business man. In his six years' apprenticeship he learnt far more than the art of printing. He learnt to deal with all matters—great and small—promptly, carefully, methodically, and it was no trouble to apply his ability to the glass and china trade when he entered upon it. If all individual china dealers took the trouble to acquaint themselves, *and their assistants*, with all the little details pertaining to pottery and glass, as Mr. Tye has done, the "Stores" could never hurt them. When a customer wants to buy glass ware the dealer should be able to point out the difference between British and foreign goods. He should be able to satisfy the customer that he is getting what he believes he is getting—good English glass at reasonable prices. Another direction in which Mr. Tye is methodical is in giving his business all the publicity he can. This department he works thoroughly from Boscombe. He is a great believer in

Advertising.

He advertises regularly in the daily press, and he changes these advertisements frequently. I saw a full-page advertisement of his in an illustrated weekly published in Northampton. There is a block showing the Portland Vase in the centre, and there are illustrations of old Spode dinner ware, art vases, and Stourbridge flower stands. Mr. Tye's practical experience as a printer has been useful here, for the letterpress and the illustrations are arranged in the best possible taste. His methodical habit is well illustrated in his advertising. He showed me a large scrapbook in which he has pasted a cutting of every advertisement he has used. Appended to it are the name of the paper, the date, the price paid per insertion, and the number of insertions. At Christmas, Easter, and Whitsuntide the advertisements are large and seasonably worded. But he does not confine his advertising to the newspapers. Periodically he issues booklets artistically got up and illustrated. Of course, he keeps specimens of all he has issued. I asked for and obtained copies of two of them. One (dated Christmas, 1906) announces "Christmas and New Year's Presents at Popular Prices." On the front page is the question, "What Shall We Buy for Christmas Presents?" and it is answered very fully in the remaining pages. The other booklet is a more elaborate production. It is artistic in every particular. It is oblong, opening at the end, has a Wedgwood-grey cover, with the title, "Ideas for Presentations," not in one line as here, but in three lines under each other in the top left-hand corner. The pages are beautifully printed on calendered paper, and are illustrated with good blocks. This, apparently, is for distribution amongst the best class of customers and it is so attractive that it would be sure to be read by them, and kept for its beauty. Mr. Tye says "One must advertise. It is expensive, but it pays if done judiciously."

Retail Trade Conditions.

In answer to my questions on this subject, Mr. Tye said the retail trade no doubt has changed, and business is more difficult to conduct now than it was twenty or thirty years ago, especially for the small trader. He would not like to go back to those times, however, for all that. He likes lots of "go" in business, and the goods that are being produced now are much more interesting than goods used to be. Trade seems now to run in the larger channels—most women like to trade with a big stores. Then profits are now smaller than they were, and goods are cheaper, so that it becomes daily more difficult to keep up returns. Mr. Tye says they at one time had a large sale for two-guinea tea sets. Now where they sell one at two guineas they sell a score at a guinea or less. At the same time they now sell sets up to thirteen guineas. They would have been afraid to touch such goods a few years ago. He does not think it possible for a china dealer to turn his stock over three times a year, as one of our readers suggested. He considers china dealers have been too slow, too conservative. They have not moved with the times as other traders have, and have allowed dealers in other goods to take up our lines. He believes in keeping a stock going. If a dealer gets a line that hangs fire he should get rid of it at any price; the first loss is far the best, and the room is wanted for new goods.

Mr. Tye thinks dealers should visit the Potteries at least once a year, and should know the firms they are dealing with. They could always find lines enough to pay their expenses, and many things that travellers cannot carry. He has the greatest respect for our manufacturers, and has always found them most kind and hospitable. But their great fault is that they stick in the old ruts too long. It would do some of them good to visit their traders sometimes to find out their requirements, and hear their suggestions. We ought to try and *keep in front* of the foreigner. Mr. Tye believes it can be done, and knows some firms who are doing it. He mentioned their names, and said he is doing all he can to buy English-made goods. The greatest trouble they have in Northampton is the market where some of the best houses "dump" their seconds. He cannot understand why the manufacturers do not decorate their white seconds with cheap prints or transfers, and offer them to the trade to be sold as "seconds," they might even be stamped as "seconds." If this cannot be done they ought to be sent abroad. One thing Mr. Tye wishes manufacturers would do, and that is assist dealers in the matching of goods more than they do. He says his people will sometimes order a matching, perhaps a piece of a set they supplied. Two or three months later, after a lot of waiting, the manufacturers will say it has been overlooked or that it cannot be done. Why do they not say this last at once, and thus help them to satisfy their customer? Then he complains that some manufacturers are more than foolish in charging 2s. or even 2s. 6d. for a box costing them 2d. A few pence only should be charged for such very small packages. I found that Mr. Tye had always been a Free Trader, but he says he hopes he is not so silly as to think we cannot improve on this now. He mentioned American glass dishes, comports, sweets, &c., all good lines, but, in his opinion, they could be made as well in Manchester, and he says it is a very one-sided system which admits them free to this country from countries that charge a heavy duty on our manufactures. When I referred to unfair imitations of British goods he said foreign copies of our shapes and patterns should be kept out of the country by some means, but he considered it a much-

greater evil that English manufacturers should copy their fellow-manufaeturers so persistently.

Mr. Tye takes a real interest in the pottery and glass trades, and especially in the China and Glass Dealers' Association. He approves of the suggestion that manufacturers and dealers should occasionally meet in conference, and thinks that at such meetings many questions could be discussed and settled to the good of the trade. As to foreign competition, he says dealers could do much to check it if they would take the trouble. If they would intelligently point out to their customers the difference between foreign and British-made goods it would help the sale of home manufactures. He stocks foreign goods himself, but while the matter of price compels him to keep them, he gives British productions all the preference he can. Twenty years ago in his own shop they used to sell large quantities of Continental figures and vases. Now the majority of what they sell in these lines is British.

Hobbies.

I have often said that I had but a poor opinion of a man who had not a hobby of some kind. We were conversing in Mr. Tye's "own room" on the first floor. I did not hear him give it a name. You may call it "study" or "studio," or "sanctum," or "library," or what you will. It was all these in one. On looking round it was evident that the owner of that "den" had not one only but many hobbies. In reply to a remark I made on the miscellaneous character of the contents of this room, Mr. Tye revealed three or four, what I may call "facets," of his many-sided personality, of the existence of which I had never dreamed. He is, as I have explained, a practical, artistic printer, and has many examples of good printing around him. But he is also a photographer, a painter (water colours), a bibliophile, a geologist, and an antiquarian. When I remembered his busy industrial life at Northampton, and his active association there with religious, benevolent, and philanthropic organisations, and found that he had simultaneously pursued the above-named hobbies, I could not wonder that his health had broken down! But Mr. Tye said, "I should have been under the daisies now if I had not had so many hobbies." I was shown a collection of books relating to Northampton, the most interesting of which was a large scrap-book in which Mr. Tye had pasted newspaper and book cuttings relating to the town and district. These he has carefully collected for many years past. Since he was ten years of age he has been a collector of curios and antiques. When he went to reside at Boscombe he presented to the Board Schools at Northampton about 1,000 geological specimens for use as object lessons in their schools and for their museum. All of these he had collected himself as a young man. At the same time he sold about 400 skulls that he could not find room for at Boscombe. The room, besides filling several other useful purposes (as I have hinted) is a veritable museum of antiquities and curiosities. Space will not permit lengthy reference to these. Some objects I described as "stones," Mr. Tye explained were prehistoric implements of the Palæolithic period, while others—daggers, hammers, knives, &c., he said belonged to the later—the Neolithic—period. He showed me some pottery of the same age, not baked in kilns, but sun-dried. A large pot, a cooking vessel, about 2,500 years old, was found close to his Gold-street premises. He has specimens of peculiar interest to glass manufacturers and dealers. A perfume bottle (500 B.C.) found in a grave at Nazareth, and a double toilet-paint bottle of the same period. Greek wine cups, Greek lamps, Roman trinkets, and a loving-cup and cooking vessel, pottery of the 16th century, all interesting, but I cannot say more about them, or anything about a score of other curios shown me. "But these must have cost you a large amount of money, Mr. Tye?" I queried. "Oh, no!" he said; "I have always been a poor fellow, but I have been rich in friends. And I should like to mention," said Mr. Tye, "the kindness of my trade competitors in the town when I was taken ill. Each one offered to do anything he could to help me in my business. I should like to see more of this friendly spirit amongst the members of our trade and less trade jealousy. I hope our association will do something to bring this about."

I do not know how long our interview would have lasted if a card had not been brought in to Mr. Tye. He looked at it and said, "A traveller from the Potteries. Do you know the firm?" as he handed me the card. "Yes, I said, "I know them well; they are old personal friends of mine." "Well," said Mr. Tye, "perhaps you would like to see him as you go down." I replied that I should, and we went to the sitting-room below. Mr. Tye was on the point of introducing me when I involuntarily exclaimed, "Why, Ted!" and at the same moment the gentleman exclaimed, "Mr. ——!" He was the son of the principal, and had stayed at my house for some years as a boy, but we had not met for nearly a quarter of a century. I parted company with Mr. and Mrs. Tye and my renewed old acquaintance with the strong, if not exactly original, impression that this is a little world after all.

POTTERY AT LOAN EXHIBITIONS.

AN excellent example has been set by the city of Exeter, and one that we earnestly hope will be followed at intervals in various parts of the kingdom. To assist the funds of the district branch of the Soldiers' and Sailors' Help Society, a Loan Exhibition of works of art was held in the Barnfield Hall of the ancient cathedral city on April 10, 11, and 12. It was opened by Lord Methuen, who was accompanied by Sir Redvers Buller, and proved a great success. The useful society will benefit considerably by the generosity of the county families, well-known collectors, and many less known possessors of works of art, who lent their treasures to be exhibited for a praiseworthy purpose. The exhibition comprised the most valuable and most interesting collection of works of art ever seen in the county. There was gold and silver plate and jewellery. Then there were watches and clocks, ivory and wood carvings, enamels, fans, china, porcelain and pottery, miniatures and medallions, paintings, engravings, samplers, lace, books, manuscript, bronzes, and many other objects of interest, valued by their possessors either for their antiquity, their excellence, or their rarity. Our special interest in this exhibition lies in the fact that there were shown to the public antique, quaint, and unique specimens of china, glass, and porcelain that had probably never been seen in public before. The possessions of well-known experts and collectors have nearly all been exhibited sometime or other, and if they have not been shown, they have been tabulated and described, and their whereabouts are often mentioned by writers. But in mansions and houses all over the country there are rare specimens of pottery and glass that have never been exhibited, and of whose existence experts, connoisseurs, and collectors alike are ignorant. Their owners are not likely to let them be exhibited for personal profit, but they are most likely to send them to loan exhibitions for charitable or benevolent purposes, and then a second object would be attained and students and lovers of ceramics instructed and gratified. There were nearly two hundred specimens of pottery and glass shown at Exeter. Some of them, valued by their owners for sentimental reasons, were "neither rich nor rare," but on the other hand there were examples that are probably unique, such as the Sunderland Nelson Commemoration

Jug, the small pottery lamps, date about 200 B.C., found at Chidus in 1858, and the specimens of Welsh pottery, date 1737. Scattered all over the country, there must be cherished family heirlooms in old pottery and glass, that connoisseurs and experts would like to see. Loan exhibitions seem the only means of luring them from their hiding places, and we hope to hear of many such exhibitions. We suggest that these loaned exhibits should not be too severely criticised in the press. Some of them may have little merit, and others may even be spurious. But as they are for special reasons treasured with almost affection by their owners, and as they are not offered for sale, no good purpose would be served by disclosing their real character. In a well-organised loan exhibition there will always be some "finds" to interest real lovers and judges of china. At the Loan Exhibition, which opens to-day at the Art Gallery, Bristol, a rare thirteenth century green-glazed pitcher is shown by Mr. Robert Hall Warren, F.S.A. This interesting relic is 13 inches high, the handle is deeply scored to look like basket work, and the body is ornamented with conventional foliage. The pitcher was found during the pulling down of an old house in Bristol in 1876. The Loan Exhibition gives the public an opportunity of inspecting this ancient pottery.

PRESENTATION TO THE WEDGWOOD INSTITUTE.

AT a meeting of the Burslem Town Council last month the announcement was made that Josiah Wedgwood & Sons, Ltd., had presented a number of very interesting Wedgwood plaques to the museum at the Wedgwood Institute. It is fitting that this museum should become the repository of as many examples of the work of the great potter as can be collected. The recent gift of the famous Etruria company is especially interesting. In addition to the "Warrior" plaque, there are four pieces whose history is a sort of corollary to the history of the "Barberini" or "Portland" vase, with which the name of Wedgwood will be for ever associated. The history of that vase, of its discovery, and of Wedgwood's reproduction of it, which undoubtedly secured for it the prominence it has attained, has been told again and again. But there is one phase of its discovery that has not been repeated so persistently and is probably not generally known. The recent gift by the firm of Josiah Wedgwood & Sons, Ltd., to the Burslem Museum has reference to that particular phase, and may well serve as an occasion for a short reference to it.

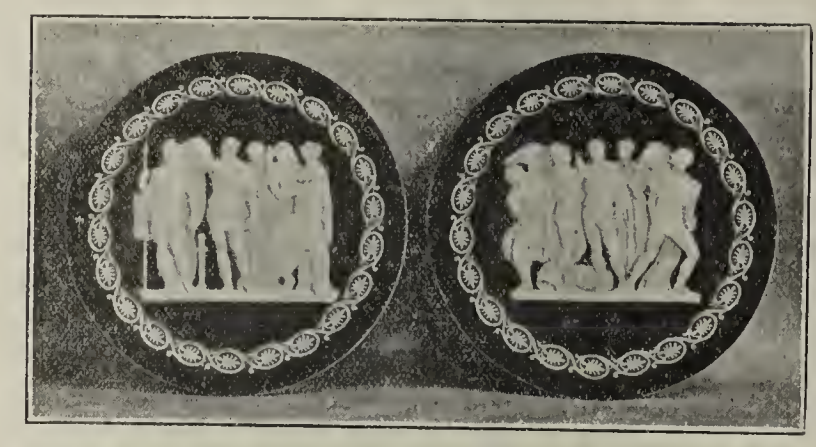
The Portland vase was discovered somewhere between the years 1623 and 1644 in the neighbourhood of Rome under the following very commonplace circumstances. A mound of earth called Monte del Grano, about three miles from the city, was under cultivation, and the labourers, in digging, found a large vault under it, which, on investigation, was found to contain a sepulchral chamber. In this chamber there was a sarcophagus of excellent workmanship, ornamented externally with a number of bas-reliefs. When the sarcophagus was opened, the sepulchral urn was found, which became historically known as the Barberini-Portland Vase. The sarcophagus itself was placed in the Capitol in Rome, where it still remains, but the urn, or vase, discovered in it was subjected to many vicissitudes, until it found its present resting-place in the British Museum.

The history of that vase has been followed with the greatest interest from the period of its discovery down to the present day. Comparatively little attention, however, has been bestowed upon the sarcophagus in which it was discovered. The thoughtful consideration of Messrs. Wedgwood & Sons Ltd. will doubtless direct more attention to the sarcophagus. Their gift consists of four replicas of the bas-reliefs which for so many ages embellished the exterior of it. By the courtesy of the company we are able to give illustrations of these interesting reproductions. There are two panels; the subject of one is "The Sacrifice of Iphigenia," who was the daughter of Agamemnon. (The legend was that Agamemnon had offended Artemis, who could only be appeased by the sacrifice of his daughter.) The subject of the other panel is "Priam

PANELS AND DEXTER PARTS ON THE SARCOPHAGUS.



SACRIFICE OF IPHIGENIA.





PRIAM BEGGING THE BODY OF HECTOR.

Begging the Body of Hector." The smaller pieces are representative of similar subjects. The Wedgwood Institute already possessed one of the original copies of the Portland Vase, and it is appropriate that it now possesses replicas of the bas-reliefs on the outside of the sarcophagus in which it was originally enclosed. The thanks of the Burslem Council were voted to Messrs. Wedgwood for their appropriate and interesting gift. The thanks of the public are due to them as well.

U.S. Tariff Decisions.—Chinaware having a brown colour or stain on the sloping underside, and commercially known as decorated china, dutiable as such at 60 per cent. ad val.; china vases fitted with bronze mountings, dutiable at 60 per cent. ad val., as decorated or ornamented china, and not as articles composed in part of metal; cylinder glass tubing employed principally as adjuncts to scientific apparatus in chemical laboratories after being fashioned and fitted as required, dealt in in commerce either by measurement or by weight, dutiable as manufactures of glass at 45 per cent. ad val.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR MARCH, 1907.

	Quantities. Month ended March.		Three Months ended March.		Value. Month ended March.		Three Months ended March.	
China or Porcelain, and Earthenware.	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany .....cwts.	5,408	3,898	15,435	14,259	£6,399	£5,799	£17,306	£17,383
„ France ..... „	4.203	2,899	11,949	13,806	5,045	5,270	15,254	17,038
„ United States of America ..... „	40,091	44,840	110,518	122,781	51,106	53,165	139,367	144,627
„ Brazil ..... „	14,332	24,944	37,412	52,744	11,457	14,762	27,288	35,995
„ Argentine Republic ..... „	46,255	32,548	116,226	93,018	19,524	17,626	49,077	50,169
„ British South Africa ..... „	24,509	12,013	80,397	36,610	12,269	6,754	37,919	22,626
„ British East Indies..... „	22,491	32,980	77,119	95,754	13,444	15,137	39,884	44,092
„ Australia ..... „	12,484	15,156	33,311	49,260	15,527	17,184	41,282	54,116
„ New Zealand ..... „	3,936	4,912	12,811	20,172	5,185	6,676	16,781	26,968
„ Canada ..... „	18,004	25,346	41,597	60,635	18,362	24,746	44,219	61,515
„ Other Countries ..... „	80,901	78,657	212,311	213,459	48,770	51,021	130,187	138,939
Made up as follows:								
Porcelain, Chinaware, and Parian .. „	2,295	1,060	7,049	4,715	15,462	11,141	40,313	39,736
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	113,848	129,377	307,142	364,258	141,728	161,720	384,694	453,361
Jet, Rock'm, and Glazed Terra-cotta „	348	4	409	59	668	10	806	129
Red, Stone, Brown and Yellow Ware „	142,112	134,485	398,527	367,645	29,849	27,797	81,859	74,979
Other Sorts (including Electrical and Chemical Ware) ..... „	14,011	13,267	35,959	35,821	19,381	17,472	50,892	45,263
Glass.								
To British South Africa.....value £	—	—	—	—	8,909	4,943	28,931	16,288
„ Other Countries .. .. „	—	—	—	—	102,709	95,070	279,067	294,526
Made up as follows:								
Plate Glass .....cwts.	12,412	9,831	32,910	35,061	19,480	17,443	50,207	55,410
Flint Glass ..... „	4,415	6,481	14,226	17,997	15,017	18,215	47,893	50,904
Glass Bottles .....gross	60,761	60,184	178,508	197,675	38,580	38,967	113,200	126,073
Glass Manufactures, other sorts....cwts.	42,293	31,652	108,455	97,284	38,541	25,388	96,698	78,427

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR MARCH.

	Quantities				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian..cwts.	3,943	4,118	12,304	12,000	£17,991	£21,157	£57,778	£60,306
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	31,827	31,708	77,623	75,831	60,013	60,728	144,960	142,898
Jet, Rock'm, and Glazed Terra-cotta „	284	9	1,993	26	192	43	646	59
Red, Stone, Brown and Yellow Ware „	405	2,230	8,931	9,658	460	448	2,273	2,107
Other sorts (including Electrical and Chemical Ware) ..... „	1,881	1,757	5,531	6,056	2,636	2,735	7,789	8,422
Window and German Sheet Glass „	107,286	105,174	374,334	338,395	58,480	59,708	211,868	189,666
Plate Glass ..... „	27,045	39,567	100,614	112,021	35,976	49,982	130,832	140,621
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass „	70,197	62,838	202,856	188,896	114,886	90,959	338,249	275,871
Glass Bottles.....gross	128,574	148,143	381,083	364,387	53,865	63,897	157,969	149,120
Glass Manufactures, other sorts....cwts.	4,801	975	14,195	2,819	6,355	1,078	18,726	3,360

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR MARCH.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian ...cwts.	1,833	1,035	5,510	4,962	£7,666	£4,435	£23,037	£22,294
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) „	474	1,261	2,042	3,514	891	2,526	4,821	6,085
Jet, Rock'm, and Glazed Terra-cotta „	—	—	17	8	—	—	68	25
Red, Stone, Brown and Yellow Ware „	360	97	360	97	790	21	790	21
Other sorts (including Electrical and Chemical Ware) ..... „	2	15	15	15	7	15	209	15
Window and German Sheet Glass „	1,564	1,303	5,877	2,017	806	561	3,067	973
Plate Glass ..... „	101	491	980	1,466	93	717	1,636	1,520
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass „	1,191	443	8,635	1,717	2,155	1,055	17,672	3,755
Glass Bottles .....gross	1,571	2,467	6,945	9,672	920	1,801	3,656	5,056
Glass Manufactures of other sorts ..cwts	469	504	1,628	2,362	1,174	1,326	4,230	4,672

EARTHENWARE EXPORTS TO THE UNITED STATES

Compiled from the returns of D. Inglis & Co.

	Shipments, Feb. 27 to Mar. 26, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 to Mar. 26, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	453	639	1,569	1,668
,, New York	659	538	1,729	1,387
,, Baltimore	1,813	1,498	4,836	3,434
,, Philadelphia	100	183	531	404
,, New Orleans	824	335	2,017	936
,, Newport News	59	64	294	360
,, San Francisco	49	65	134	248
,, Portland, Me.	1,053	73	2,405	252
,, Galveston	150	52	310	225
,, Portland, Or.	—	154	20	414
,, Inland Points	12	1,336	117	3,308
Total	5,172	4,937	13,962	12,636

Empire Notes.

Canadian Commercial Travellers' Tax.—It is announced from Canada that the tax hitherto imposed on commercial travellers in the province of Quebec has been cancelled.

Canadian Imports from the U.S.A.—The value of the earthenware and china imported annually into Canada from the United States has increased from $62,528 in 1897 to $275,768. The imports of glass and glass manufactures were valued at $435,278 in the former, and $678,763 in the latter of the two years named.

Earthen and Glass Wares are among the articles the imports of which into the British East Africa Protectorate have increased largely, the value in the year 1905 being £4,700, as against £4,500 in 1904–5. Beads are still very popular with the natives as an article of adornment, and their value is maintained at the rate of £1,000 per month. This commodity emanates in equal proportions from Austria, Germany, and Italy. In 1904–5 Germany contributed one-half of the total amount imported.

British Pottery in Canada.—The Canadian commercial agent at Leeds reported recently as follows :—Some ten or eleven years ago special efforts were made by many firms in the South Yorkshire pottery district to build up a Canadian trade in general earthenware, but partly owing to the wrong methods which they admit they adopted at this time, they evidently met with very little success ; and one by one they had to withdraw from that market. Profiting by their previous experiences, these firms are about to make another attempt to introduce their goods into Canada, and have decided to form a selling combination among themselves, and divide up into districts and appoint a leading hardware store in each district to act as the sole representative of the combination. By this network of agents they are confident that they will make a big inroad upon the large imports of Continental earthenware goods which are imported into Canada at the present time.

Canada and Trade Reciprocity.—In proposing the health of Mr. Bryce, at the banquet given in his honour on April 2, by the Canadian Club, Sir Wilfrid Laurier, the Dominion Premier, after congratulating the Ambassador on the diplomatic innovation of paying an early visit to Canada after his appointment, said that while the Canadians had nothing but sentiments of admiration for the American people, they thought, all the same, that concessions should not continue to be all on one side, as had been the case in past treaties. Sir Wilfrid Laurier continued :—We have seen in a New York paper recently that we are yearning for reciprocity with the United States. I tell you that the editor of that paper was twenty-five years behind the times. Reciprocity is now a thing of the past. We have, in 1907, a changed condition of things, and we are turning our thoughts towards the old Motherland. We have introduced the doctrine and policy of preference towards Great Britain and all the British Empire, and this is the policy by which we stand. Not that, for my part, I do not value American trade and all that we have to gain if our relations were on a better footing, but this is a matter on which we shall have no more pilgrimages to Washington. This is the simple message I have to convey to your guest at the present moment. I know he will be a friend of Canada, and if it be a fact that a new leaf is to be turned in the relation with our neighbours, and if it happens that I am still in the position which I now occupy, I shall propose for Mr. Bryce the erection of a monument on Parliament Hill. Mr. Bryce, in reply, alluded to the development of the North-West, and expressed regret that more British capital was not coming to Canada, which was now filling a larger place in the estimation of the people of Great Britain. Mr. Bryce also said that, if there was ever to be a closer connection between the Mother Country and the Sister States, it must be upon the basis of equality of partnership, a fact that all in Great Britain fully realised. It was not desired that closer connection should be obtained by any interruption of local power or local liberties in any part of the Empire. Nothing should be imposed from Great Britain. Everything must come with the will of every Sister State, as with the will of Great Britain herself.

American Business Methods.—The Washington Bureau of Manufacturers has just issued a report, which states that with a view to extending the export market for American manufactures, the United States Consul at Hanover has outlined a plan to enable American manufacturers to make excursions to foreign commercial centres, following somewhat the practice of business men in certain cities of the United States, who from time to time organise extensive trips to different sections of the country in order to develop their trade. The Consul says it is the practice in a number of chief American manufacturing cities to organise considerable parties of prominent manufacturers and merchants, generally under the auspices of manufacturing associations or boards of trade, to make tours of investigation into sections more or less remote from their distributing centres or bases of production. These excursions are really productive of largely increased commercial relations, and he therefore suggests the promotion on the part of the steamship lines, in conjunction with American manufacturing associations and boards of trade, of such excursions to foreign countries.

TARIFF REFORM AND THE POTTERY INDUSTRIES.

(*Continued from p.* 473.)

THE Report of the Tariff Commission on the Pottery Industries reached us only just before the publication of our last issue, so that we were not able to give more than a brief summary of the contents of the volume and the official statement of the contents of the main points elucidated in it which was comprised in the introduction and occupied Section I. Section II. is devoted to analyses and summaries of the actual statements of witnesses and of firms responding to the inquiries on forms, without comment of any kind by the Commission. The detailed statements upon which these summaries are based are published in Sections III. and IV. of the volume. It is important constantly to bear in mind that the term "pottery" as used in this volume always includes earthenware, china, parian, porcelain, red pottery, brown stone ware, bricks, clay manufactures, electrical and door fittings.

Distribution of the Industry.—The pottery industry is for the most part concentrated in "The Potteries," and, roughly speaking, is distributed as follows :—

Names of Areas.	Class of Goods chiefly made.
Hanley, Stoke-on-Trent and Burslom ..	China, Earthenware, Tiles and Sanitary Ware.
Tunstall	Earthenware, Tiles, Sanitary Ware.
Fenton	China, Earthenware.
Longton	China, Earthenware (principally China).

Bristol and parts of Devonshire are also centres of some branches of pottery manufacture, as the evidence in this volume shows. The manufacture of china and earthenware is also carried on in the following districts :—London, Glasgow, Etruria, Leeds, Newcastle-on-Tyne, Bristol, Derby, Paisley, Greenock, Chesterfield, Stockton-on-Tees, Kilmarnock, Castleford, Hereford, Tamworth, Chester, Ruabon, Poole, Bideford, Thornaby-on-Tees, Swadlincote, Kingswinford, Broseley, Bridgend, Corntown (near Bridgend), Bovey Tracey, Bellock (Ireland), Coalport, Jackfield (Salop), Burton-in-Lonsdale, Brierley Hill, Church Gresley, Woodville, Kirkaldy, Boness, Buckley, and Clifton Junction.

The yearly output of the pottery industry proper—that is to say, of china, earthenware, and pottery factories—is valued by one witness at £5,550,000 ; another witness gives an estimate of £8,000,000, but the consensus of opinion is in favour of the lower figure. Of this total about £2,250,000 represents exports over a series of years. One witness divides the home trade into one-tenth china and nine-tenths earthenware and other pottery ; and manufacturers of china say that their branch of the trade has to bear the competition of quite half of the imports. The importation of common china is said to be even greater than the British output.

General State of Trade.—The increase in the world's use of pottery ware should, it is urged, have led to a large expansion of both the home and export trade. The evidence, however, shows that the English pottery industry fails to keep pace with the home demand ; the volume of imports grows year by year, and the export trade is increasingly hampered by tariffs. The capacity of many of the Staffordshire factories is said to be double their present production, employment is irrregular and net profits have greatly fallen away—one witness speaks of them as "utterly absent in the case of the majority of manufacturers in the china trade." And this is so in spite of the increased adaptation of pottery in many ways in recent years. Says one witness : "There were no such things as electrical fittings a few years ago. What we call the door furniture trade was known, in my younger experience, as making earthenware wheels for arm chairs, number plates, door plates, and things of that kind. But now that has developed into an enormous industry for all kinds of electrical fittings. In the same way the sanitary business in my younger days was a comparatively small one. There was one small factory in the Potteries. It has now increased to an enormous industry, not only in the Potteries, but all over the country. So that when we say that we have a small increase, it is true, but we ought to have had a very large increase, because the development in the pottery industry has been so enormous."

Capital and Labour Gone Abroad.—Finding no adequate opportunities of expansion in England, some British manufacturers have established works on the Continent from which to supply both Continental and British home and Colonial markets. The evidence states that two large British firms of sanitary ware makers have recently established works in Germany. One large Staffordshire earthenware firm who has erected works in Germany is said to have invested £50,000 there, and mention is made of efforts to get within the United States Tariff by establishing works there.

Imports.—The increased importation of competing foreign goods generally sold here at prices below and often very much below the cost of British production is pointed to in the evidence as the chief cause of the unsatisfactory condition of the British industry.

AVERAGE ANNUAL IMPORTS OF POTTERY INTO THE UNITED KINGDOM (IN THOUSANDS OF £) ARE GIVEN AS FOLLOWS :—

	1875-79	1880-84	1885-89	1890-94	1895-99	1900-04	1905	1906†
Germany	109	103	210	239	275	384	341*	—
Holland	34	183	140	210	255	254	329	—
France	174	146	128	113	228	258	169	—
Other Foreign Countries.....	87	123	77	75	81	82	71	—
Total from Foreign Countries	404	555	555	637	839	978	910	—
Total from B'tish Possessions	—	—	10	5	5	6	4	—
Total from all Countries..	404	555	565	642	844	984	914	950
Re-exports	34	73	60	38	115	218	125	105
Net total from all Countries..	370	482	505	604	729	766	789	845

* The official German figures are given later.
† As far as figures are at present available.

It will be seen that the importation of foreign pottery has increased steadily in the last 25 years, and is now more than twice as much as it was in 1875-79. About 8 per cent. of the total imports was re-exported in the period 1875-79 ; the proportion re-exported was 22 per cent. in 1900-04. Of the total imports Germany and Holland together supplied two-thirds as compared with rather more than one-third only in 1875-79. Though Holland appears separately in these figures to the extent of 25 per cent. of the total imports, the corrected figures for 1904 supplied by the Board of Trade show that the pottery we import from Holland is nearly all German, only £30,000 worth out of a total of £314,000 being Dutch pottery. The pottery imports from France declined considerably in the middle of the period under review, but were in 1901-04 nearly 50 per cent. more than in 1875-79, and 130 per cent. more than in 1890-94. Practically all the imports from France are of French origin. The character of the imports is dealt with in detail under each heading in subsequent sections.

Exports.—The exports of all classes of pottery are seen to have practically remained stationary during the last 25 years. To foreign countries since 1880 there has been a decline of about 20 per cent., which has been made up to a considerable extent by increased exportation to the Colonies.

AVERAGE ANNUAL EXPORTS OF POTTERY FROM THE UNITED KINGDOM (IN THOUSANDS OF £).

	1875-79	1880-84	1885-89	1890-94	1895-99	1900-04	1905	1906*
Russia	43	33	28	40	103	67	41	—
Germany	101	65	64	54	94	96	78	78
France	95	136	96	82	85	78	71	60
U.S.A.	621	880	840	890	721	574	521	572
Brazil	115	109	82	98	87	75	108	120
Argentina	23	40	94	55	51	70	139	185
Other Foreign Countries..	482	455	335	332	344	447	492	—
Total to Foreign Countries..	1,480	1,718	1,539	1,551	1,485	1,387	1,450	—
South Africa	42	49	43	63	108	179	156	112
India	110	139	120	121	91	108	124	161
Australia	220	294	262	185	188	208	167	179
Canada	102	115	146	138	151	199	221	252
Other British Possessions..	50	67	110	124	136	184	217	—
Total to British Possessions..	524	664	681	631	674	878	885	—
Total to all Countries	2,004	2,382	2,220	2,182	2,159	2,265	2,336	2,383

* The 1906 figures are exclusive of bricks. The 1906 total as above of £2,383,000 compares with £2,098,000 in 1905, and £2,106,000 in 1904.

The largest market for British pottery is the United States ; exports to that market amounted to £880,000 per annum in 1880-4, and £890,000 in 1890-94, but have since fallen to £574,000 in 1900-4, and still further to £521,000 in 1905. The largest Colonial markets are Australia, Canada, and India. The increase in trade with Canada is equivalent to 100 per cent. in the 25 years, and is espe-

cially marked during the last 10 years. In the case of Australia there has been a persistent decline in the last 20 years of more than 40 per cent., marked by a still further heavy declino in 1905. South Africa has of recent years been an important market. While the export of pottery manufactures has been practically stagnant during the last 25 years, the export of unmanufactured clay for the uses of foreign pottery makers has largely increased. The evidence shows that American, and in some measure also Continental, manufacturers are dependent more or less on English clays for the making of their earthenware. "The United States for one class of clay —ball clay—which is absolutely essential for the manufacture of earthenware is entirely dependent on supplies from this country. They have clays suitable for making china, but not for making earthenware, though, as a matter of fact, not much china is made in America." More than four times as much clay is now exported as compared with 30 years ago, and is now of the value of £586,000. About two-fifths of the total represents exports to the United States, which country bought £239,000 of English clay in 1905, as against £13,000 in 1875-9. This large increase in the export of unmanufactured clay to the United States has synchronised with the decreased market for British pottery in that country, to which reference has already been made.

Inadequacy of Official Returns.—The inadequacy of the Board of Trade returns is frequently referred to in the evidence. The complaint is that the official figures fail to follow the accepted trade classification; they supply a basis for the statistical examination of the import and export trade as a whole, but, unaided by other authoritative information, they throw little light upon the state of the various branches or the changes that are taking place in the organisation of the trade. Thus it is pointed out that the official returns make no distinction between common and better-class china, and that in the figures up to 1904 china ware is indistinguishable from earthenware. A Staffordshire witness asserts that Longton manufacturers agree that nine-tenths of the importations officially described as "china and earthenware" are china only.

COMPETING FOREIGN COUNTRIES.

Germany.—It is to Germany that most frequent reference is made in the evidence on foreign competition. The progress and extent of the German industry is illustrated by the list of German pottery products imported into the United Kingdom. The list enumerates 55 of these products, and the evidence generally shows that only in a few branches do German manufacturers fail to encroach more or less severely upon the British manufacturer in home, foreign and Colonial markets. They have made a complete and careul study of these markets, and under the stimulus of a national industrial policy have succeeded in a remarkable degree, and the competition is growing in area and severity. The official German statistics published in tho appendix show that the total German exports of all descriptions of pottery to all countries have risen from £2,983,000 in 1898 to £5,085,900 in 1905, an increase of about 71 per cent. The distribution of the German export trade is roughly as follows:—United States, $\frac{1}{3}$rd; United Kingdom, $\frac{1}{6}$th; while the remaining half is distributed between France, Belgium, Holland, Austria and Switzerland. The export trade to the United Kingdom rose from £484,000 in 1898 to £647,000 in 1905, an increase of 34 per cent. The principal development is in porcelain tableware, coloured, gilded, &c. In 1898 the United Kindgom bought of this class of German ware £272,000 worth; in 1904 the amount was £425,000, or over 60 per cent. of the total German exports to the United Kingdom, and in 1905, £365,000, or over 56 per cent. This fancy porcelain, with other classes of porcelain ware, represents over 90 per cent. of the German pottery exports to the United Kingdom. The chief item of the German export trade with British Colonies is porcelain tableware, coloured, gilded, &c., the value of which in the case of Canada, Australasia, India, and South Africa has risen from £88,000 in 1898 to £143,000 in 1905, or nearly 63 per cent. The greatest increase has taken place in the exports to Australasia, which were £23,000 in 1898 and £64,000 in 1905, an increase of 178 per cent. The exports to Canada increased from £33,000 in 1898 to £57,000 in 1903, and fell back to £46,000 in 1904, and £39,000 in 1905, under the operation of the Canadian surtax. Up to 1903 there was also a considerable rise in the exports of this class of German pottery to British South Africa, but a change in the German classification of the South African countries does not permit of a satisfactory comparative figure being given for 1904. The relative progress of the British and German trade with the British Colonies and Canada, Australia, New Zealand, and South Africa, is shown by the fact that the exports from Germany were in 1895-99, £81,000, and in 1905, £173,000, an increase of £92,000, or 115 per cent. On the other hand, the exports from the United Kingdom to the same Colonial markets rose in the same period from £468,000 to £580,000, or by 24 per cent. The largest single market for German pottery ware is the Untied States. The increase in the case of porcelain ware of all kinds alone has been from £594,000 in 1898 to £1,587,000 in 1905, an increase of 167 per cent. The exports of other classes of German pottery than porcelain to the United States are small. The success of German competitors in South American markets, such as Argentina, Brazil and Chile, is shown by the fact that, according to the Gorman returns, the exports of coloured, painted and gilded pottery have increased from £46,000 in 1898 to £113,000 in 1905, or 144 per cent. The relative progress of the British and German trade with South American markets, namely, Argentina, Brazil, and Chile, is shown by the fact that the German exports rose from £118,000 in 1895-99 to £226,000 in 1905, an increase of £108,000, or 91 per cent. On the other hand British exports to the same countries rose from £147,000 to £274,000, an increase of £128,000, or 87 per cent.

German Dumping.—In some of the instances quoted in the evidence German pottery goods are sold in British and Colonial markets for less than the British manufacturer pays for labour alone upon similar articles. As witnesses explain, the German manufacturers, having the double market at home and abroad, keep their factories going at full capacity, the only extra cost to them for the exported goods with which they undercut the British manufacturers being the raw material and the bare wages paid to the potter. Thus the exported goods are often sold at any price they will fetch. In illustration, the following instance may be quoted from the evidence: "A short time ago Doulton & Co. Ltd. were selling a registered design for 16s. per dozen. The Germans made copies and sold them in five or six towns in England and Scotland at prices from 3s. 6d. to 12s. 6d. a dozen for precisely the same article. That shows that the agent has been told to sell at any price ho could get." Again: "German china egg-cups, with four gold lines, are sold in London at 4s. 3d. per gross, delivered and no charge for package. We make egg-cups in earthenware by machinery, with girls to attend to the machines; they are never touched by men's labour. We put two gilt lines instead of four, and this work is done by women. Our cost of these, including actual dead expenses, but no profit, is 5s. 3d. per gross on the works, *i.e.*, no charge for carriage is included." Again: "Sets of three jugs are sold in Germany for 1s. 7d.; the same jugs are sold here for 9d. Heavy gilt cream jugs from Germany are sold here for 2d. each, and we cannot produce them under 7d. each." In their export trade German maufacturers seem to have been especially successful in crippling the British trade in what manufacturers call "side lines," such as egg-cups, butters, cover dishes, sardine dishes, &c. German exporters are said to have driven British manufacturers very largely out of these lines into the staple lines, such as dinner and toilet ware, thereby greatly increasing the British home competition.

German Piracy of British Designs.—The greatest complaint is made of the way in which the German manufacturers pirate British designs. One witness had 40 models, which cost him between £400 and £500. "A foreign firm bought samples, copied 38 of them, and travelled with my samples before they had time to get their own out." The same witness also remarked: "The Germans wait until they find out which is a success, and then copy it and injure the trade by putting very inferior copies on the market. The competition is not direct, but as soon as there is a cheap copy the good shops will not buy the originals."

German Wages are represented as being at least one-third lower than in England; also the German hours of labour are considerably more per week than in England, while "children arc allowed to commence work much younger." One witness gives the wages in Germany as being from 25 per cent. to 40 per cent. lower than in the Staffordshire potteries, and "in special cases such as the making of cream jugs, the writer knows of one factory where they are lower by at least 50 per cent." On the other hand, it is also remarked that "though the labour was cheaper it was not so good as ours, and in the long run it was no cheaper," and with reference to organisation the same manufacturers say that "there is greater division of labour in the works and the works are larger. Machinery can be put in on a larger scale."

Transport.—Frequent reference is made by witnesses to the advantages which German manufacturers derive from the low rates of transport both by sea and rail. "It is well known throughout the trade that the Germans have an advantage in their freights." "The German railways and canals carry goods inwards and outwards at cost, or very little above it, and in the case of exports there is a rebate, which acts as a preference to German exporters of earthenware and china." Special attention is drawn to the preferential rates given to German goods, even when carried in British ships conveying British goods of a similar character to the same destination. "We are handicapped by the preferential rates given to foreign producers' goods. A short time ago they got goods from Germany to Australia in the same British steamer as ours at a very much lower rate of carriage."

France.—France stands next to Germany in respect of recent progress in the pottery industry. The French manufacturers have been especially successful in competing with the better classes of English earthenware, and the scope of their activities may be judged from the list of competing importers from France published in paragraphs 198-9. The exports of French pottery to all countries have rise from £1,006,000 in 1895 to £1,516,000 in 1905, or 50 per cent. Of this the exports to the United Kingdom represented £154,000 in 1895 and £240,000 in 1905, an increase of 56 per cent., the proportion to the whole French exports having thus risen from 15 to 16 per cent. Practically the whole of the trade is in

white and decorated porcelain; of white porcelain the French sales in the United Kingdom have increased from £105,000 to £160,000, or 52 per cent., and of decorated porcelain from £43,000 to £72,000 or 66 per cent. The former market in the United States for French white porcelain has been almost entirely lost, but the exports to the United States of decorated porcelain have increased from £69,000 to £193,000, or 180 per cent. in the 10 years. There is a substantial French trade with South America in what the French returns describe as "ceramic pavement," which has increased in the case of Uruguay and Argentina from £28,000 to £55,000, or 96 per cent. in the decade. The French exports to Belgium in fire-proof pottery of common clay has increased from less than £10,000 to £31,000, or more than 200 per cent. As with other Continental competing countries, the longer hours and cheaper labour are most important items in assisting the French manufacturers in their competition, in addition to which there is plenty of china clay in France of very good quality. France can now dispense with the English tea ware which she used to import 10 or more years ago. British trade with France in sewerage pipes has also been supplanted, French manufacturers now making the goods according to English methods. Under cover of a tariff a large market has been gained in English hotels and England generally for French china for domestic uses and fancy china of all kinds. It was formerly a general custom to employ French artists in our leading potteries, but this is not so much the case now, and a manufacturer who has had "some experience at Sèvres" states that there is no comparison between the good English potter and a foreign potter. We import flints from France, this being the only raw material we have from abroad, vessels from Cardiff to Dieppe with coal bringing the flints back. It is desirable to obtain flints as free from impurities as possible, and that on the north Coast of France was found to fulfil the potters' requirements. Materials for the manufacture of tiles such as china clay and flint are obtained from France by other Continental makers.

BELGIUM.—Manufacturers state that considerable activity is now being displayed in Belgium in the production of fire bricks and bricks of other kinds, sanitary pipes and tiles, and sales in Great Britain at from 20 to 30 per cent. below British cost price are spoken of. The competition would not yet seem as to have developed to any serious extent, but Belgium is now to a large extent independent of British importations of these classes of pottery. Belgian goods are also said to be met with in the British Colonies and India, though the official Belgian figures indicate that the total value must be small. The Belgian figures show that two-thirds of the total exports of earthenware goods consist of terra-cotta bricks, drain-pipes, &c., nearly the whole of which goes to Holland. A list of the Belgian pottery wares which are said in the evidence to compete with British products will be found in paragraph 199. The hours of labour are longer and the wages less than in England and women are very largely employed in the industries.

HOLLAND.—Dutch progress in the pottery industry is especially concerned with the making and export of tiles. "Holland being a low tariff country, British makers are still able to export, but they cannot send white tiles, only the enamel varieties." "A few years ago malt kiln tiles were exported in some quantities to Holland, but owing to the tariffs this trade has come to an end." Dutch competition is regarded seriously by English tile manufacturers, who state their inability to make headway against it. One witness says: "There is only one explanation, and that is they are selling below cost price, though not in one sense below cost because their surplus production costs them nothing beyond the labour and the raw material." It is said that the Dutch tiles are sold in England at 25 per cent. under lowest English prices. One writer says: "The price for these tiles per square yard is in Amsterdam 6s. wholesale, and in London 5s. wholesale, after a longer carriage and shipping charges, &c., are paid. Taking all the advantages and disadvantages into consideration we are of opinion that 5s. is below the true cost price per square yard in London." It is explained that the British policy of free imports permits the Dutch tile makers to keep his works running continually and to dump his surplus into England. "They export an enormous quantity and are largely assisted by the low rates of water transport." An example is given by the following quotation of rates: China clay and flints, Rotterdam to Wesel, 3 marks per 1,000 kilos; earthenware, fine, Wesel to Rotterdam, 5.50 marks per 1,000 kilos. The distance is about 100 miles, and it costs the Staffordshire maker 15s. 6d. to convey his earthenware to Liverpool, 50 miles. "The Dutch potters work at about 3s. 4d. a day, as against English potters at 5s. and 6s. a day. They both actually work at piece work, but the above is stated to be about the average day's wage. It is asserted that the Dutch have captured the Ceylon and India trade for common painted earthenware for the natives and also the South American trade to some extent.

AUSTRIA.—The manufacture of pottery ware is carried on very largely in Austria, and extensive consignments of goods find their way to British and Colonial markets. The total Austrian export of all classes of pottery and earthenware to all countries amounted to £668,000 in 1895 and £1,248,000 in 1905, an increase of 87 per cent. The exports to the United Kingdom were £23,500 in 1895 and £278,700 in 1905, an increase of nearly 1,100 per cent. In the same period the exports to the United States have declined from £190,000 to £163,000, or 14 per cent. Whereas formerly the United States was the more important export market for Austrian pottery its place has now been taken by the United Kingdom, which takes more than 20 per cent. of Austria's total exports of this class of goods. Five-sixths of the Austrian exports to the United Kingdom consist of porcelain, coloured, bordered, gilded, &c. In 1905 £230,000 worth of this class of pottery went to the United Kingdom as against £9,000 in 1895, an increase of nearly 2,500 per cent. The exports of coloured pottery to the United Kingdom have risen from £14,000 to £41,000 in the same period, an increase of nearly 200 per cent. The exports of Austrian porcelain ware to Australasia which were nil in 1895 and only amounted in value to £350 in 1901, were in 1905, £22,000. The great advantages possessed by the Austrian as regards cheap labour and facilities in transport are frequently referred to in the evidence. Although not so extensive as that from Germany, the Austrian competition is severely felt in a number of directions—not only in the cheaper varieties of goods but also in those of a higher class, and as in the case of German manufacturers complaint is made of the Austrian piracy of expensively protected English designs. A full list of pottery goods in which Austria is found to compete is published in paragraph 199. Competition from Austria is also experienced in Australasia in cheap china teas and staple china goods.

JAPAN.—The competition of Japan in the pottery industry is still pretty much of an unknown factor, but witnesses who have noted the character of the growing exports have no doubt that a similar revolution will take place in Japan's pottery as has taken place in her textiles. The Japanese official figures show that the total exports of "porcelain and earthenware" have risen from £210,000 in 1899 to £532,000 in 1905, an increase of 144 per cent. Japan's largest market is and always has been the United States, to which one-third of her exports went in 1899, and more than one-half in 1905. Japan's exports to the United Kingdom in the same period declined from £33,000 to £25,000. There have been increases to Australia (from £9,000 to £14,000) and Canada (from £4,000 to £18,000), and a decrease to India (from £15,000 to £10,000). The Japanese trade with Hong Kong, in the main probably an entrepôt trade, is £29,000, as compared with £34,000 in 1899. "At the present time these things are made by village communities, and the product is stored and sold once a year to the men who go round to purchase it. Just in the same way that they went into factories with their textiles they will go into factories with their pottery, and as they are the greatest imitators in the world, there is not the slightest doubt that when their labours for the ordinary dinner and toilet ware comes into contact with the much higher-priced labour of this country, the depression that will ensue in the pottery trade will be tremendous." Another witness says: "I have a cup and saucer from Japan, sold at 2s. 6d. in Liverpool, and a gilder who saw it at an exhibition said he should want 7s. 6d. for gilding it. It is a most beautiful piece of work, and is china made of the same material as German china, viz., what is called 'hard paste.'" "For many years past," says another firm, "there have been imported from Japan into this country quantities of ware, mostly isolated pieces of quaint and decorative designs and shapes, now there is every evidence of the fact that the Japanese are beginning to organise the trade and they are now making and sending in some degree standard lines of goods." And in view of the exceedingly low rate of wages in Japan—said to be 4d. a day in some classes of pottery labour—and the innate artistic character of the Japanese people, their competition in the future is much feared.

UNITED STATES.—Before the McKinley tariff of 1890 the United States were largely dependent upon British supplies of pottery, and in 1895, during the reduced Wilson tariff, the sales of British pottery in the United States reached £955,000 per annum. Under the high Dingley duties this condition of things has been changed, and with the assistance of British potters attracted to the United States by high wages, United States manufacturers have ousted British trade from one branch after another. The evidence shows that 20 years ago very large quantities of toilet ware used to be sent by the Staffordshire makers to the United States, but now comparatively little is sent, as this is a line to which the American makers have paid special attention, and they seem to be supplying the bulk of the requirements in America. Another manufacturer states that the very large trade in sanitary ware which he formerly had with the United States has been entirely destroyed, and it is said that transfers, painting and similar work is done well in the United States. Again, the McKinley tariff stopped the importation of a great many English goods of the common grades, and rendered white granite ware (the staple trade) unprofitable to English makers. "Our export trade to the United States has suffered. Years ago, we used to ship some 200,000 fire bricks a year; now our trade there is practically nothing." "Until the Dingley tariff there were few tile manufacturers in the United States. Now there are many and large ones. Their trade has been built up distinctly in consequence of the protective policy. The tile manufacturers could not

get on at all until the tariff was raised 25 per cent. *ad valorem.*'' With regard to the future of the industry in the States, another witness says: ''In 10 years' time America, with its tariff advantages and the use of new transfer machines and new kilns, and also the fact that they can get a good price in their own market, will be able to beat us hollow.'' There was formerly a wide difference between the duty on undecorated and decorated ware, and small quantities of high-class British ware were imported for decoration in the United States, but the differentiation of duty is now done away with. As a matter of fact, the American market is already regarded as almost completely closed, a manufacturer stating that ''with the exception of the semi-porcelain branch it is utterly impossible to trade there. The Americans have not yet reached that stage, but have caught us up in the others.''

United States Competition in Canada.—As with other branches of trade United States competition is severely felt in Canada. ''We have tried quite hard to open up a trade with Canada, but so far everyone tells us there is no chance for our trade in that country; the last advices from Canada said: ''I do not see any chance for you in this country, because the Americans dump the best sanitary ware here, and we make our own common ware.'' '' ''The United States practically control sanitary earthenware in Canada now.'' The acquisition of fresh territories by the United States is, according to the evidence, immediately followed by the imposition of prohibitive tariffs as far as British manufactures are concerned. ''Trade we used to do with the Hawaiian Islands regularly for the last 20 years,'' remarks one witness, ''is now being done by the Americans; they have also got the Cuban trade, thus conclusively proving that when they get hold of a country, we English manufacturers are at once shut out.'' ''The Cuban market is now in the hands of the American, and the same remark applies to Honolulu and the Hawaiian Islands, with which we used to do a large trade. This is probably owing to tariff arrangements with America.''

Labour in the United States.—Salaries and wages in the United States are considerably higher than they are in the United Kingdom. Witnesses who have assisted in the management of factories in America say that labour costs very much more considering the increased output; in one case the cost is said to be 25 per cent. more. ''Practically there are no American workmen in the pottery; they have had almost all their workmen from England. They are training their own apprentices now, but they are trained under English workmen, and are practically as good when so trained.'' As regards manufacturing processes, witnesses who have visited the country and been round the works state that the Americans possess no advantages.

United States Dependence upon English Clay.—The export of raw material from the United Kingdom to the United States is explained by witnesses by the fact that they have clays in America for making china, but not earthenware; consequently, for ball clay, which is absolutely essential for the manufacture of the latter, they are entirely dependent on supplies from this country. On the other hand, ''America can furnish a large quantity of china clay, but a great deal of English material is used because potteries have been established with English managers, and when they have gone over there they wanted to work on the English lines, and it was much easier to start with a china clay they knew.''

United States Customs Regulations.—Manufacturers complain of the rigidity of the Customs regulations in the United States, which they think compare most unfavourably with those of this country. ''With regard to goods imported by us from the United States, every facility is given by our Custom House in connection with the importation of American goods. On the other hand, the United States Custom House puts every difficulty in the way of our manufacturers introducing their goods into the States. To say nothing of the prohibitive duties exacted, they have a rigid and exorbitant system of consular invoices, and even small consignments by parcel post are rigidly scrutinised as regards marking, &c. Such a system, in view of the different treatment we give to United States manufacturers, is grossly unfair and calls loudly for retaliation.''

BRITISH COLONIES AND INDIA.

The pottery industry is still in its initial stages in the British Colonies, and British manufacturers find in Canada and New Zealand, and in a lesser degree South Africa and Australia, their most promising export markets. Whereas the export trade to foreign countries has remained practically stagnant during the last quarter of a century, that to the Colonies and India has increased from about 25 per cent. of the whole British export to nearly 40 per cent. In the opinion of many of the witnesses the development of the Colonial trade is almost entirely dependent upon the tariff preference given to British goods. ''The inclination in the Colonies is to take our goods, unless the difference between our prices and foreign competitors is too great; but in many cases we are cut out for the same reasons as those given for excessive imports into our own country, viz., cheaper freight and no tariff, combined with cheaper materials and lower wages.''

Foreign Competition in the Colonies.—The competition of Germany and Belgium is most severely felt in some of the Colonies, as has been already indicated under the several branches of the trade. Especially is this so in the case of Australia, where there is no British preference in operation, and in South Africa, where the preference is too small to be of much service. ''In Australia,'' says one witness, ''we formerly had the sole control of the trade, but the Germans have made very great inroads into it. I arranged with an Australian firm to represent me in Australia last year, and naturally made an effort to insert a cause in the agreement excluding the sale of German china; they said, 'If you insist on that we shall have to drop the matter altogether, as we sell more German china than English.'" Again: ''We have reports from our agents both in Australian and South Africa that the German and Belgian manufacturers are pushing the trade very hard, and delivering the goods free at prices very much under what we can supply.'' ''Foreign competition in the Colonies is very severe, especially in South Africa and Australia.'' A manufacturer of general china remarks: ''Our experience in the Colonies is that the Continental manufacturer is getting orders which should in our opinion be placed in the Potteries.'' ''With regard to trade in the Colonies,'' remarks a manufacturer of teapots, jugs, &c., ''had we not the cheap German enamel and china goods to compete against, our export trade would be more exclusive and show a larger remuneration.'' In the case of trade with South Africa and Australia substantial advantages accrue to foreign manufacturers from cheaper transport from Hamburg and other ports.

Canadian Preference.—The preferential duties in force in Canada, South Africa, and New Zealand, and especially those of Canada, are reported to have been of the greatest advantage to British manufacturers. The Canadian pottery industry being still in its infancy, competition in the Canadian market lies chiefly between British and United States and (until the surtax) German manufacturers. It is the almost universal verdict that the preference has greatly encouraged trade and led many manufacturers who had not previously attempted Canadian trade to appoint agents and make trial shipments. The following are a few typical experiences of manufacturers: ''The preference has been a very great thing for us, and we are now contemplating going into the Canadian market. If the preference were withdrawn, the Canadian market would be practically closed to us.'' ''We have a good trade with Canada, as there is no china made there of any class.'' An earthenware manufacturer, in referring to the trade in tiles, states that the preference has resulted in a large number of inquiries and increasing trade. A maker of floor tiles says: ''In Canada we have begun to do more business since the preferential rates have been in force.'' ''The Canadian preferential tariff has already nearly doubled our trade with that Colony.''

Inadequacy of Preference.—In some cases the preference would seem to be inadequate to meet the advantages arising from the proximity of the United States to the Canadian market, or in some cases to offset the dumping methods of the United States makers.* The following quotations are illustrative on this point: ''United States has taken the bulk of the trade in fire bricks. We should be in a position to compete for the business in British Columbia were the preference substantial.'' ''United States practically control sanitary earthenware in Canada now. Our trade has increased considerably with Canada since the introduction of preferential tariff, although German competition is still very keen.'' Another sanitary ware manufacturer states his complete inability to establish a connection in Canada owing to the American competition. A communication from a Canadian correspondent, he remarks, was to the following effect: ''I do not see any chance for you in this country, because the Americans dump the best sanitary ware here, and we make our own common ware.'' In connection with the development of Canadian industries a manufacturer of common earthenware remarks: ''Some years ago we used to send common brown Rockingham teapots to Canada. We were informed by the merchants that Canada has begun to manufacture such things.'' German competition in Canada is little spoken of, probably because of the operation of the surtax.

AUSTRALIA.—In Australia German competition is keenly felt, especially by reason of cheaper German freights. It is said that ''the Germans are gradually securing the tea-set trade with Australia, and they are attacking the trade in general china.'' Again, ''The Germans are ousting us by means of their surplus production, both in South Africa and Australia, in china tea and breakfast ware. A quantity of these goods is first brought to this country and then re-exported as British goods.'' United States

* There is an Anti-Dumping Clause in the Canadian Tariff which provides that "In the case of articles exported to Canada of a class or kind made in Canada, if the export or actual selling price to an importer in Canada be less than the fair market value of the same article when sold for home consumption in the usual and ordinary course in the country whence exported to Canada at the time of its exportation to Canada, there shall, in addition to the duties otherwise established, be levied, collected, and paid on such article, on its importation into Canada, a special duty (or dumping duty) equal to the difference between the said selling price of the article for export and the said fair market value thereof for home consumption." This special duty is not to exceed fifteen per cent. *ad valorem* in any case and certain exceptions are made, as for instance goods whereon the duties otherwise established are equal to 50 per cent. *ad valorem* and also sugar refined in the United Kingdom.

competition in Australia is spoken of as a new feature. "Flooring tiles are now being shipped to Australia from America below ordinary cost price." A manufacturer of dinner ware remarks: "We have had some competition of foreign earthenware in Australia, but have been able to hold our own because of the quality. The price might have been ruled a little higher had it not been for this competition." With reference to the Australian import duties, several of the witnesses suggest substantial reductions and there is a general desire for a preferential arrangement.

NEW ZEALAND.—The preference allowed by New Zealand in British goods is spoken of in appreciative terms by several of the witnesses. "We have never done much export trade until recent years, but there is no doubt whatever that the prefcrential tariff with New Zealand will help us very much. We have had letters from our agents there, pointing out that there is a good prospect. The preference is almost 25 per cent."

SOUTH AFRICA.—The South African markets have been in an unsettled state for some time past owing to the effects of the war, and British trade has suffered. There is also said to be a prejudice on the part of the Dutch against British goods, which it will take time to allay, and this prejudice is not discouraged by German merchant houses in South African centres. The small preference is, however, showing results, as for instance: "There are signs that we shall get some of our trade again, and I have just made arrangements for opening an agency at the Cape, from which I am expecting better things." "The preference of 2½ per cent. on English to Cape Colony is affecting earthenware, and if it were increased a little more there is no doubt that it would help us. The preference in Natal is 25 per cent. of the duty, which is 10 per cent. on earthenware." The cost of transport is referred to by witnesses as being detrimental to expansion of trade with the Colony.

INDIA.—In India competition with foreign countries is severely felt in a number of directions. "The Dutch have captured the Ceylon and India trade for common painted earthenware for the natives." "In India we have been completely knocked out by German and Dutch makers of domestic earthenware within the last few years." Manufacturers of tiles state that the competition in their direction is of an active character. "French roofing tiles are chiefly used in parts of India." United States and Germany are also referred to in the same regard.

WEST INDIES.—In connection with trade in the West Indies it will be seen from the following quotation that the market is inconsiderable: "We went to that market, but prices are cut so low that it is not worth while going in. They get their goods from Germany and some come from England, but it is a very low class of goods, on which the margin of profit is cut very fine.

(To be continued.)

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

THE condition of trade in the Potteries has been less stable during the past few weeks than it was in the earlier months of the year. but it does not necessarily follow that the spell of good trade the district has been enjoying has come to an end, for the lull may be only short, and business may pick up again. Numerous large firms are still working full time, and quite a number of manufacturers have told me that trade continues good, so far as the general earthenware department is concerned, but most of them agree that there is not so much "snap" about the provincial trade, and that a quieter time is probably in store. The china trade has suffered a serious relapse since last month. There seems to have been a sudden slump all round, a slump which it is most difficult to account for. There had been quite a boom in china during the last seven or eight months, and hopes were entertained that the china industry was about to recover some of the ground it had lost during the previous prolonged period of quietness. But, for the time being, at any rate, the china trade has become almost lifeless. The effect has already been far-reaching. During the closing quarter of last year the china trade was good, and the rapid rises in the price of coal, combined with an upward tendency on the part of potter's materials, led to the bulk of the china manufacturers agreeing to advance prices by 5 per cent. Now there is not enough trade to go round again, and, as a direct consequence, a great many firms are no longer adhering to the increased prices. A prominent china manufacturer, in conversation on the subject, complained bitterly about the present prices for china, the lowness of which, he contended, was entirely unwarranted. "Foreign competition," he remarked, "is not responsible for it at all; it is due simply and solely to the competition among the manufacturers themselves. They are dropping down to prices never heard of before. For instance, 2s. 6d. is the proper price for the bulk line, white and gold, and 2s. 4d. has always been regarded as the rock bottom price. But it is now being offered at 2s. 3d. Want of cohesion among the manufacturers themselves is responsible for this; they could get 2s. 4d. and 2s. 6d. just as easily as they could get 2s. 3d. if they were only united on the subject. Retailers say that they would not mind paying 2s. 6d. if all manufacturers charged it alike, but, of course, one dealer cannot afford to pay 2s. 6d. when his competitor, over the road, is paying only 2s. 3d. There is no need at all for this undercutting; it is a disastrous policy for anyone to pursue." Pausing for a moment to take up a very attractivo teacup which was on the table in his office, the manufacturer proceeded to illustrate his contentions with it. "Now this tea service," he said, "is made by me at 8s. 6d. Supposing the retailer augments the price by one half, do you mean to tell me that a lady customer whose fancy was attracted by the service would care two straws whether the price was 12s. 9d. or 13s. 6d.? Why, then, are manufacturers constantly cutting the trade so fine?" I leave others to answer that question. To find a logical explanation for so illogical a custom is not easy. If the price of a particular article were "cut" in order to draw other orders, as is frequently done, something may be said for it, but it is obvious that there is a limit beyond which no manufacturer who pays fair wages can afford to go. This, however, is getting away from the subject under discussion, which was the change for the worse in the china trade. So far as can be gathered, the change is not attributable to increased foreign competition. German china firms are still so busy with their own home trade and the American export trade, that they have not been attacking the English trade at all severely. Therefore the present slackness cannot be put down to that. Neither is over-production a feasible explanation altogether, for if all the existing factors at the Longton end of the district had been working full time for the past few months, the total production would still have been much less than it was some years ago when all the factories were occupied. There was a time when not a single factory in Longton was untenanted, but the case is far different to-day. Possibly the competition of thin earthenware goods with china may have something to do with the downward movement, but this factor is not by any means a new one, so that, in the end, the reason why is not by any means a new one, so that, in the end, the reason why trade at Longton is bad again must still remain a mystery.

The traffic returns of the North Staffordshire Railway have shown a big drop during April, in the figures relating to the carriage of merchandise, as compared with last year, a fact which seems to corroborate the statement that trade has been less brisk in the Potteries, but, up to the end of March, at any rate, the Board of Trade figures continued to give a good account of the export trade. During the first quarter of the year ware to the value of £613,468 was sent abroad as compared with £558,564 last year, and £514,291 in 1905. The exports for March were £218,140, compared with £207,088 in 1906, and £194,704 in 1905, and this in spite of a falling off of nearly £6,000 in the South African exports. Such figures are very gratifying. The activity in the oversea trade must go far to make up for any deficiencies which may exist at home. The Canadian trade is especially satisfactory, and our manufacturers are also gradually recovering ground in the United States, while the South American and Australian markets continue to show signs of robustness. The value of the foreign ware imported during March showed a slight increase over the figures for the corresponding month of the two previous years.

Advices to hand from the United States show that American potters are exceedingly busy just now, so busy that in many places it is hard to get sufficient hands to cope with the work. I have before me as I write, a letter written some three months ago from a gentleman formerly associated with a leading Stoke firm, who is now controlling an extensive china factory in the States. In the course of his letter he says: "I wish to goodness you could send me some decorators, such as gilders, blowers, or tinters, as we call them; also painters. I am dreadfully short-handed, and cannot get hands, as other factories are in a similar position. I took a journey of over a thousand miles last week; went to Columbus, Wheeling, East Liverpool, Sebring, and several other places where there are factories, and only managed to 'hook' two girls. It seems strange to me, considering the overcrowded Potteries, where I have had 50 and 60 applicants to every little position advertised, that some of these people do not come where they need never be short of a job. Of course, the English are not like the Americans, who do not care how far they roam in search of work. I have girls here who have left homes 300 miles away, and they can take care of themselves far better than many girls who are directly under the parental wing. Board and lodgings, in the better-class families runs from 3 dollars to 4 dollars, at the outside, per week. That, of course, is 12s. and 16s. As there is very little difference between male and female wages, board is the same for both. My girl tinters

and gilders make 12 dollars, or £2 8s. per week. The men get 18 dollars, or £3 12s. per week. The painters get the same. The litho girls do not get as much, as I can get local girls who soon learn this branch. There is no doubt about it that, for both single men and married men, who understand their business, there are plenty of good, permanent positions vacant. Even girls (who, by the way, are treated as ladies in the factories, here—far better than in England) would find it greatly to their advantage if two or more would stick together and try their luck in this glorious country.'' My correspondent adds the interesting information that in the course of his thousand-mile journey in search of hands, he got in no fewer than three train wrecks, but no more serious harm befell him than annoying delays caused by engines and coaches leaving the tracks. The railroad was in a terrible condition owing to the severe floods experienced both inland and along the river banks, as the result of which there had been no trains either in or out of the town where his factory is situated for a week.

The strike in the sanitary branch of the pottery trade has overshadowed, in importance, all other trade events of the past month in the Potteries. When the POTTERY GAZETTE went to press with its April issue the strike had barely commenced, and it was difficult to gauge accurately the seriousness of the position. Now, however, the dispute has been in progress for a month—in fact, for five weeks—and such publicity has been given to the case for both sides, that the facts are familiar to most people. It is impossible to deny that the situation is a decidedly serious one, but a fuller knowledge of the circumstances of the strike only confirms the views given in the last ''Notes'' that it is a strike which ought to have been avoided. It has been engendered by misunderstanding and misapprehension, and perhaps both sides have been rash in standing too much upon their dignity. The initial mistake once made, they have now ''put their backs up'' at once another, with the result that the declared attitude of each is such as to prevent the disputants from coming together and discussing their grievances in a friendly way, unless one side or the other yields. Such a contingency does not seem likely to arise for some time to come, for, at the moment of writing, neither side seems in the humour to give way. Therefore it appears that we are in for a prolonged and bitter struggle between capital and labour, with all the attendant miseries which such a contest must inevitably bring in its train. It is a thousand pities that such a state of things should prevail at a time when there is plenty of work to be done. The main dispute is, after all, a simple matter. A year or two ago, a new syphonic closet was introduced into this country. From what can be ascertained Twyfords, Ltd., of Hanley, were the first to make it in the Potteries, and they paid their ''pressers'' 3s. 8d. for the making of it. That price they are said to be still paying. Then Johns & Co., of Armitage, took to making the article, and suggested that 3s. 2d. should be accepted by their pressers in respect of it. The men refused this, and it goes without saying that their acceptance of the lower price would have been keenly resented by the Hanley pressers who were receiving 3s. 8d. Johns & Co. maintained that they could not afford to pay more than 3s. 2d., but eventually offered 3s. 4d. or arbitration.'' This is admitted. The men, who must have felt their position to be a very strong one, refused the 3s. 4d. and went to arbitration. The next question was, who should be the arbitrator? The masters could not see their way to accept either the Potteries stipendiary magistrate or the local County Court judge, and I have spoken to a good many manufacturers who uphold their action in this matter. Then the men suggested Mr. E. Chetwynd, but again the nomination was not acceptable. Johns & Co., on their part, proposed Mr. Stephen Mear, a gentleman who, far from being ignorant of the potting trade, as has been suggested by some of the men, has probably as great a knowledge of the Longton end of the trade as any one. This nomination, however, was not acceptable to the men, and I gather that Messrs. Chetwynd and Mear were in the end left to select an umpire themselves. They chose Alderman Geen, one of the leading accountants in the Potteries, who conducted the arbitration in due course. The men allege that in the presence of the umpire, before the arbitration proceedings commenced, the masters offered 3s. 4d. for the closet. Alderman Geen has publicly replied that ''there is not the slightest foundation for such a statement, and he is amazed beyond measure that it should be made.'' The men still adhere to their original allegation, so that there is a flat contradiction between themselves and the umpire on this point. The result of the arbitration was that the umpire awarded 3s. 2d. ''I was most anxious,'' Alderman Geen says, ''to fix a price at which the men could earn at least 50s. a week, and, after giving to all the evidence submitted full and careful consideration, I arrived at the conclusion that 3s. 2d. would do that. My only object was to be scrupulously fair and honourable between employer and men.''

All this took place more than twelve months ago. Subsequently the article was introduced at three or four other factories. The men, having agreed to arbitration, were in honour bound to accept the awarded price until the close of the trade year, but. as soon as February 11 came round, they put in the customary six weeks' notice for an advance in wages, to terminate on March 25, which is ''potters' settling day.'' Now comes the fatal misunderstanding. The six weeks' notice is given in order that there might be a period for negotiation, and the men argue that according to custom of the trade, they were entitled to cease work at the end of the six weeks, provided no settlement had been come to in the meantime, without serving a further formal month's notice. But the masters held on a previous occasion that the six weeks' notice, having certain conditions attached to it, is not a ''legal notice'' of intention to terminate employment—in other words, that a terminating notice must be unconditional. The men got over this difficulty by handing in on February 28 formal, unconditional notices to terminate their employment on March 25, the two separate notices running concurrently and expiring together on March 25. It is evident that, even if a settlement had been come to during the six weeks preceding March 25, the men, on the arrival of the date mentioned, would have had to be re-engaged, that is, if the masters had interpreted the notice strictly, because at the effluxion of the month's notice they would havevoluntarily left their employment. This is one way of looking at it. But a more kindly way of viewing the matter is to give the workpeople credit for a desire to simply give their notices in a legal way. I think I am right in saying that at one time the six weeks' notice was regarded as a terminating notice in itself. But it was afterwards established that it could not be so, because a terminating notice must be unconditional. The object of the operatives in giving the second notice was consequently to place themselves in the ''status quo ante,'' and if they had only made this point clear when presenting their second notices much trouble might have been avoided. I do not for a moment think that they either meant to threaten the masters (though their action, viewed in one light, may seem to bear that construction), or to necessarily discharge themselves from their employment. This is where all the misunderstanding has arisen.

The position now is that the masters maintain that the men, through their own action, and by adopting a course ''altogether contrary to precedent'' in making both notices run concurrently, have left their employment, consequently they refuse to discuss the price of the syphonic closet or any other of the matters in dispute until the men have first returned to work, while the men, on their part, maintain that their notices were strictly legal, and refuse to return to work until the actual prices in dispute have been settled. If the men had not, in their ardent desire to be correct, given the month's notice, it is probable that negotiations would have been opened, in due course, that if a settlement had not been effected by March 25, the six weeks' notices would have been further extended for a month, and that, eventually, the whole matter would have been amicably arranged. I am convinced that while each side is firmly convinced it is right, a wretched misunderstanding is at the root of the whole unhappy business. I believe, further, that each side is anxious to meet the other side in conference, and that once a conference on the real points at issue is arranged (there are other important points besides the closet, but that is the main issue) a modus vivendi will be evolved which will result in a resumption of work. At present there are barriers in the way of a meeting, and neither side will step forward to remove them, though, by the forfeiture of a little dignity, this could easily be done. Is all this sentiment worth while, when workers are standing idle and families are in distress? The men on strike, nearly seven hundred in number, are losing somewhere about £1,000 a week in wages. Probably more, because they form one of the best paid branches of the trade. They are also paying out hundreds of pounds every week in strike pay, from their union funds, pay which enables them barely to exist. Already the men alone must have lost not less than £6,000 through the strike. And what have the masters lost? Here are huge factories standing almost idle, upon which heavy rates must be paid, strike or no strike. Here, too, is trade going abegging—going, perhaps, into the hands of foreign competitors, and who knows whether it will ever return. Obviously both sides feel strongly. Masters would not keep their works idle for mere sentiment, but neither would a big body of men go on less than half pay unless they thought the fight was necessary. But, once again, is it worth while? Sooner or later the strike must end; the sooner the better, for the longer a settlement is delayed, the more suffering there will be, and the more bitter will be the feeling left behind. The men respect their employers, and the employers respect their men. Then surely the best means to deal with the present impasse is that they should meet one another half way and arrange a conference as speedily as possible.

Later (*April* 26).—Hitherto the strike has been conducted in a very quiet and orderly fashion, although the men, in their public meetings and demonstrations from day to day, have been considerably in evidence. During the last two days, however, they have been picketting rigorously, owing to the fact that some of the masters have succeeded in getting a few men to go to work. The

bject of the men on picket duty has been to meet these men on heir way to and from work, and hold them up to such ridicule as vill dissuade them from continuing at their employment. To-night ve of the men from one Hanley factory had such unwelcome ttention bestowed upon them on their way home that they had to ake refuge in the police station, and for some time parties of icketers watched every exit from the Town Hall in anticipation f their reappearance. Two other men sheltered in a public-ouse. Large crowds collected, and there was considerable excite-nent. One of the strikers was fined at Burslem to-day for being uilty of disorderly conduct, whilst in a state of intoxication, outside Messrs. Doulton's factory. Prebendary H. V. Stuart, Rector of Stoke-on-Trent, has come forward with a suggestion to-day that he masters should waive their objection to the notices if the men vill waive their objection to referring the dispute to arbitration; hat the masters should also give up insisting on the return of the nen to work as a preliminary to negotiations, and that a conference should then take place. If, after a week of negotiation, any points remain outstanding, Mr. Stuart suggests that they should be referred o a final tribunal consisting of either "a sole arbitrator, perhaps a legal man of high standing, from outside the district, who should be nominated by the Lord Chief Justice, the Speaker, or the Board of Trade," or a tribunal of three, viz., one selected by each side and one mutually selected. It might possibly be a good thing, Mr. Stuart thinks, if at any preliminary conference there were an independent chairman, who should be merely chairman and possess no voting power. Mr. Stuart's name carries so much weight that something may come of his intervention.

All the other disputes which arose in connection with "potters' settling day" have been amicably settled. That which gave most trouble concerned some 400 workers in the jet and Rockingham trade. A question which arose as to whether the dark-hued article known as "Yankee Rock" should be paid for as jet, needed very delicate handling, and at one time it seemed to be quite on the cards that a strike would occur. Fortunately, the matters in dispute were tackled diplomatically by both masters and men, and on April 19, a conference which lasted for four hours eventually concluded a settlement which was mutually satisfactory. As a consequence the notices of the workpeople have been withdrawn. It is worth while mentioning that the notices given by the jet and Rockingham workers were in precisely similar form to those given by the sanitary pressers, but the masters, in this instance, apparently did not take exception to them.

Interest in the question of fiscal reform has again been greatly stimulated in the Potteries by the publication of the report of the Tariff Commission on the pottery industries. The evidence was taken some time ago, and some of the statements made by the witnesses then, though true at the time, would be challenged now, but it is undeniable that they have presented their case in a most effective manner. As a summary of the report was printed last month it is unnecessary to refer to it again here. I understand that the English China Manufacturers' Association held a meeting on April 25, when the following resolution was passed, of which copies are to be sent to the Colonial Premiers: "That this meeting of the English china manufacturers, being convinced of the beneficial effects of Preferential tariffs, as shown in the case of Canada, on the trade and commerce of the Empire, respectfully begs to tender thanks to those members of the Governing bodies of those Colonies who have already adopted Preferential tariffs in favour of British goods, and to express the sincere hope that such preference may not only be continued, but, as far as possible, extended in other self-governing Colonies of the Empire. Our home markets being thrown open to the world, and our products largely excluded from the countries of strenuous competitors and others by prohibitive tariffs, we feel that our industry can only be preserved by the preference and support of our brethren beyond the sea. From our Chamber of Commerce our own Government has been strongly urged to give effect to these views, and we therefore trust that, as far as possible, you will, at the Imperial Conference and in the country you represent, do all that lies in your power to assist the manufacturers and workers of the Mother Country by adopting or extending such reciprocal preference as will help to improve and develop our Colonial trade." In this connection I received, a few days ago, from a leading sanitary ware manufacturer, a letter showing how the Americans are endeavouring to counteract the effect of the preference given to Great Britain by Canada. The letter, from a firm of Winnipeg merchants, runs as follows:—"April 1. Gentlemen,—We are in receipt of your favour of March 20 with enclosure, and in reply would say that the new tariff, put into force in November last, made an increase of 5 per cent. in the duty on closet bowls, &c., from countries other than Great Britain, the tariff now being 35 per cent. on these goods, as against 30 per cent. under the old tariff. The effect this produced was to give the British manufacturer an increased advantage over those of other countries, which the Canadian factory—which is controlled by American interests—have offset by a reduction in prices. We quote from letter under date January 5, in which the new schedule of prices was given us:—'You will notice that those prices are lower than those at which you made your last purchases from us, from the fact that we are obliged to reduce our prices somewhat in order to meet English competition.' You will thus see that while the tariff on goods from England remained the same, and the tariff to other countries was increased, it resulted in a condition of the market which is practically the same as that which would have been produced by a decrease of the tariff upon American-made goods, with the exception that the Canadian plants are turning out, at competitive prices, goods which would have, under a lowering of the tariff, been manufactured in the United States."

The forthcoming celebration of the centenary of the Primitive Methodist Church has opened up an interesting field for the production of china and earthenware souvenirs of the occasion. William Clowes, one of the recognised founders of the Primitive Methodist Church, was, by trade, a Burslem potter, and as the first chapel in the denomination was erected in Tunstall, it is not surprising to find that several earthenware manufacturers are commemorating the celebration by placing on the market "centenary ware" as souvenirs, ornamented with portraits of Hugh Bourne, William Clowes, views of Mow Cop, the Tunstall Chapel, &c. One firm have announced that they will give two-thirds of the entire profits arising from the sale of their centenary ware to the reduction of the debts on the Mow Cop Primitive Methodist and the United Methodist Free Church. Another firm claim that their Rockingham, Samian, and jet wares are made at the identical works where the Rev. William Clowes, after his notable conversion, delivered his first religious address to his fellow-potters.

The local manufacturers have not yet made their peace with the North Stafford Railway Company. The company's Bill is still "blocked" in Parliament, this having been done on account of the company's attitude to the manufacturers in the matter of the railway rates charged on pottery and other goods. The rates, it is contended, are excessive and disproportionate to those charged for the conveyance of similar goods from other districts served by competitive railway companies. The company has evidently been hard hit by the blocking of the Bill, and I believe the chairman of the directors together with one or two members of the board will, in all probability, meet representatives of the Chamber shortly, in order to discuss the grievances of the manufacturers. I heard the other day of an instance of the effect of the high rates charged for the carriage of local pottery. A large stores in London has been in the habit of obtaining extensive supplies of certain classes of ware from a Burslem firm. Now, however, they have placed the order with a Derbyshire firm. The actual prices of the ware are the same in both cases, but the carriage in the latter instance is less. The carriage would be less from Derbyshire in any event, but if the rate per ton per mile charged was the same in both cases North Staffordshire potters would not mind. However, it is not; the rate is different, and considerably favours the Derbyshire firm. The railway company are still sending in bills for the extra penny per crate on returned empties, which the manufacturers decided some time ago not to pay. So far no legal proceedings have been initiated, but correspondence which has been passing between the company and one potting company may possibly lead to a County Court action. It is calculated that the twopences formerly collected from manufacturers in respect of returned empties totalled up to between £4,000 and £6,000 per annum. The company has reduced the charge to a penny, which, however, the manufacturers, who are anxious for a test case, still refuse to pay on the ground that any charge at all is illegal.

Mr. Jamieson, of the Longton Porcelain Company, who was recently appointed assistant secretary of the North Staffordshire Chamber of Commerce, has been whipping up new members in a most energetic fashion. Last week he added his fortieth new member to the Chamber since his appointment. Mr. Jamieson conducts the Chamber's Commercial Bureau in Glebe-street, Stoke, an institution which is certainly helping to infuse new life into the Association.

The decision of the Local Government Board on the proposal to federate Stoke, Longton, and Fenton into an united County borough has come as a welcome surprise. It was accepted as a foregone conclusion that the partial scheme would receive the approval of the Whitehall authorities at once, although Fenton strongly opposed it. But not so. "The Board find that the evidence before the inspector tended to show that the proper course, in the circumstances of the case, was not the amalgamation of the three districts in the manner suggested in the representation; but rather a scheme of federation which should embrace a larger area, viz., all the Pottery towns." So runs the letter which the Local Government Board have forwarded to the various local governing bodies of the district, and the communication goes on to say that "upon the information before them the Board are certainly disposed to concur with the view that, in the interests of economy and efficiency, such a scheme

s desirable, and they direct me to suggest that the matter should receive further consideration, without delay, with a view to the formulation of a more comprehensive scheme of federation.'' This letter is an epoch-making one. There are no valid reasons why the potting centre of North Staffordshire should not comprise one great municipality—the ''city'' of Stoke-on-Trent—for the local conditions prevailing are the same in each of the six towns, and it is undeniable that the present system of government tends to overlapping, inefficiency and extravagance. The Mayor of Hanley has immediately taken the initiative by calling together a preliminary meeting of representatives of the various local Councils, and all sections of the community must unite in insisting that effect is given to the views of the Local Government Board.

Mr. John Ward, M.P. for the Stoke Division, during a recent visit to his constituency, has taken the opportunity of addressing several meetings of the operatives engaged in the china trade in advocacy of the principles of trade unionism. Speaking to a meeting of the Longton workers Mr. Ward said that an employer could not be fair to the men unless he knew the men were sufficiently fair to themselves to compel the worst employer to come up to the standard of wages. He did not think the complex details of the potting industry would stand in the way of a standard being fixed, for what had been achieved in that direction in the complicated lace-making industry could be tried with equal hope of success in the potting trade. Strikes, he said, very rarely occurred in a well-organised trade; they were more an evidence of want of organisation than to the contrary. Mr. Ward spoke to similar effect to the china and earthenware decorators at Stoke, when he contended that if the workers standardised their wages the potting trade could be made to allow a decent profit as well as decent wages. If it were known by the employers that a standard price ''must'' be paid for doing a certain thing the employers would then know what price to demand in the market, and this would check the evil of undercutting.

Mr. T. W. Harrison, of Harrison & Son (Hanley), Ltd., potters' colour makers, has received a handsome acknowledgment of his services to the cause of Liberalism in Hanley, Liberals of the town having presented him with an illuminated address. Owing to the state of his health Mr. Harrison was compelled to leave Hanley some time ago, and to take up his residence at Bournemouth. The address presented to him bore testimony to the loss the Potteries had sustained by Mr. Harrison's removal, and recalled the magnificent fight he made to secure the privileges of higher education for the children of Hanley working men.——Mr. Thos. Wm. Twyford, managing director of Twyfords, Ltd., Hanley, has consented to contest the North-West Staffordshire Parliamentary Division in the Unionist and Tariff Reform interest at the next election.

Last month I mentioned that a novel method of china scouring, by which it is hoped to free this operation from the risk of disseminating potters' asthma among those engaged in it, was about to be introduced by J. Aynsley & Son, of Portland Works, Longton. The new method has since been put into operation, and with great success. It appears that some time ago Mr. J. G. Aynsley, J.P., read a description of certain machinery employed by a Manchester firm in the process of ''frosting'' glass by means of a sand blast. It occurred to him that similar machinery might usefully be adapted to china scouring, with advantage to both master and work people. He approached the firm in question, explained his views, and undertook to bear the cost of the erection of a plant. As a result a sand blast china scouring apparatus is now installed at the Portland Works, and is producing most satisfactory results. The factory inspectors have warmly complimented Mr. Aynsley upon his departure, regarding it as a step towards the solution of a difficult problem. Many manufacturers who have seen the scourer speak highly of it, and already A. B. Jones & Son have given an order for a duplicate machine at a cost of about £200. The great merit of the machine to the workers is that it almost abolishes the risk of inhaling flint dust. Machines for both flat and hollowware are entirely closed in, and an exhaust carries away the sand which, after repeated use, becomes reduced to very fine and flint-like particles which would otherwise float in the atmosphere. To the masters another advantage of the machine is that it is labour-saving, four women being able, by its aid, to scour ware which would previously have needed nine. It is claimed, also, that the sand blast process cleans the crevices of the ware more efficiently than the brush hitherto in vogue, that the markings left by the scouring brush are eliminated, and that the ware afterwards takes the glaze better. Flat ware travels through the machine on broad belts, which are so arranged that each side of the ware is in turn put into contact with the blast. Hollowware is placed in another machine fitted with an arrangement by which the ware is held over the draught pipe. The blast has a force strong enough to blow off all deposit left on the bisque ware, and the ware can afterwards be taken straight to the dipper.

An interesting wedding took place at Zion Church, Longton, on April 4, when Mr. Harold John Plant, china manufacturer, Longton, was married to Miss Edith Jones, second daughter of Alderman A. B. Jones, J.P., head of the Grafton China Works, and ex-mayor of Longton. The bridegroom is the eldest son of the late Mr. R. H. Plant, of Rosslyn House, Longton, and of the Tuscan and Stanley Works; and is highly popular in the china town, especially in the athletic world. He is the ''skipper'' of the Longton Cricket Club, and hon. captain of the Longton Swimming Club, while both he and his bride are actively identified with religious work in the town. The wedding was therefore an especially interesting event, and the pretty ceremony was attended by a crowded congregation. The bride was given away by her father, and was attended by four bridesmaids, and two sisters of the bridegroom. The honeymoon was spent at London and Bournemouth. Among the numerous handsome presents received by the happy couple were a canteen of cutlery, a silver tea service, and an oak and silver tray from the employees of the Tuscan Works, and a silver afternoon tea service from the employees of the Stanley Works.——At Trentham Parish Church, on April 17, the wedding took place of Miss Florence Mary Fielding, second daughter of Mr. Abraham Fielding, of the Railway Pottery, Stoke, and Mr. Hy. Mitcheson, general manager of the Baddeley Collieries, near Atherstone. The fine old church was beautifully decorated for the occasion, but the ceremony was of a semi-private character, the wedding party being restricted to members of the two families. After the ceremony Mr. and Mrs. Mitcheson motored to Crewe, where they entrained for Scotland.

The Urban District Council elections have taken place, and it was regretted that Mr. Elijah Brain, of E. Brain & Co., did not offer himself for re-election at Fenton. After having served his town faithfully for twenty years Mr. Brain declined to go through the ordeal of a severe contest, and though friends nominated him he withdrew. Mr. Brain was the first chairman of the Fenton Urban District Council, and held the position again in 1896-7.——The Mayor and Mayoress of Burslem (Mr. and Mrs. S. Gibson) gave an official reception on April 12, to over three hundred of the townspeople of Burslem, and those associated with him in public life. Mr. and Mrs. Gibson entertained their guests in a most hospitable manner The proceedings began with a formal reception, after which a high-class entertainment was contributed by a number of talented performers, and when this was over, dancing took place.

Mr. Wm. Hampton, of E. Hampton & Sons, Hanley, is enjoying a a holiday trip to Morocco. He is accompanied by Mrs. Hampton. ——The Rev. the Hon. L. F. Tyrwhitt, Vicar of Fenton, who created such a stir three years ago by his sermons on the subject of the ''Devil in the Potteries,'' has been presented to the living of Rolleston, near Burton, by Sir Oswald Mosley.——Mr. Thos. Taylor, J.P., of Taylor & Tunnicliffe, Hanley, has returned from his trip to Egypt considerably improved in health. Together with a number of other gentlemen associated with the potting trade, Mr. Taylor was present at the annual dinner of the Staffordshire Society, at the Restaurant Frascati, W., a week or two ago.—Much regret has been caused in Longton by the death of Mr. Wm. Lockett, potters' miller, at the age of 53. Mr. Lockett, who succumbed to an attack of pneumonia, as a young man worked at the Anchor Mills, in which business he eventually became a partner. Subsequently he and his partner transferred the concern to the Potters' Mills, Ltd. Mr. Lockett never entered public life, but was an ardent worker in the cause of charity.——On behalf of the funds of the Pottery and Glass Trades' Benevolent Institution, a concert was given at the Victoria Hall, Hanley, on Thursday, April 25, by Mr. H. E. Sherwin's orchestra and choral society. The programme was a most attractive one, and a large and distinguished company filled the hall. The funds of the institution will, it is expected, receive substantial benefit from the concert.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

THERE is a further improvement to report in the state of the flint glass trade in nearly all its branches, owing in a great measure to the larger share of prosperity the kingdom has been enjoying. There has been more money in the purses of the public, and therefore—we may safely say therefore—a larger proportion than for a few years past at this season has found its way into the tills of the dealers of all classes, and into the banking accounts of the manufacturers. Some persons, perhaps, are of the opinion that our firms are competing more successfully with their Continental

rivals ; but such is not the case, we fear, for if the returns of the Board of Trade are studied it will be found, comparing the imports of last March, for example, with those of the corresponding month last year, that though we imported about 2,000 cwt. less window and German sheet glass, and a little over the same weight of flint glass, there were 12,522 cwt. more of plate glass sent to us from abroad ; and 19,569 cwt. more of bottles. In our exports, glass of other sorts than those mentioned figure for a great decrease ; and, in fact, there is an increase only in flint glass—6,481 cwt. against 4,475 in March, 1906.

The glass trade in Stourbridge and district has been in a fairly prosperous condition during the last two months ; and, with reasonableness on the part of both men and masters, there is reason to believe that there will be a brisk business throughout the summer at least, and well into the autumn, if not to the end of the year. The firms that devote themselves to producing goods of the highest class, and they form the majority in the district, are the busiest in table ware. Very choice are the new designs of decanters, claret jugs, epergnes, &c., to enrich which the art of the engraver supplements that of the glass cutter. This last branch has been very busy, and so remains ; and it is noticeable that, as in years long past, hob-nail diamonds form a favourite pattern on bottles, bowls, and other substantial pieces. It is a pattern that brings out and enhances the brilliancy of the article cut, and is not likely ever to go out of fashion, except for limited periods, when flat work in flutes, &c., hits the public taste for a time. There is no change to report in the cut tumbler, wine, and champagne branches. The production of flower vases in various shades continues, especially of those where novelty is shown in form and contrast of colour, in ruby, supphire blue, turquoise blue, canary, &c., &c. Toilet glass of the best class has sold well in the London market, and is generally in favour in the centres of population where wealth and taste prevail. The pressed glass trade is in a fairly healthy eondition in Stourbridge and Wordsley, the goods being of the best bright metal. Common flint tumblers and wines, inexpensively cut, have gone moderately well into consumption. Taking the glass trade throughout it may be stated that stocks in the warehouses are rather lighter than usual—a good feature.

In Birmingham many of the outside cutters are fairly well employed on bottles, dishes, and other small articles, for the local silversmiths and electro-platers ; but, as has been the case for a long time, a large proportion is of Continental manufacture. Something is also being done for the silversmiths of Sheffield. Plate and glass bevelling, though not an extensive industry here, is fairly good, and so is the looking-glass trade. The flint glass manufacturers of the city are well employed on the whole. In the table trade soda tumblers and three-to-quart ales have found employment for several workmen. Decanters have not been in demand, nor have wines, except medium grades, the cutting not being expensive. A good deal has been done in fish globes, confectionery jars—not usually a branch yielding high profits—also in fancy glass in flower vases, and shades for electroliers, &c. The demand for the latter is falling off a little, but will revive after midsummer. There is nothing of moment to report about the chimney trade. At Spon-lane the output of the various productions in lighthouse and other glass is as large as ever, especially in milled sheets in flint and colour, for windows, partitions, &c. Taking the glass trade of Birmingham all round, and bearing in mind the competition it has to meet from abroad, it must be reported as in a fairly healthy state.

In Manchester there is not any change of moment in the flint glass trade. Table ware, especially the best pressed goods, is in moderate demand ; and so, too, is fancy glass for flowers, &c. Cutters are not very busy. The bottle houses are all briskly engaged, the mineral water season being near its opening. The workmen are receiving rather higher wages in accordance with the agreement entered into a few months ago. Medicine bottles keep several chairs going. The machinery glass trade is exceptionally busy, makers being "pulled out" for the goods ordered, so diverse in shape, and which are wanted for spinning, doubling, warping and twisting frames ; the boom in that great staple industry of Lancashire, the manufacture of cotton goods, still continuing, and likely to do so. The machine makers appear hardly to know what they want most in glassware, for they rush in orders for various kinds ; and manufacturers feel it rather hard when they have settled down on one description, recently ordered, to be called upon ("almost worried" says a correspondent) for the production of others at extremely short notice. Engineers and machine makers engaged in fitting up or replenishing cotton factories are reported to be supplied with orders that will take more than a year to execute ; and as they require machinery glass the manufacturers of the latter are assured of full work for their men for several months to come ; and, indeed, have commissions in hand that will take them far into the autumn to execute. The tubing trade is fairly good, but foreign makers, both French and Belgian, are sending large quantities into this country.

At Warrington the manufacture of bottles is being pressed forward, to complete orders in the hands of makers. There is a good demand for minerals, as well as for black bottles for wine and stout. The flint glass trade is hardly as brisk as the sister industry, if such it can be styled. Best pressed goods are selling, but cut wines, tumblers, decanters, and other superior table ware are sluggish ; and not all the cutters are fully employed. There is a good deal doing in the varied glass industries of St. Helens just now, and this has been the case during the past two months. It was with regret that the people of the town and district learnt that the endeavour to restart the works at Pocket Hook as a full going concern had not been successful. Pilkington's plate and sheet glass manufactory keeps busily employed. The bevelling department is doing well, and there is briskness amongst benders and sheet glass flatteners. The rolled-plate houses have full work, and the prospect for the summer is considered excellent on the whole. There is much activity in the bottle trade works of St. Helens, both home and shipping orders being rather larger than usual for the time of the year. Liverpool bottlers and merchants take a goodly proportion of the articles manufactured. In steam and other tubing there has been, and still is, much done to supply orders.

In Yorkshire, south and west, the glass bottle trade is generally good ; and if the season should prove favourable, so far as weather is concerned, there is sure to be increased activity. The bottles most in demand are minerals, lately so sluggish, such as Codd's, crown corks and "splits." Winchesters, at the time or writing, are meeting with ready sale, but the quantities purchased are not individually very large. Manufacturers of coloured goods, in blues, &c., and of special forms, are fairly busy, a good recovery having taken place since last month opened. Black bottles for wines and stouts have been in request. The call for carboys has been irregular and is quiet at places at which formerly a good business was done in these large vessels. There must be fresh sources of supply, believed to be foreign, for the production and use of vitriol and other powerful acids—to carry which carboys are used—has increased during the past few months, and is to-day in a flourishing condition.

Machine-made bottles are coming more and more into use, and their production has had to be recognised even by the most pronounced of trade unionists. It is claimed by the

makers, who regard them as commercially successful, that they are not only strong enough to bear any amount of pressure from within but that they are clearer and more regular in form at the mouths than those made by the old process. Quite lately an experienced manual blower, on being shown, at the works where he was employed, a specimen, acknowledged that it was equal in every respect to a hand-made bottle. It is not surprising, therefore, to find that a larger number of bottle-making machines are in use than ever before; and that new ones are being constructed so as the better to meet the increasing demand for these goods. This bodes ill for the ordinary chairs of bottle blowers, and it is not surprising that the number of men at work is gradually declining, and that they depend mostly on orders for certain special kinds which, as yet, are produced more readily and cheaply by dexterous manual workers. To show the favour in which machine-made bottles now stand it may be mentioned that one Yorkshire firm sends to a London merchant alone seven thousand gross per month. In Castleford the bottle trade is more brisk than it was, and the same is the case at Knottingley, Thornhill, Lees and Mexborough. Work has been rather irregular during the past two months at Leeds, but is now improving.

The flint houses in the districts mentioned are doing good business, and regular employment is now being found for men who, up to the middle of March, and even later, had only partial work. A fair proportion of them are engaged in making jam, pickle, and confectionery jars, along with fruit, salt and other bottles. Here, again, the use of machines is being extended. Owing to the greater briskness of trade, demands for increased wages have been conceded in South Yorkshire to teazers, founders, and some other workmen. During the past two months the disputes between employers and men respecting rates of wages, &c., have been mostly settled, and there are no workers on strike. The revival of bottle-making has led to a larger call for boxes for storage, and for crates for packing purposes. In the city of York there is an improved state of things so far as the glass trade is concerned. There is more demand for white and for green materials than was the case twelve months ago, or even at the beginning of the year; while for larger and more valuable articles there is a good and increasing call. Glass for scientific purposes, including tubing, is being manufactured in larger quantities, great skill being used in the production of the several articles required. The prospects for the summer and autumn are considered good.

In Northumberland and Durham trade may be reported as irregular. Since our last article was published there has been an improvement in the demand for flint goods; but the competition from abroad is most keen, and profits suffer. This has been especially the case in common pressed tumblers, salts, sugars, and the like, which are put upon the market by Continental rivals at a very low rate. The number of workmen employed round the furnaces has lessened, and many of those kept on have only half and three-quarter weeks' wages to content themselves with. On the other hand, the bottle-glass trade is good, and manufacturers well supplied with orders. At Seaham Harbour, at the extensive bottle works belonging to R. Candlish & Son, Ltd., a serious accident occurred early in April, resulting in nearly fifty hands being thrown out of employment, and a considerable loss to the proprietors. The men were working in two shifts in all the "houses," and in No. 7, early in the morning of the 2nd ult., the tank, which contained about 160 tons of molten metal, burst; not in one great flow at first, though it quickly came to that. All endeavours to stop it were futile, and the workmen, and others who came on the scene, had to leave at once, for the stream of glass in an incandescent condition not only soon covered the entire floor, but by the heat it gave off set fire to the rafters of the roof and to other woodwork. The building was almost destroyed, and so also was the filling-house, despite the efforts of the fire brigade. The other structures forming the works were fortunately preserved. No time has been lost in repairing damages, all of which is covered by insurance. A similar accident occurred at the same works twenty years ago.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE April weather conditions stand as a considerable improvement upon those of the three foregoing months, and this, of course, has favoured the retailers in these trades; but low temperatures have generally ruled, and this has been the chief drawback. On the whole, however, the turnover has been distinctly better, though the totals may not have been anything like up to the mark of an April of a genial year, when money is plentiful and all industries busy. We still wait for most of these conditions, though it has to be confessed that the greater part of the industries in Scotland are at present fairly healthy. The building trades are still depressed, and the Clyde shipbuilding outlook has rather less of promise in it than a month ago. Our retail trades look forward to the month of May with some confidence, believing that it will bring at least the beginnings of a little more of stir. The May removal term always has that effect in some degree, although the full benefit to the glass, china, and earthenware retail counters is not felt at the removal term itself, but rather later, on when breakages and other losses have been ascertained and these have to be made good. Makers and wholesale merchants have been occupied with the usual spring work, which consists partly of forecasting the needs of the summer season and making provision for the orders arising from the country at large, including the health and pleasure resorts. The reports of merchants and their travellers indicate a fair measure of business put through and in process of being executed under this category. Inquiries as to the effect of the late advances in glass, whiteware goods, &c., suggest that the retail merchants are gradually falling in with the change; but, of course, it has to be borne in mind that all the makers have not gone in for heightened quotations. It would appear that the rise in the glass goods is the most general and the most firmly upheld. Business in hot-water bottles has been good all the winter through, but is now slackening off. In the pottery and glass manufacture generally at present the feature of novelty is not at all prominent in regard to designs, &c; it is the case, however, that coat-of-arms ware has for some time been in increasing demand, the Nautilus Porcelain Co., Glasgow, having been exceptionally busy with this speciality of theirs, as also with their wicker basket ware, both white and coloured, large quantities of which have been shipped off to the Continent under orders.

In the Rockingham department of the industry there is no change so far as the relations between the various makers in Scotland are concerned. At present rates there is little profit in it, but otherwise this section is somewhat better now, there having been a marked increase in the Irish call for supplies. This is favourable so far, and it is thought that the improved demand from Ireland is likely to be maintained for some time to come. In the preserve jar department the makers are reported as busy at production and stocking in preparation for the approach of the new fruit season. The custom is to contract with the preserve makers for the season's supplies, with deliveries as required.

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DEPT. C, GROUP 23, CHEMICAL PRODUCTS.

GRAND PRIX

DEPT. D, GROUP 45, CERAMICS.

GRAND PRIX

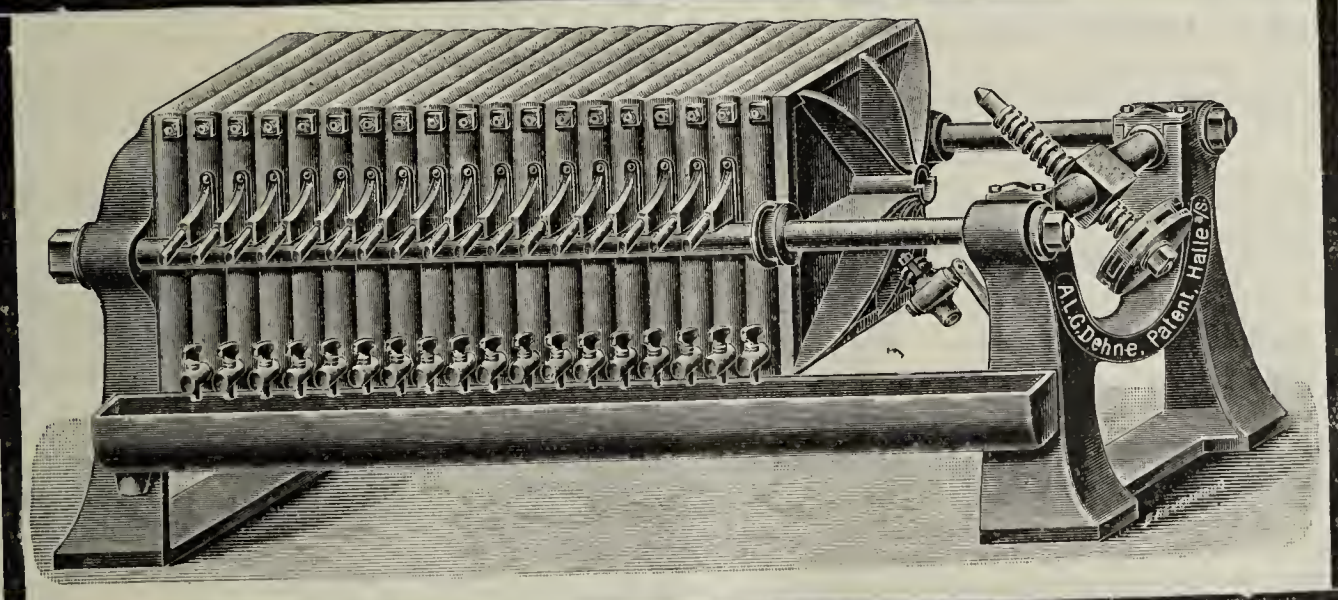
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and it is understood that a number of these contracts have been already signed, though not the whole of them as yet. The rates this year represent some little increase over those of last year, and the conditions generally are held as satisfactory to the makers in this section of our industries, even although the costs of production (fuel prices, &c.) have increased, and may not even yet have touched top level.

The question of the employment of lads in skilled industries came up at a recent meeting of Glasgow Trades Council. It was largely held that boy employment led directly to an increase in adult unemployment, and that the school age should be raised from 14 to 16.

The Gazette.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

ELMY JAMES & Co. (James Elmy, Emma Elmy, and Alf. Edwin Barwood), 163, Tottenham Court-road, china and glass merchants. Nov. 11, 1906. (March 22.)

KOTTNITZ OTTO & Co. (Otto Kottnitz and Paul Schwaedt), 10, Farringdon-avenue, E.C., china and glass merchants. April 1. (April 19.)

MARTIN J. & Co. (Chas. Wm. Marshall and James Martin), 178 and 178A, Holderness-road, Hull, glass and china merchants. March 8. Debts owing will be paid by C. W. Marshall. (March 22.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

BASIN BRICK AND TILE Co., LTD. Resolved March 16:—That the company be wound up. R. C. Lindop, 41, Grove-road, Fenton, Liqr.

STUBBS BROS. and JOHN CHEW (LONGTON) LTD. Winding-up order, March 20.

UPPER HANLEY POTTERY Co., LTD., Meeting, Moor-house, Moorland-road, Burslem, May 6, for the accounts of the winding up.

Notices Under Assignment, &c.

HOLDCROFT ARTHUR, Hanover-street Pottery, Hanover-street, Burslem, jet manufacturer. Claims to R. E. Clark, Hanley, by May 5.

ROWBOTHAM SARAH and EDWARD ROWBOTHAM, trading as W. White Rowbotham, 113A, High-street, Stockton-on-Tees, glass merchants. Claims to Walter Harland, 40, High-street, Stockton-on-Tees.

Appointment of Trustee.

CLITHEROE JAMES, 36, Lytham-street, Blackpool, glass dealer. Tr., Jno. Potter, 25, Birley-street, Blackpool.

Notices of Intended Dividends.

BARKER THOS., trading as Thos. Barker & Co., 2, Dudley-road, and 29, Portland-road, Osterley Park-road, Southall, glass merchant. Claims to F. W. Davis, 95/97, Finsbury-pavement, E.C., C.A.

BOYSON WM., 17, Warrington-road, Platt-bridge, Hindley, earthenware dealer. Claims to T. H. Winder, Bolton, O.R.

COLE JNO. T., 25, Claremont-terrace and 23½, Feasegate, York, glass merchant. Claims to Chas. Turner, 3, East-parade, Sheffield.

PORTEOUS NEVILLE L., Priestpopple, Hexham, china dealer. Claims to Thomas Gourlay, Newcastle-on-Tyne, O.R.

Notices of Dividends.

POTTS, HENRY, Wath-on-Dearne, glass bottle manufacturer. First and final, of 3⅛d., at O.R.'s, Sheffield.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.—EDS. P. G.)

DESBOROUGH EDWD. JAS., Mill-house, Dovecot-street, Stockton-on-Tees, glass and china merchant. Deed of Assignment, Inspectorship, and Letter of Licence to debtor to carry on his business until creditors have been paid a comp. of 10s. in the £ by four equal instalments, at 3, 6, 9, and 12 months from date hereof. Dated, April 15. Filed, April 19. Liabilities unsecured, £250 3s. 9d. Property, after deducting secured claims, £110. Tr., T. R. G. Rowland, High-street, Stockton-on-Tees. The following are creditors:—Lazarus Rosenfeld, London, £11; Faudels, London, £10; W. H. Locket, Hanley, £20; Elijah Cotton, Hanley, £13; Pearl Pottery Co., Hanley, £24; C. Warne & Co., Longton, £19; T. Forester & Sons, Ltd., Longton, £10; — Earnshaw, Stockton-on-Tees, £10; Dr. Cameron, Stockton-on-Tees, £10; Mrs. Fagg, Stockton-on-Tees, £13; Soho Pottery, Ltd., Tunstall, £26; A. Meakin, Ltd., Tunstall, £15.

HEYBOURN WM. FREDK., trading as W. F. Heybourn & Son, 38, High-street, Maidenhead, china and glass dealer. Dated, March 18. Filed, March 25. Liabilities unsecured, £706 9s. 11d. Property, after deducting secured claims, £784 11s. 6d. Tr., Geo. G. Poppleton, 4, Charterhouse-square, E.C. Secured creditors, £545. The following are creditors:—R. Johnston & Co., London, £27; Sanderson & Young, London, £16; Falk, Stadelmann & Co., Ltd., London, £14; Faudels, London, £13; G. L. Gent & Son, London, £11; J. Windart & Co., Ltd., London, £11; H. Mayer & Co., London, £10; Pountney & Co., Ltd., Bristol, £10; Burgess & Leigh, Burslem, £51; Star China Co., Longton, £18; Percival Vickers & Co., Ltd., Manchester, £13; W. T. Copeland & Sons, Stoke-on-Trent, £30; Grimwades, Ltd., Stoke-on-Trent, £15; J. Wedgwood & Sons, Ltd., Stoke-on-Trent, £14; Ridgways, Stoke-on-Trent, £12; L. & S. Hingley & Sons, Stourbridge, £23; Cash creditors:—W. Lennox, London, £50; J. King, London, £34; Fieldings, London, £14; Preferential creditors, £51.

KNIGHT GEO. ALBERT, 13, Little Earl-street, Soho, and 82, Abbeville-road, Clapham-park, china and glass dealer. Comp. of 2s. in the £, payable within one month from execution hereof; secured by an assignment upon trust, &c. Dated, March 22. Filed, March 23. Liabilities unsecured, £295 17s 3d. Property, after deducting secured claims, £60. Tr., P. E. Hardy, 22, Portsdown-road, Maida Vale. The following are creditors:—S. Dornberger & Co., London, £50; Cama, Moolla & Co., London, £51; J. Mundy & Co., London, £11; L. Wild, London, £14; A. Gilbert & Co., London, £14; City Glass Bottle Co., Ltd., Canning Town, £22; H. F. Norton, Croydon, £40; Portland Pottery Co., Longton, £11; Greener & Co., Sunderland, £10; Rates and taxes, £21.

PIERROT AUGUSTE, trading as E. Bonnet & Sons, 27, Church street, Shaftesbury-avenue, china merchant, &c. Dated, March 15. Filed, March 22. Liabilities unsecured, £800. Property, after deducting secured claims, £300. Tr., Arthur E. Treacher, 104, High Holborn. Secured creditors, £70.

YATES THOS. HERBERT, Hume-street, and 261, Bearwood-road, Smethwick, stained glass manufacturer. Dated, March 14. Filed, March 21. Liabilities unsecured, £244 14s. 11d. Property, after deducting secured claims, £122 16s. Tr., Jno. W. Hinks, 3, Temple-row West, Birmingham. Secured creditors, £1,106 8s.

Bankruptcy Proceedings.

ALLEN SAMPSON HENRY, Grindley-cottage, Blyth Bridge, late Jubilee Works, Longton, china manufacturer. R.O., March 22. Adj., March 22. A meeting of the creditors of this bankrupt was held on April 19, at Newcastle-under-Lyme. The debtor's statement of affairs showed gross liabilities amounting to £4,243, of which £191 is expected to rank for dividend. The assets were estimated to produce £734, thus showing a surplus of £542. The debtor attributed his failure to bad debts, illness, bad trade, and want of capital. The estate will be summarily administered by the Official Receiver.

BRIDGE FREDK. WALLACE, Regent-street, Stowmarket, china, glass, &c., dealer. R.O., April 10. Adj., April 10. First meeting, Angel Hotel, Bury St. Edmunds, May 24. Exam., Guildhall, Bury St. Edmunds, May 24.

CARTER WM. ALFRED, 85, St. Thomas's-road, Derby, glass and china dealer. R.O., March 18. Adj., March 18. The receiving order herein was made on debtor's petition, and the statement of affairs shows unsecured liabilities amounting to £300 18s. 7d., to meet which there are assets estimated to produce £49 9s., after deducting £2 8s. 6d. for preferential claims, thus disclosing a deficiency of £251 9s. 7d. It appears that the debtor states that he started business about fourteen years ago with about £15 capital. He became aware of difficulties about eighteen months ago, and has contracted debts since with most of his creditors, hoping for better health and trade. His weekly turnover was about £15, and he has not kept any books of account. His wife claims some of the furniture (of little value). The debts due to the unsecured creditors include two for £16 17s. and £4 7s. respectively to two doctors for professional attendance; £31 is for overdraft at bank; the principal amounts to trade creditors being £40, £33, and £23 respectively. The failure is ascribed to illness of self, wife, and two children, heavy doctors' bills, bad trade, and loss of horse. The following are creditors:—Cartwright & Edwards, Longton, £39; Dr. F. Cassidi, Derby, £16; Bankers, Derby, £31; S. W. Dean, Burslem, £14; Emanuel, Max & Co., London, £21; S. Hancock & Sons, Stoke-on-Trent, £12; G. & J. Ingleby, Burs

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lem, £12; J. Maddocks & Sons, Ltd., Burslem, £33; A. J. Wilkinson, Ltd., Burslem, £15; J. Knighton, Derby, £12; Royal Victoria Pottery, Hanley, £18; Taylor & Kent, Longton, £10. The first meeting of creditors was held last month at the Official Receiver's offices, 47, Full-street, Derby, when no resolutions were passed, and the estate therefore remains in the hands of the Official Receiver for summary administration. The public examination of the debtor was held on the 16th ult., at the Court House, Derby, before the Registrar, Mr. Woodforde, when the debtor was asked questions with regard to certain money which had gone out of his estate, and had not been satisfactorily accounted for. The Official Receiver suggested that debtor was living on that, but this debtor denied. He said he had done a few days' work at odd times since the receiving order. The Registrar remarked that the debtor's answers were unsatisfactory, and ordered the examination to stand adjourned.

Clitheroe James, glass and china dealer, 36, Lytham-street, Blackpool, appeared to undergo his first public examination on April 11 at the Preston Bankruptcy Court. The liabilities expected to rank amounted to £948 4s. 7d., leaving a deficiency of £587 18s. 3d. The debtor was adjudged bankrupt on his own application on March 6, and according to the observations of the Official Receiver he commenced business seven years ago with £10 borrowed from his wife, and £550 (the value of the stock) from his father-in-law. Only interest on this money had been paid. A proposal to pay a composition of 3s. in the £, guaranteed by the bankrupt's father-in-law, had been refused. Bankrupt gave as the cause of his failure: Shortness of capital, keen competition, and bad trade. He said his stock had depreciated, because stuff was cheaper now than it was several years ago, and he had been selling stock and paying his creditors as well as he could. The house and shop were owned by his father-in-law, and the house had always been in his wife's name. The furniture also belonged to her, having been given to her by her father before marriage. He admitted that during the seven years he had been in business he had never had a shilling of his own. Everything belonged to his wife and her father. The examination was adjourned to May 10.

Schneidermann Leon, china, glass dealer, &c., 27, Beaufort-street, Stapleton-road, Bristol, late 92 and 98, Lawrence-hill, Bristol. The adjourned public examination of this debtor was held last month at the Guildhall, Bristol. The Official Receiver informed the Court that the debtor had furnished a list of bad debts and irrecoverable loans amounting to £965, all incurred within the last four months of his trading. He (the Official Receiver) had been unable to find one of the people named. The debtor said he wrote them off because he could not find the people, and he knew they were bad debts. If the invoices showed that £1,482 worth of goods were purchased in the four months that was correct. They were usually paid for by cheque. The Official Receiver said that at that time the cheques amounted to £345, and asked debtor what had been done with regard to the balance. Debtor replied that he had paid for some goods in cash, and others would be represented by loans he had made. The examination was again adjourned.

Whitfield John, 11, Waldron-street, Bishop Auckland, Durham, china, &c., dealer. The first meeting of the creditors in this matter was to have been held last month at the Official Receiver's office, 3, Manor-place, Sunderland. The statement of affairs shows gross liabilities amounting to £146 15s. 7d., while the assets only consist of cash deposited with the solicitor for the costs of the petition, £15; furniture, £10; and one good book debt, 15s., thus showing a deficiency of £121 0s. 7d. It appears that the debtor started business as above some ten months ago with a borrowed capital of £10. The debtor was and is an insurance agent, and he left the business to one of his sons, who hawked goods about the country. No books were kept, and according to the debtor's own statement, no profit was ever made out of the business. He has sold his stock and a horse to raise the money for filing his petition, and nearly all the liabilities are trade debts. The principal item in the deficiency account is £156 for household expenses of self, wife, and nine children for one year. With reference to this it has been stated that two sons who live at home contribute £1 a week between them towards the household expenses. No proofs of debts had been lodged, and no creditors attended the meeting, and the estate, therefore, remains with the Official Receiver, who will act as trustee. The failure was ascribed to loss of a horse, hard winter, and wife's illness. The public examination of the debtor was held last month at the Court House, Old Elvet, Durham, before the Registrar, Mr. Marshall. The debtor was questioned by the Official Receiver as to whether he looked after his son, who debtor said was only 18 years of age when he commenced the business, and he replied that he had kept an eye on him. He explained that he had no shop, and the stock was kept in the house. Before he started the business he made no definite inquiries respecting it, but he thought it would be successful. He expected to make a profit of 35 per cent., but he discovered that it did not come to anything like that. He had not calculated that he would have to pay the cost of carriage. As a matter of fact, he should think his gross profit would not be more than 20 per cent., roughly speaking. His turnover was about £200 a year, so that his gross profit was only £40 a year. Out of that he had a horse to keep and rent of stable to pay. The horse cost 15s. a week to keep, and the rent of the stable was 2s., so that these expenses alone swallowed up the profit. He did not pay his son any definite wage; he just gave him pocket money. He saw now that it was clearly his duty to have kept books and to have looked a little bit more after his son. He sold a horse, which he gave £9 for, for 30s. because it had a bad leg. Pressed by the Official Receiver, debtor said he saw that he must be wrong now in stating that he had made a net profit of £65 out of the business, and explained it by saying that in putting this figure he must have taken into account his income as an insurance agent. The examination was ultimately adjourned.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Specifications Published.

15,299.—Schiller. Glass-blowing apparatus. (Date applied for under International Convention. Aug. 30, 1905.)
7,644.—Bamlet & Nawrocki. Stoppers for poisons bottle.
9,484.—Hubner. Drinking bottles.
659.—Shelmerdine. Manufacture of enamelled bricks and tiles, enamelled terra cotta, and similar wares.
927.—Burdick. Process for the production of transfers such as are used for decorating pottery and for other purposes.
16,692.—Clements. Bottles.
10,537.—Aynsley & Illingworth. Covers for milk tumblers and the like made in pottery ware, glass, or other suitable material.
15,854.—Veevers. Bottles.
1,883.—Dawe & Thompson. Photographic developing dishes.
10,472.—Hyde. Manufacture of leading-in conductors for incandescent electric lamps and analogous glass vessels.
10,584.—Hyde. Mouthpieces for glass works, blowpipes, and other tubes which are to be used by two or more people.
10,867.—Mills & Mills. Wooden crates for holding or containing bottles and the like.

Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement.

494,915.—Orme, Evans & Co., Ltd., Wolverhampton.
494,195.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
495,259.—The Henry Richards Tile Co., Pinnox Works, Tunstall.
495,263-7.—Barnett & Co., Farringdon-road, E.C.
495,408-9.—Schindler & Co., 9. Aldermanbury(avenue, E.C.
495,416.—Albert Marquis de Dion and G. Bouton, 36, Quai National a Ponteauz (Seine), France.
495,486-8.—The Worcester Royal Porcelain Co., Ltd., Worcester.
495,594.—M. H. Breyer, 16, Rectory-road, Barnes, S.W.
494,272.—Broad & Co., Ltd., 4, South Wharf, Paddington, W.
495,489.—F. Merz, 40, Elisabethstrasse, Darmstadt.
495,668-74.—W. H. Goss, Edward-street, Stoke-on-Trent.
495,824-6.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
495,867.—C. Melin & Co., 37, Crutched Friars, London, E.C.
495,902.—J. E. E. Singleton, Abbeydale, Clark-road, Wolverhampton; and E. L. Spreadbury, 26, Bayes-st., Kettering.
496,059.—W. Donaldson, 26, Ridley-villas, Newcastle-on-Tyne.
496,060-1.—Doulton & Co., Ltd., Nile-street Works, Burslem.
496,110.—Schindler & Co., 9, Aldermanbury-avenue, E.C.
496,111.—H. M. Williamson & Sons, Bridge Pottery, Longton.
495,908.—W. H. Leather, 11, Pitsford-street, Birmingham.

Famous Son of a Glass Blower.—Sir August Manns, the famous orchestral conductor, who came to this country the son of a poor Pomeranian glass-blower, has left an estate valued at £5,372 gross.

The Strike in the Sanitary Ware Trade.—Our Potteries correspondent wired on April 29:—Masters have agreed this afternoon to waive notices as they consider they have sufficiently entere protest against way notices to cease work were given. They agree to meet men in conference as to prices, and failing agreement in seven days to refer question to umpire and two arbitrators. If arbitrators fail to agree upon umpire selection of latter to be left to rector of Stoke. The men will probably accept, and there is now every prospect of a speedy settlement.

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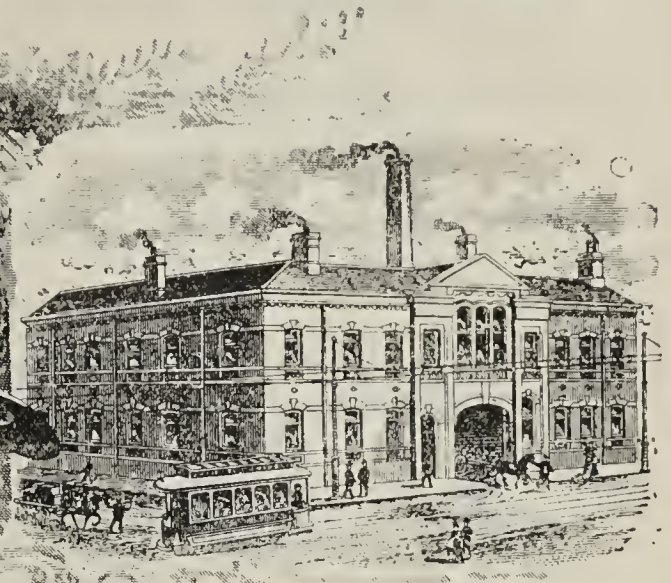
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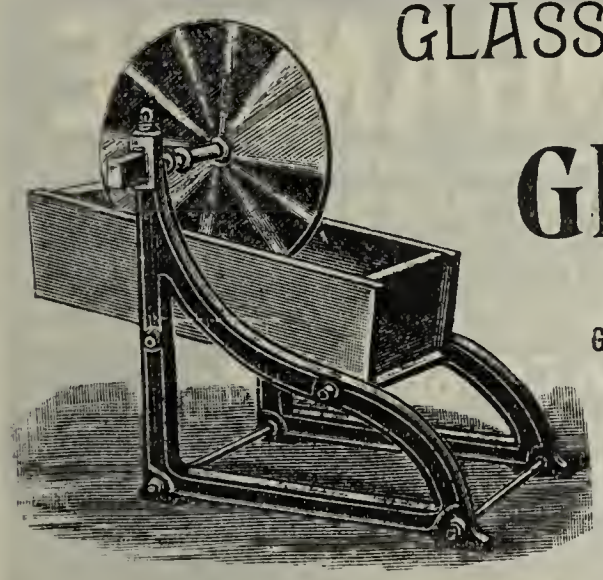
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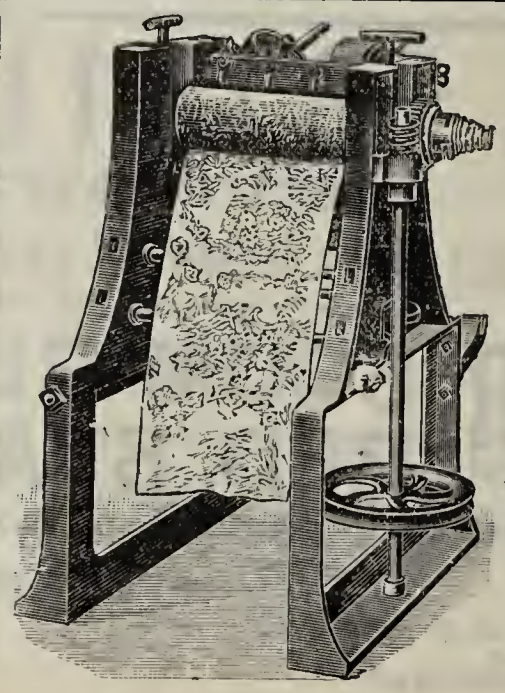
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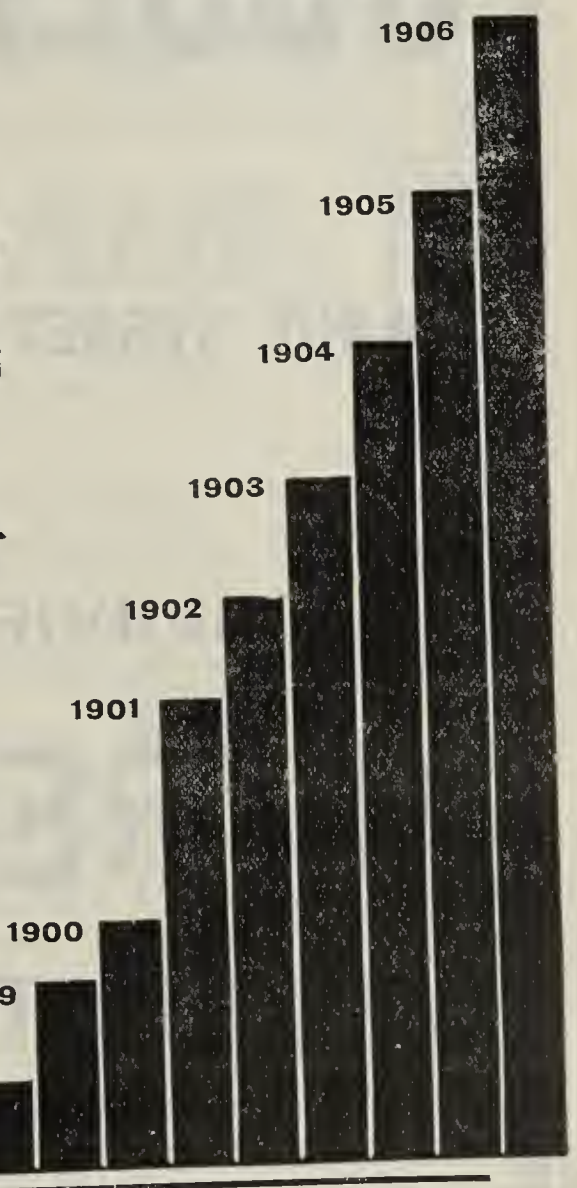
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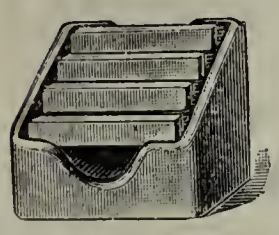
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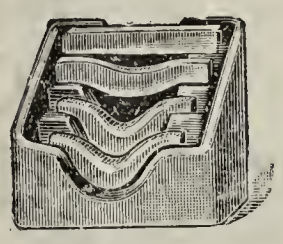
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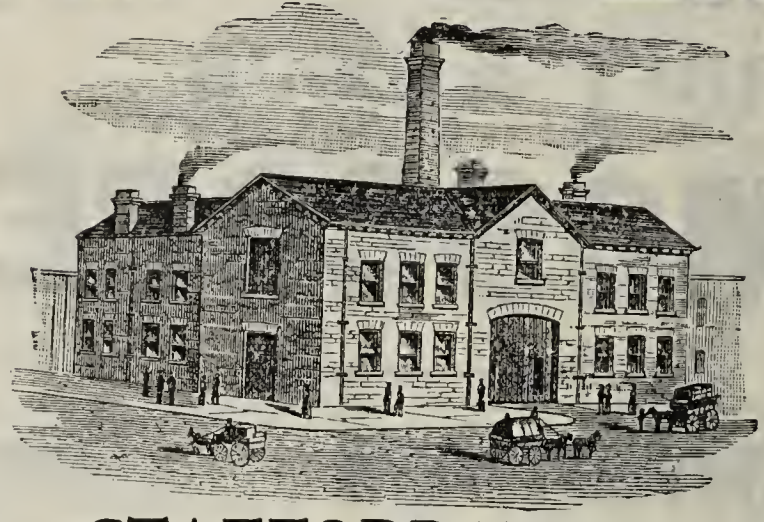
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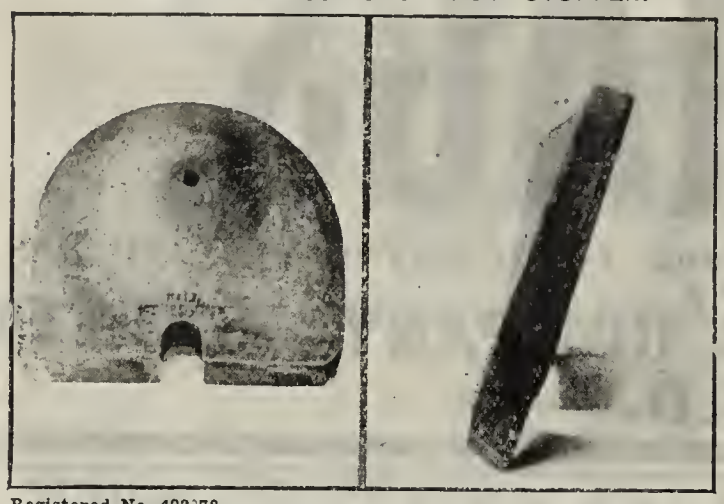
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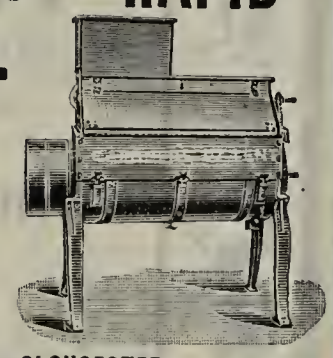
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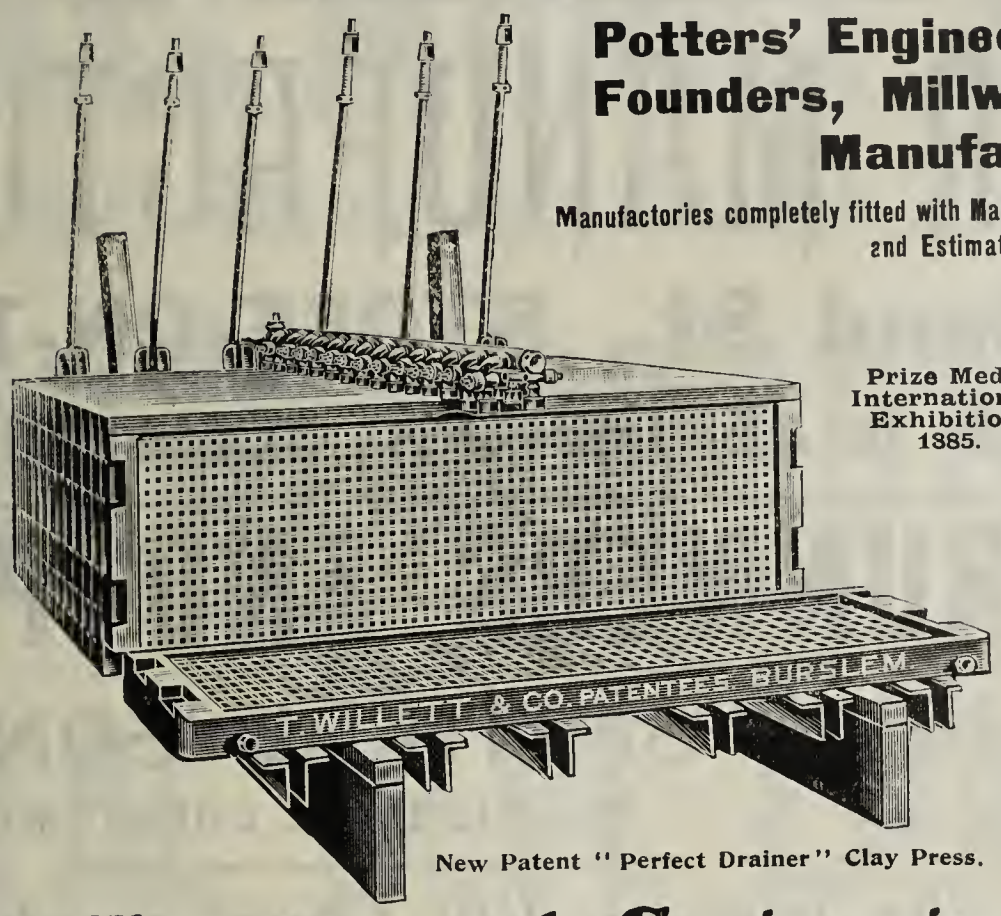
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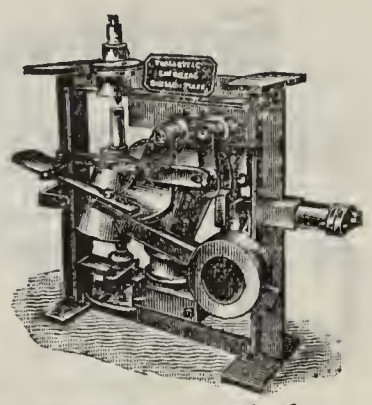


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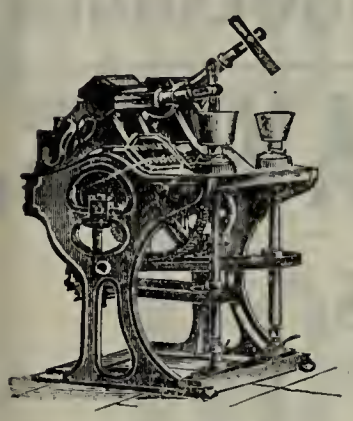
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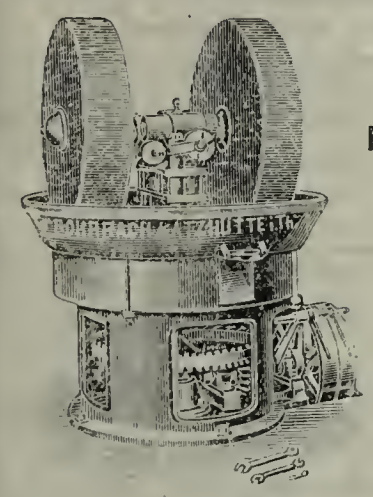
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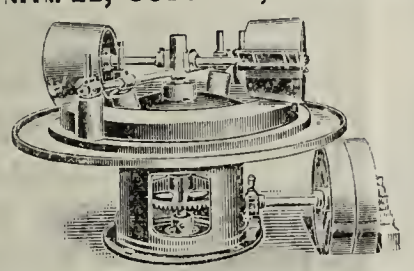
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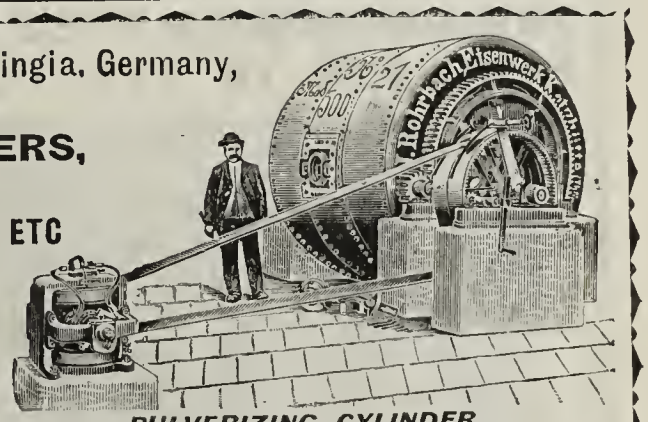
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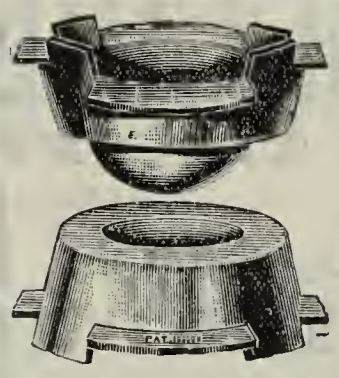
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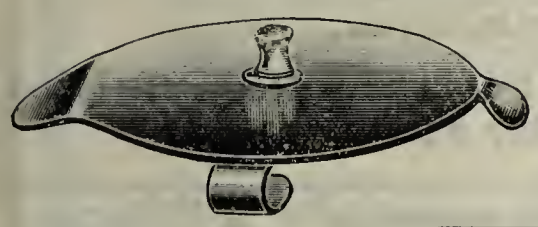
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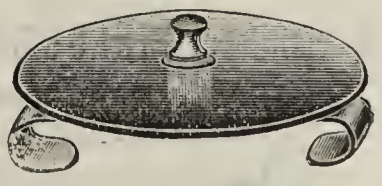
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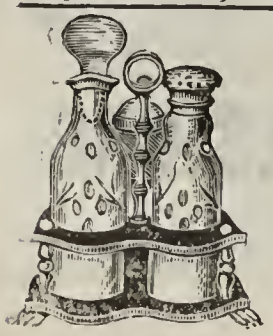
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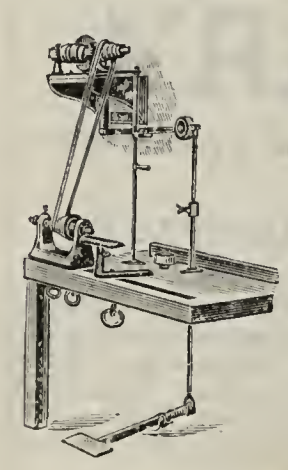
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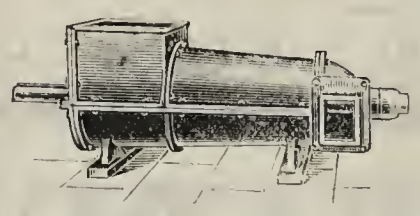


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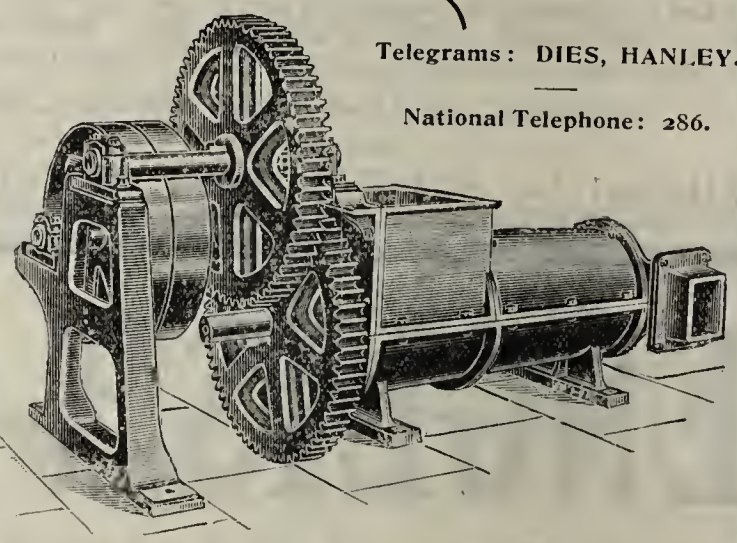
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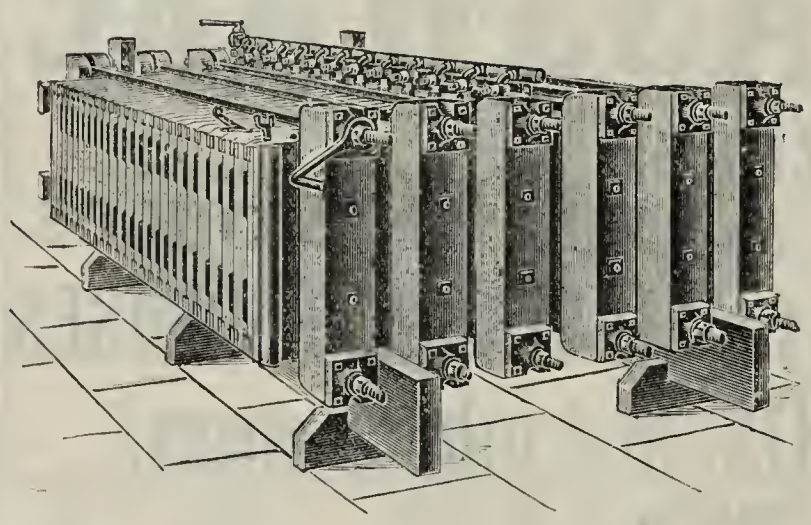
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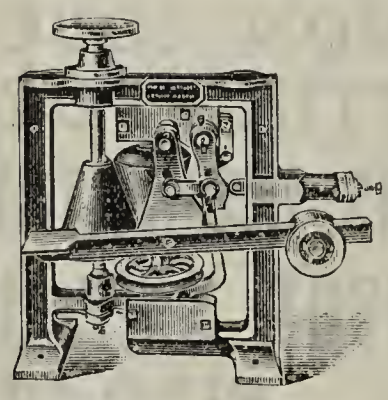


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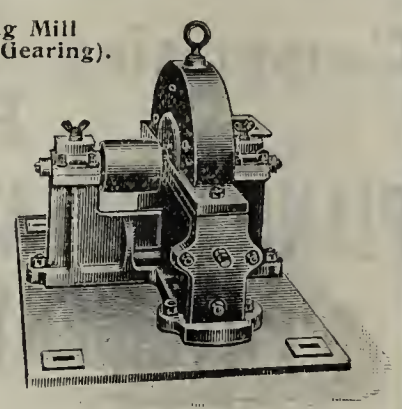


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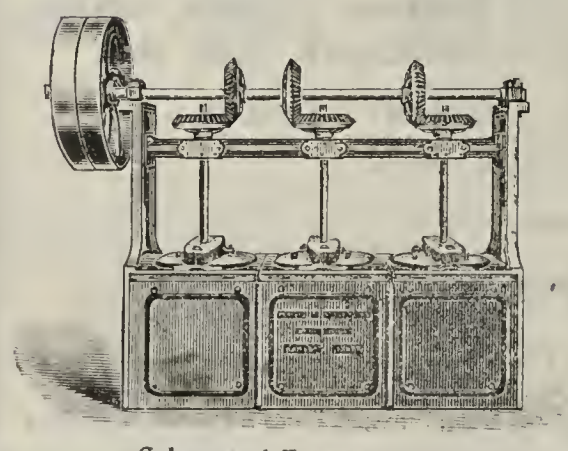


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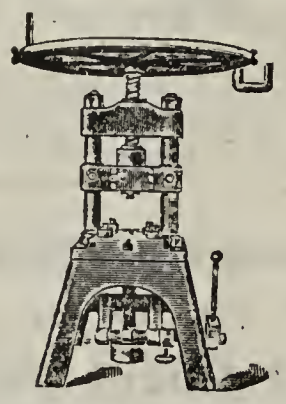
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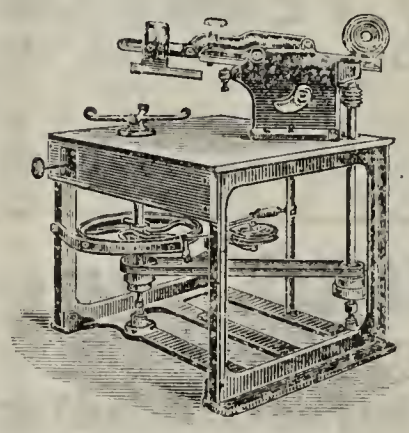
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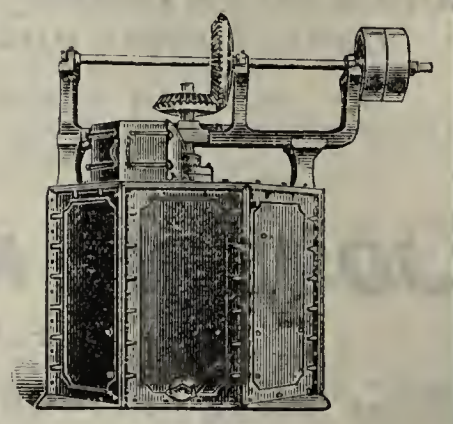
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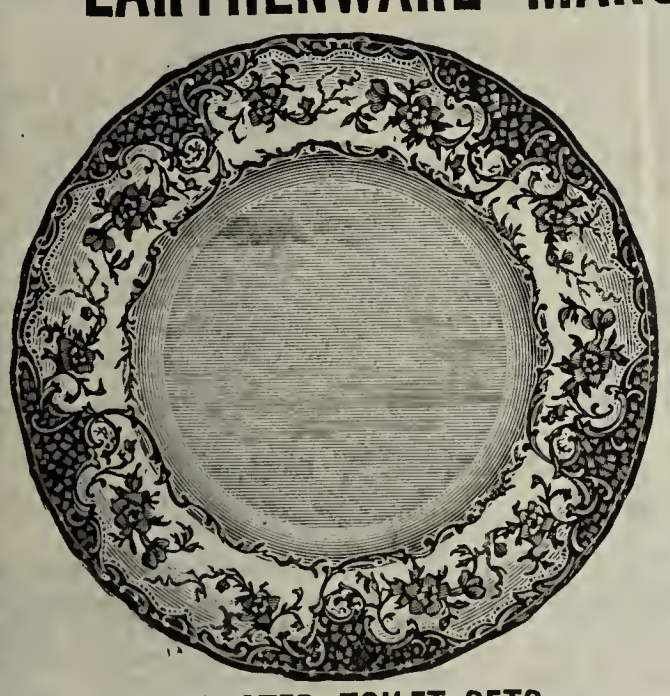
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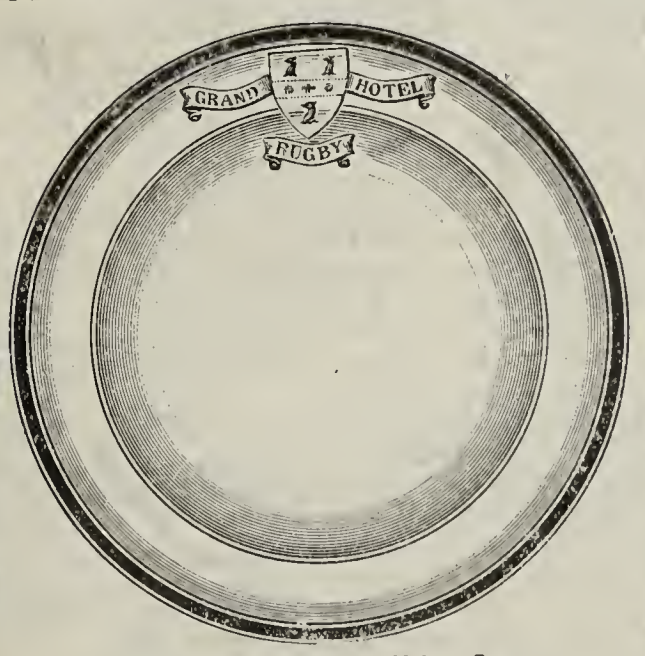
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All alterations for July issue must reach us by June 24th.

All announcements for this Heading for July issue must reach us by June 27th.

Special Trade Announcements

☛ Firms who wish to place Miscellaneous Advertisements in local papers without giving their name and address can have the replies addressed to the "Pottery Gazette" Office, 19, Ludgate Hill, London, E.C. Intimation must first be sent to us of this being done.

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Continued on page 628.



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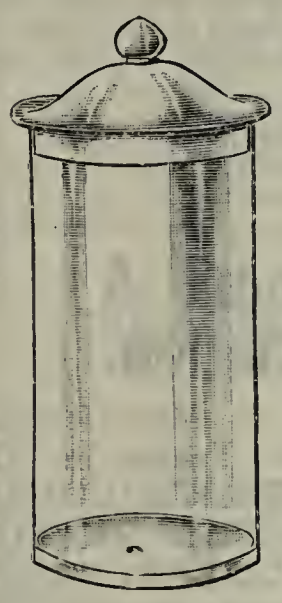
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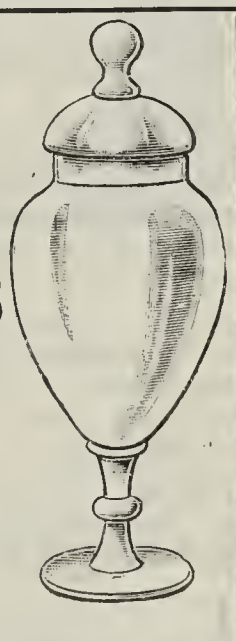


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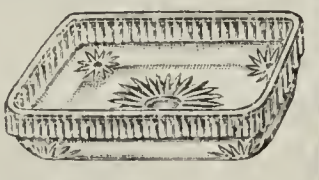
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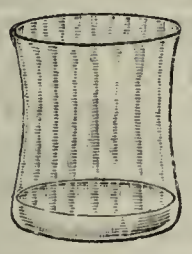
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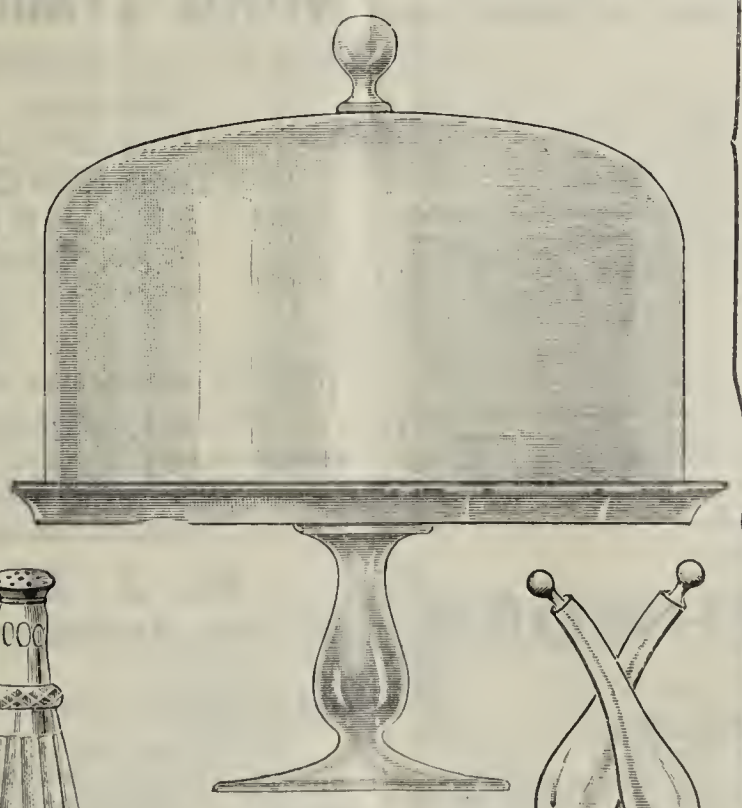


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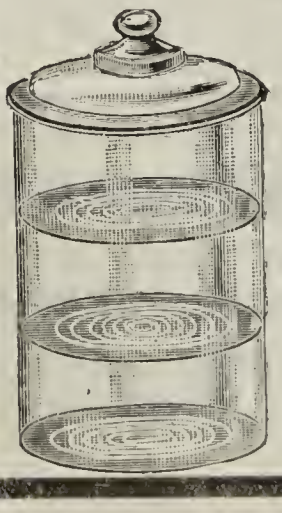














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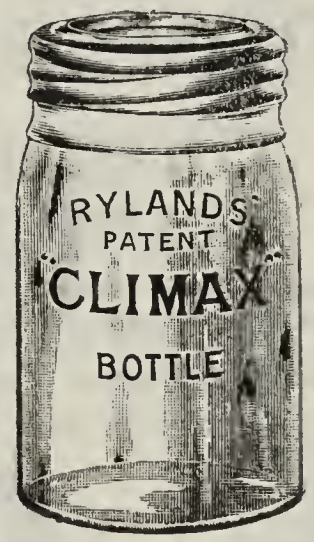


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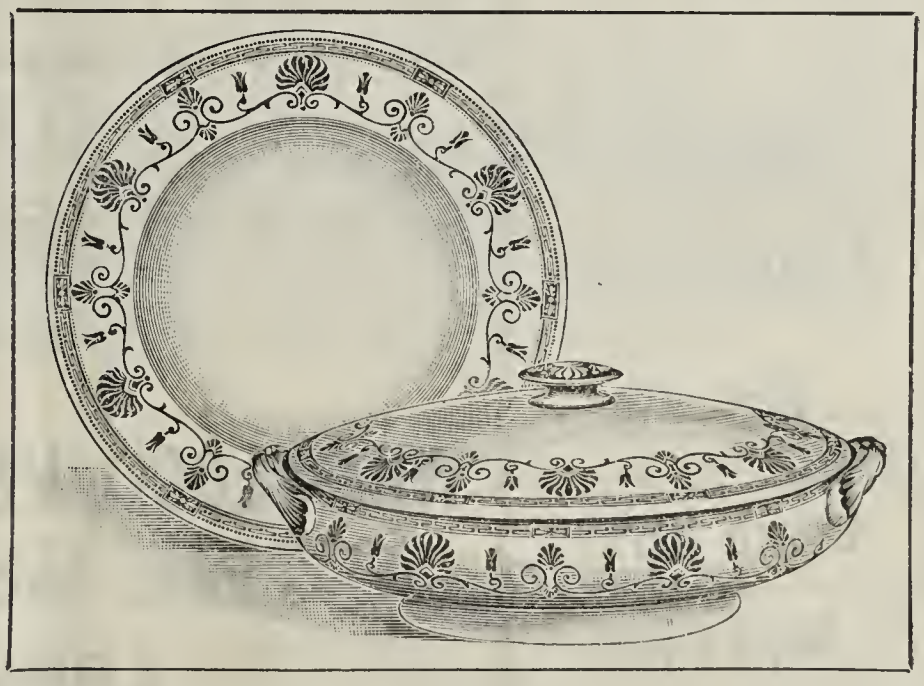
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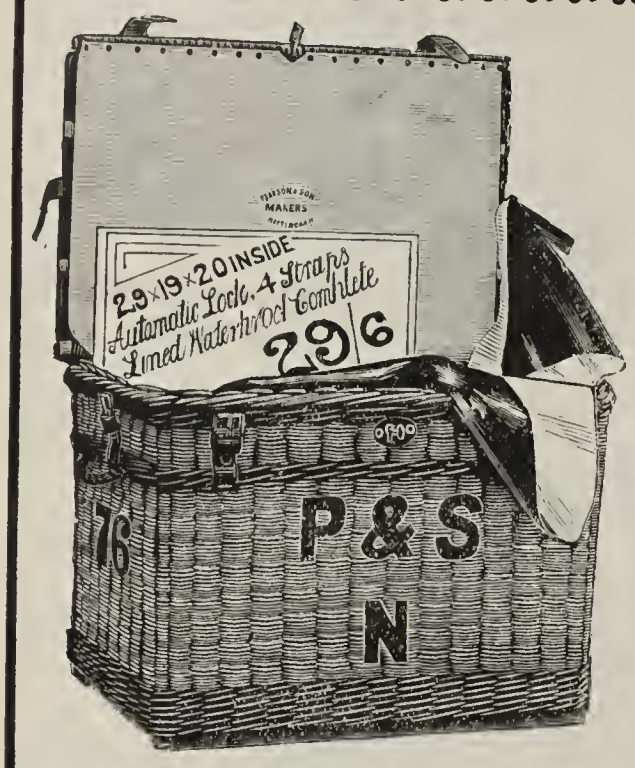
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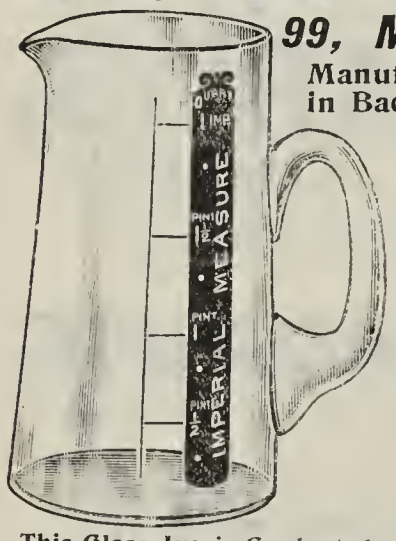
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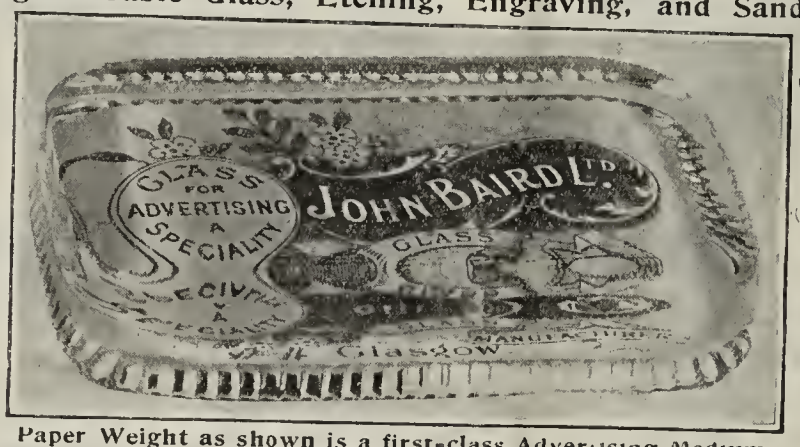
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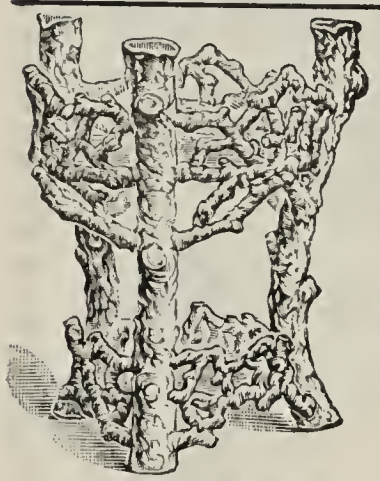
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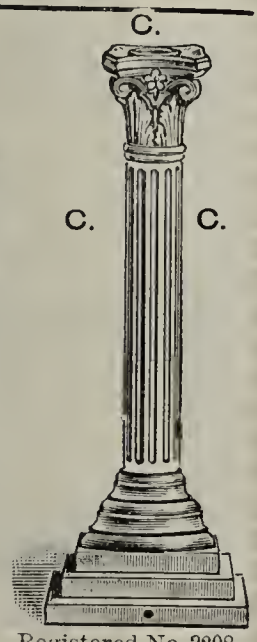
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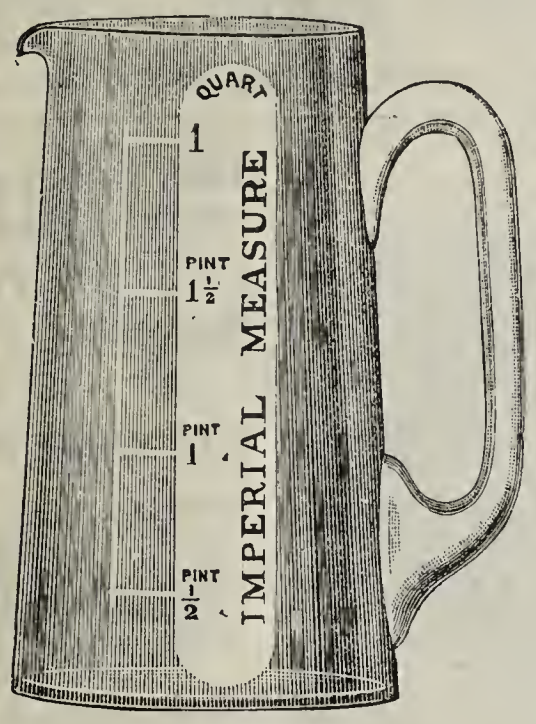
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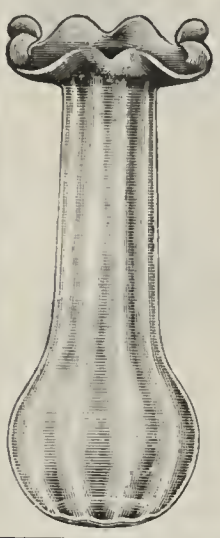
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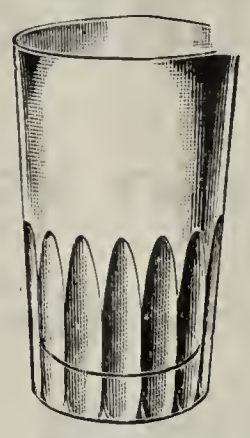


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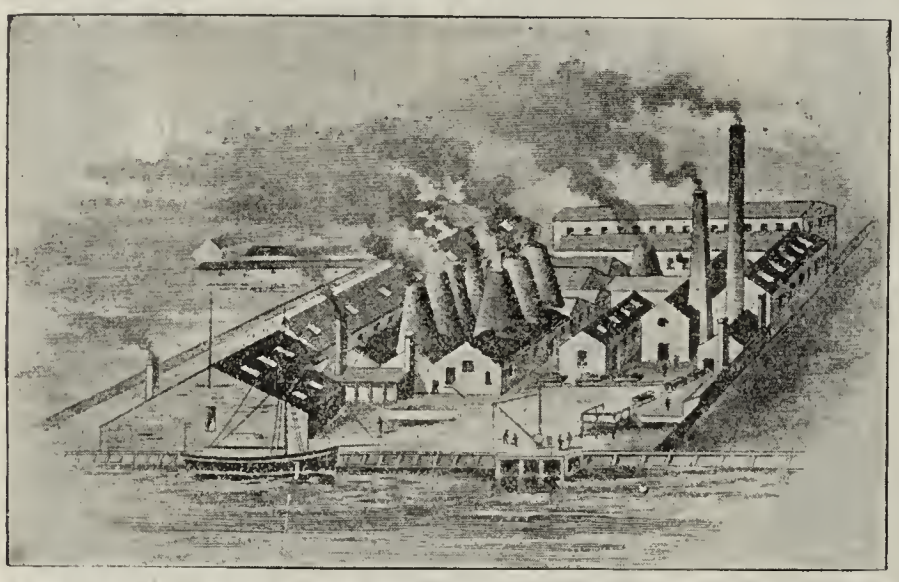
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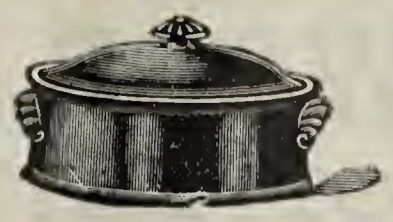
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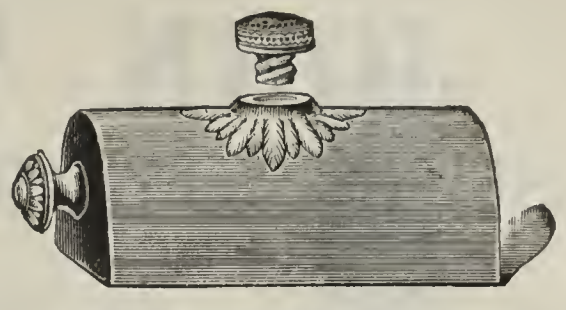
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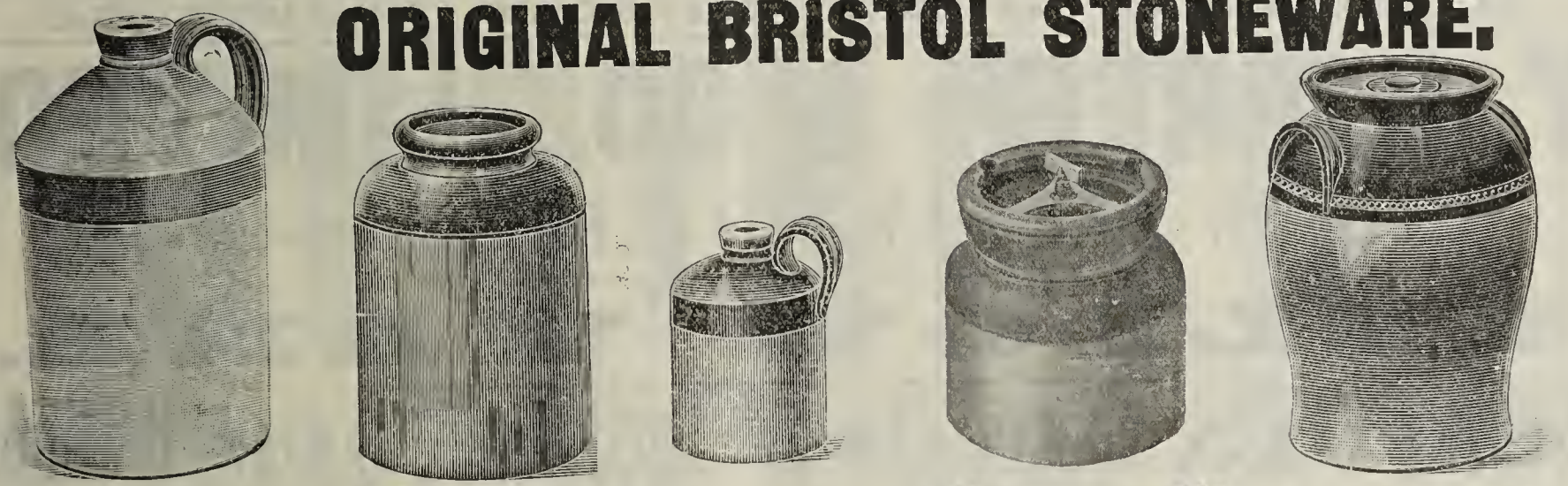
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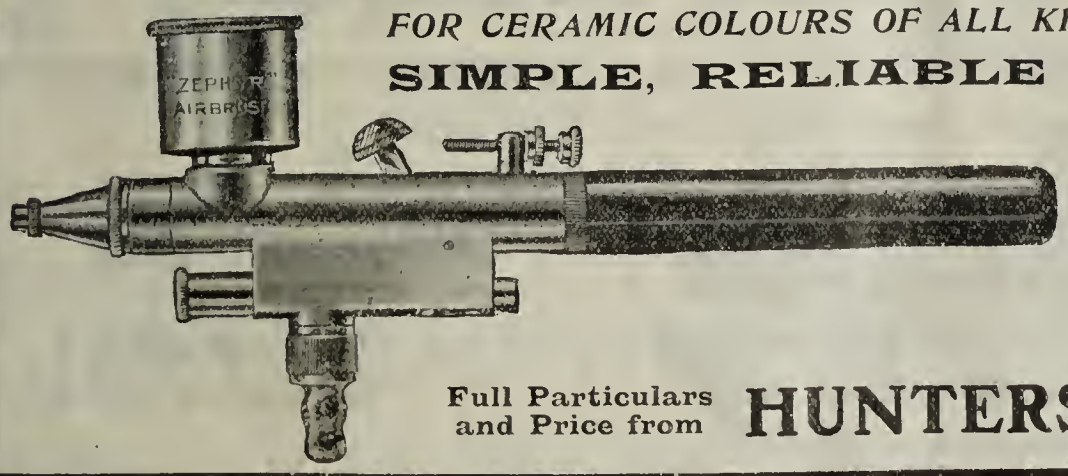
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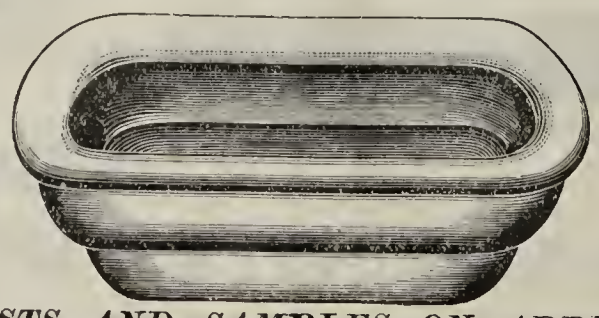
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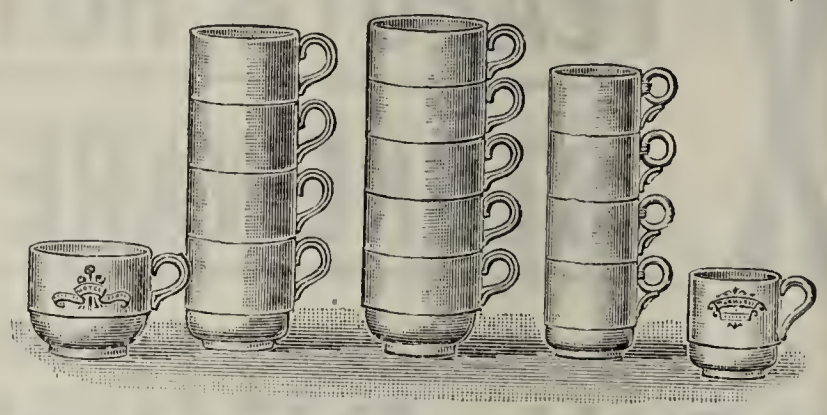
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NOTICE OF WITHDRAWAL OF ACTION—OUR PATENTS UPHELD.

1906.—A.—No. 704.

IN THE HIGH COURT OF JUSTICE,
CHANCERY DIVISION.

Mr. JUSTICE BUCKLEY.

Between THE AEROGRAPH COMPANY LIMITED *Plaintiffs*

AND

THE AIROSTYLE SYNDICATE LIMITED *Defendants*

On the 11th May 1906 the above-named Plaintiffs commenced proceedings against the above-named Defendants for

(1) An injunction to restrain the Defendants their workmen servants and agents from infringing certain Letters Patent for a spraying device for India ink and other paints for improvements in spraying apparatus for paint ink and other pigments for improvements in spraying devices for distributing pigments and the like;

(2) An account of profits or at the option of the Plaintiffs an inquiry as to damages;

(3) Delivery up by the Defendants or destruction of all articles and apparatus in the possession or under the control of the Defendants and made in infringement of the Plaintiffs' said patent rights;

(4) Such further or other relief as to the Court might seem fit;

(5) Costs.

The Defendants duly appeared to the Writ issued by the Plaintiffs and after delivery of the Defence and Particulars of Objections raised by the Defendants, the Plaintiffs on the 13th day of March 1907 gave the Defendants notice that they *wholly discontinued their action.*

In consequence of such notice the Defendants have prepared and lodged their Bill of Costs for taxation by one of the Taxing Masters of the Chancery Division.

(Signed) FRED JONES
121 Temple Chambers Temple Avenue E.C.
Defendants' Solicitor.

25th March 1907.



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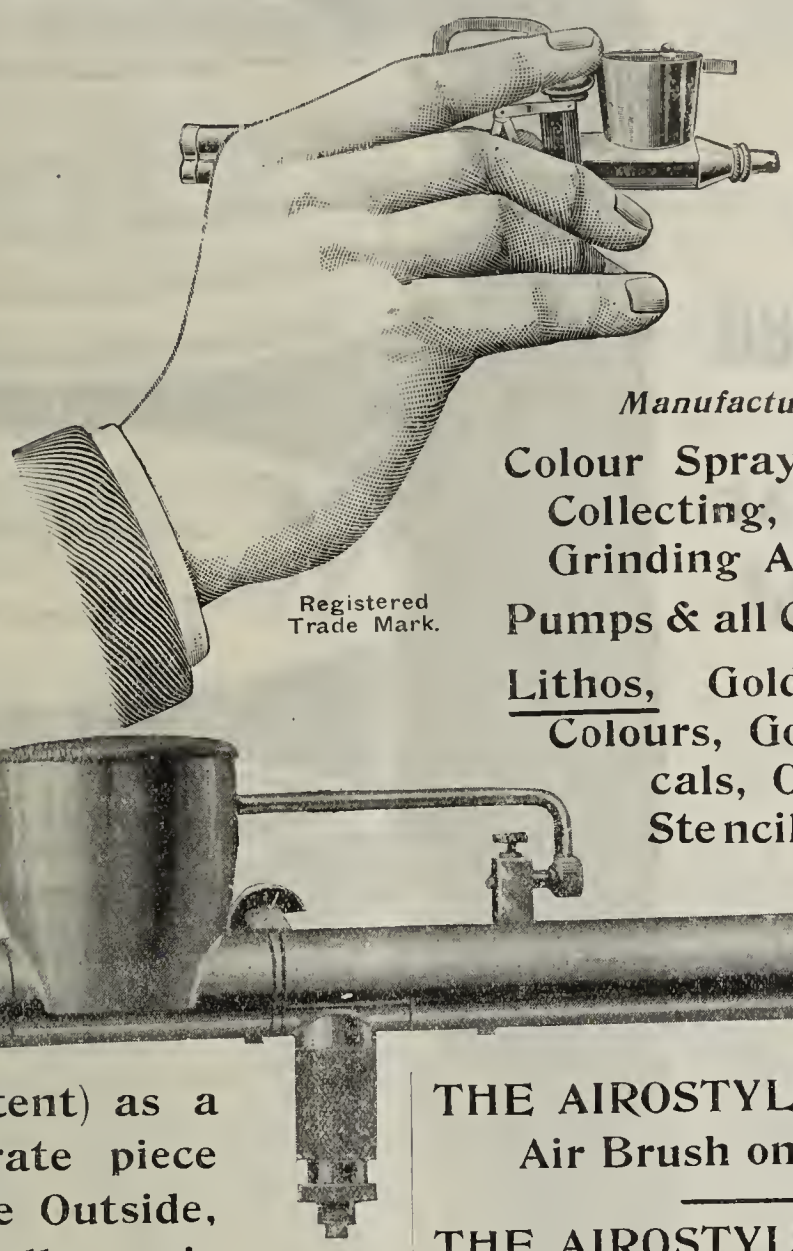
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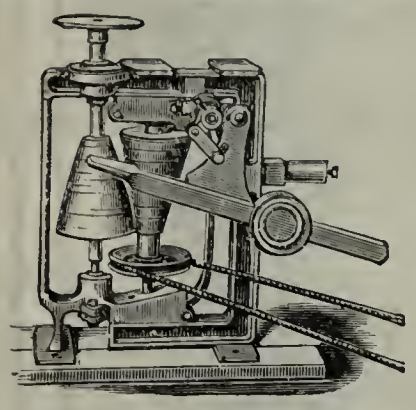




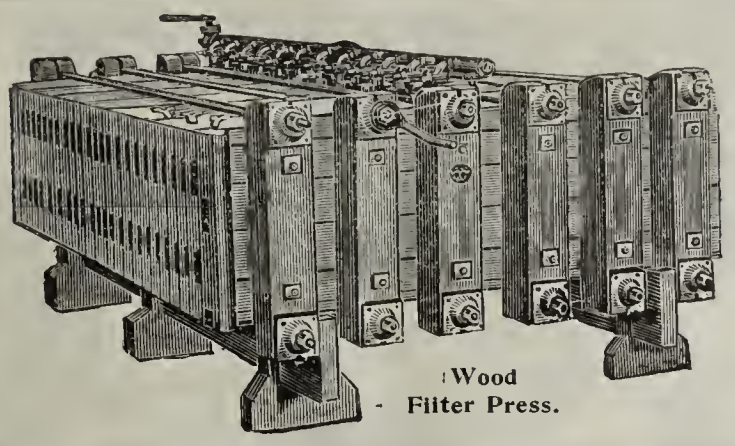


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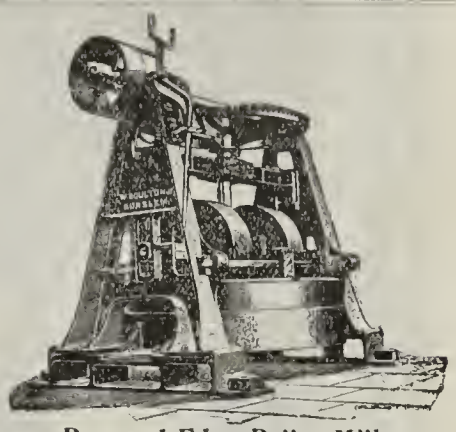
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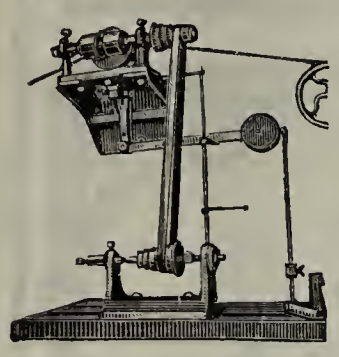
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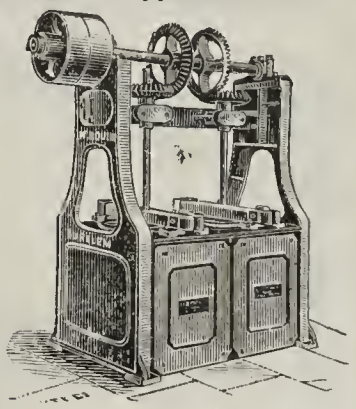
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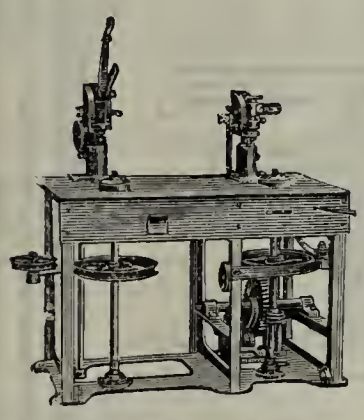
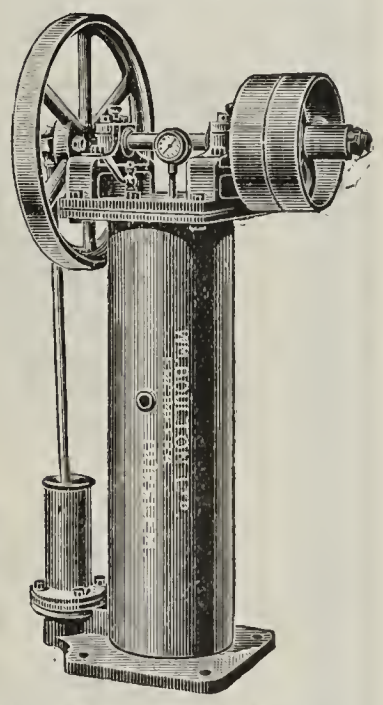
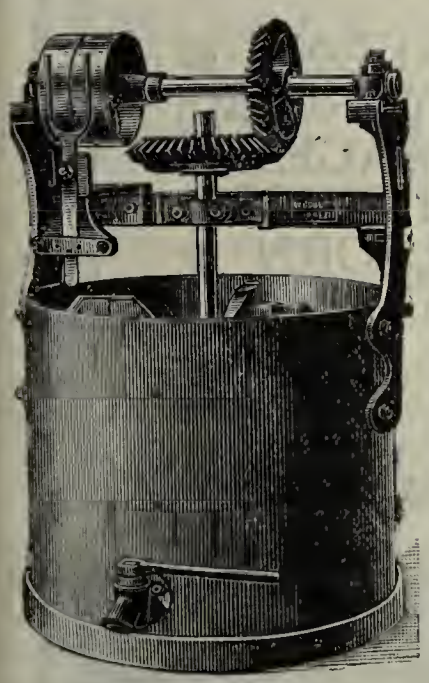


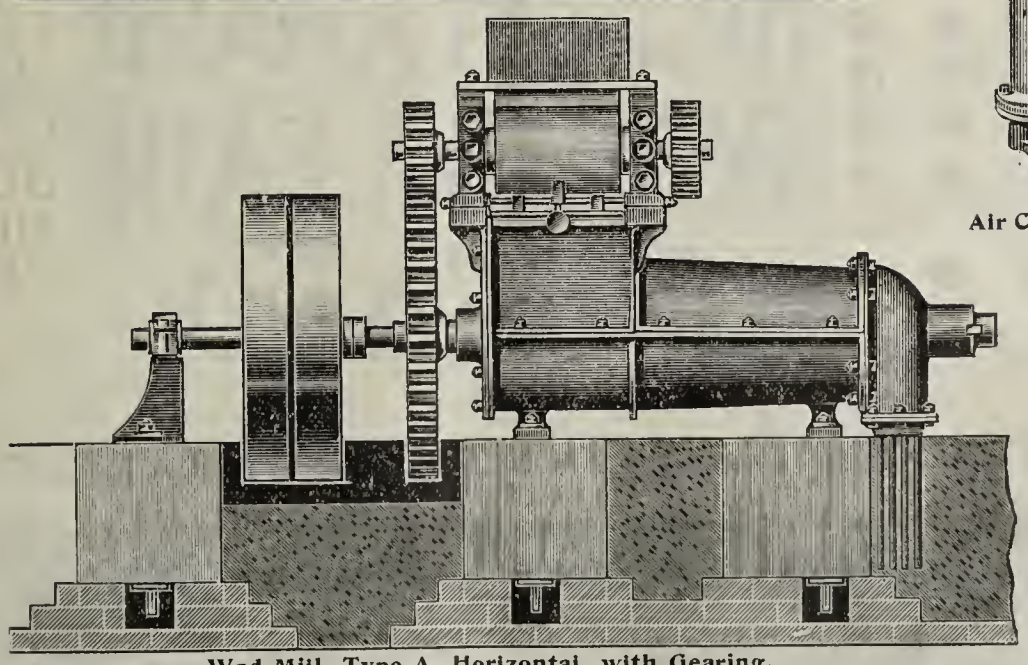
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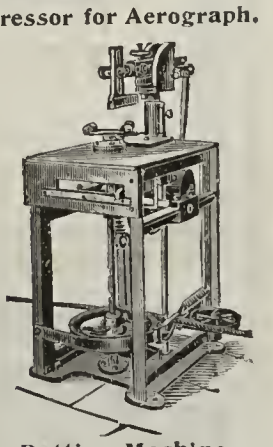
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Editorial Notes.

THE END OF THE STRIKE IN THE SANITARY WARE TRADE.

WE heartily congratulate the employers and the workers on the satisfactory settlement of the differences between them, which led to the resumption of work immediately after the holidays. We may also be permitted to congratulate both parties to the dispute upon the good feeling which has been manifested throughout the two months of its continuance. Although the strike directly concerned one section only, the whole trade views with satisfaction the end of it. The men have reason to be pleased with the tact and discretion shown by their leaders. There cannot be any doubt that it is owing to the ability with which they handled the various questions that the workmen obtained the concessions they have secured. It is customary to moralise after a strike—just as it is customary for a man to form good resolutions when he recovers from a severe affliction. The moral in this case is equally brief and trite—the strike ought never to have taken place. It is easy for us to be wise after the event—so easy, in fact, that we are all wise after every similar event. It is unfortunate, however, that we so soon forget the wisdom, and repeat our folly on the least provocation. The lesson we may learn from the recent dispute is not a new one, but it has been emphasised more strongly than ever. The method employed to end the strike was exactly the method which should, and might, have been used to prevent it. A Conciliation Board is urgently needed, and, while we are averse to needless interference with the liberties of either employers or the employed, we think the public interest demands that disputes as to wages and working conditions should be compulsorily referred to such a Board. That is practically what was done in the recent dispute, but the reference should be automatic, and of necessity, and not a matter of mutual arrangement after other methods have failed. The establishment of a permanent Board would be to the advantage of both parties concerned, and also to the public, who are always sufferers from prolonged disorganisations of trade. We gladly join in the unanimous expressions of appreciation of the generous services of the Rector of Stoke in the interests of peace, and of the impartiality of Mr. J. C. Bailey, the Chairman of the Manufacturers' Committee.

MISREPRESENTATIONS OF POTTERY.

IT may be flattering for manufacturers to have their productions imitated, but it certainly is not profitable. Pottery manufacturers have their wares imitated more frequently, perhaps, than manufacturers in any other industry. Sometimes, because of the high repute in which their name is held, they have goods falsely described as theirs when there is no attempt at close imitation of them. Unfortunately, many manufacturers tamely, but very unwisely, submit to this injustice instead of taking legal proceedings against the offenders. The heavy expense attending a police-court prosecution no doubt prevents many injured people from undertaking one. When an article is sold under a false trade description there is not only a great injustice to the maker whose production

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t is said to be, but there is a direct fraud on the public, who re deceived when making the purchase. The offence is one gainst the public interest as well as against a particular nanufacturer. Surely, then, the punishment of the offender nd the prevention of a repetition of the offence should be ndertaken on behalf of the public and the aggrieved per-ons just as the prosecution of a burglar or a pickpocket is. In our legal intelligence will be found an account of the prosecution of a dealer for selling some china under a false description. The defendant denied the accuracy of the facts as stated, but a full bench of magistrates convicted him, and he was fined. As, however, it was intimated that the conviction would be appealed against, we say no more about this particular case at present. We submit, however, that the frequency with which cases of misrepresentation occur, and the heavy costs entailed on manufacturers who are spirited enough to prosecute, point to the necessity for such proceedings to be conducted at the public expense. It is well known that cases of wilful misrepresentation and of fraudulent imitation are numerous, while the number of prosecutions in respect of them is very small indeed. The fact that a manufacturer whose name, or shape, or decoration are frequently used neglects to prosecute the offender for the injury done to his business is surely no reason why the public should not be protected against the injustice practised on them. Since the above was written we understand the time for lodging an appeal has expired, so the matter is ended.

TRADE SHOW DAYS IN LONDON.

IN our March issue we drew special attention to the inconvenience to buyers, both in London and from the provinces, in the selection of Tuesdays and Fridays as the days for the attendance of manufacturers' representatives at the London showrooms. We then gave what we consider cogent reasons for the substitution of Wednesday and Thursday. We have published letters from two correspondents approving the suggestion, and we are anxious to see some steps taken at once to ascertain the feeling of the branches of the trade on the question. The London agents are the gentlemen who will have to be brought into line on the subject. Some of them, we have reason to believe, are in favour of the change, but we cannot say how many. Unfortunately, they have no organisation which can be approached with the view to ascertain their views. Perhaps the China Dealers' Association will circularise the London representatives, and endeavour to arrange for a meeting between agents and dealers to discuss the position. We firmly believe that such a change would be to the convenience and advantage of representatives and dealers, and would facilitate trade. We invite correspondence on the subject, but we desire something more than that. We want someone to take action in the matter. The summer months, when so many provincial tradesmen are coming up to London for business or pleasure, present peculiar advantages for a meeting. If someone will have the courage to take the initiative the change could be speedily effected, and everybody in the trade benefited.

THE MANUFACTURE OF RUBBISH.

CHEAPNESS, as the curse of the age, is the subject of a powerful article in one of the morning papers. We are living such a complex life that, irrespective of our need of them, we surround ourselves by a number of accessories dictated by fashion. Those who have the means purchase those accessories, and make no secret of their possession. Those who have not the means to purchase the real things, buy sham ones, and imitations are always forthcoming. As a rule, the imitations of the variety of articles which modern society demands, are "rubbish," so that in nearly every trade, the production of this rubbish preponderates. Many of us are willing to deny the necessity for many things we have about us, but have not the courage to defy convention and do without them. Unfortunately this strict regard to convention is seen in the home of small means, and, as this regard to convention has encroached upon those means, when articles of necessity are wanted, the cheapest are bought. Instead of purchasing a few really good useful articles, the man of moderate means fills his home with things that may look fashionable, but are simply rubbish. Then when he buys things he really needs, he will only buy the cheapest, and so gets more rubbish. The writer referred to, speaks of the appalling quantity of rubbish sold in even the West End shops, but he selects one long street, which for his own satisfaction he calls "Rubbish Street." He describes the drapers' shops, and the furniture store, the contents of which "are all rubbish—all ugly rubbish," and then he speaks of the "china and glass shop. It would be easy to get humour out of the show, were it not so pitiful. This noble, ancient art of the potter, degraded by men who know nothing of line and less of colour. How is it to be explained? Who designs these awful objects, and who is mad enough to make moulds after such designs? Have we no public museums where can be copied, if a man has no gifts of his own, the supreme achievements of the greatest potters of all time?" The writer ought to have explained that this is not the fault of British manufacturers. If people insist on having low priced goods, foreign rubbish will always be available.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN APRIL.

THE POTTERY TRADES.—The information obtained by the Board of Trade from various sources and published in the "Labour Gazette" shows that employment in the pottery trade in April continued good, and better than a year ago. It continued good in Staffordshire and at Bristol. In South Yorkshire and the River Aire District, and at Newcastle-on-Tyne, it was fair. It was moderate in Devonshire and at Glasgow. With clay tobacco-pipe makers it was good at Manchester and Waterford and fair at Gateshead and Glasgow.

THE GLASS TRADES.—Employment was fairly good on the whole, and was about the same as in the previous month; it was better than a year ago. Returns received from firms employing 9,213 workpeople in the week ended April 27, and paying £11,017 in wages, showed an increase of 2·9 per cent. in numbers employed, and an increase of 1·9 per cent. in the amount of wages paid, as compared with the previous month. Improvement was shown in the glass bottle branch, but flint glass ware (other than bottles) showed a decrease. All the principal districts showed increases. Compared with a year ago there was an increase of 8·4 per cent. in numbers employed, and an increase of 15·7* per cent. in the amount of wages paid, the increases being shared by the principal districts and departments, with the exception of the plate glass branch, which showed a general decline in the amount of wages paid.

Employment with glass bottle makers was generally good, but it was only moderate at Leeds and Castleford and fair at Wakefield and Dublin; it continued to improve at Mexborough. Employment was good with medical glass bottle makers at Leeds. With flint glass makers it was generally fair. At Birmingham and at Barnsley, however, it was good. It continued very good with flint glass cutters and makers at Wordsley and at Stourbridge.

* The comparison with April, 1906, is affected to some extent by an advance in rates of wages in the glass bottle-making trade, which took effect in January-February, 1907.

THO'S WEBB & SONS LIMITED

Dennis Glass Works, Stourbridge

ENGLISH HAND-MADE GLASS





LONDON SHOW ROOMS
11 CHARTERHOUSE ST. HOLBORN.

TELEGRAMS { WILKES STOURBRIDGE / CASSOCK LONDON

ESTABLISHED 1837

TELEPHONE { LONDON No 811 HOLBORN / WORKS 0195 STOURBRIDGE

Wileman & Co.

(The Foley China Co.)

The Foley Potteries, Fenton, Stoke-on-Trent.

Letters, Telegrams, Railway } **LONGTON.**

"The Foley China"

London Showrooms:—26, Thavies Inn, Holborn Circus.—T. E. TAYLOR.

Our Travellers regularly visit every important town in the United Kingdom, also U.S.A., Canada, Australia, and New Zealand.

Employment with plate glass bevellers at Birmingham was fair, but some short time was worked. It continued good with sheet glass flatteners and makers at St. Helens. With London glass blowers it was fairly good. With pressed glass makers on the Tyne and Wear employment was moderate, and a considerable amount of short time was still being worked.

Table showing the number of persons employed, and the amount of wages paid them on the last pay day in April :—

Branches.	Number Employed.	Wages Paid.
*Glass Bottle	6,066	£7,577
Plate Glass	848	954
Flint Glass Ware (not Bottles)	1,933	2,096
Other Branches	366	390
Total	9,213	£11,017

Number of persons employed in each district and the amount of wages paid to them on the last pay day in April :

Districts.	Number Employed.	Wages Paid.
North of England	1,031	£1,163
Yorkshire	4,685	5,919
Lancashire	881	969
Worcester and Warwick ..	1,326	1,502
Scotland	840	1,038
Other parts of United Kingdom	450	426
Total	9,213	£11,017

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

TRADE SHOW DAYS IN LONDON.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—By all means Wednesday and Thursday, if unanimously agreed and thoroughly advertised.—Yours, &c.,

London, May 10, 1907. J. P.

MARKING GOODS "FRAGILE."

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I get many parcels by post from the Potteries, and they rarely or ever are marked "Fragile." I think it cannot be too widely circulated among potters that it is much cheaper to send goods by post up to 11 lb., and that if they put a red fragile label on the parcel, and take a receipt from the post office, the authorities will pay any reasonable claim for damage to goods.—Yours, &c.,

Weybridge, May 21. G. M. LEVI.

COMPETITION BY CO-OPS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—The newspaper cutting below, taken by me from a local paper a few days ago, will give you an idea of what the co-operative stores are doing from the custom of the working classes of Preston. You will understand how serious a matter it is becoming to the private trader when such a turnover can be recorded against nil comparatively a few years ago :—

FLOURISHING CO-OPERATION.—"I think we are doing better than any other society in the United Kingdom," remarked Mr. John Gorton, the president, at the quarterly meeting of the Preston Industrial Co-operative Society, last night. It was reported that the sales last quarter amounted to over £121,000, an increase of over £9,000 compared with last year.—Yours, &e.,

May 21. A LANCASHIRE DEALER.

THE WILLOW PATTERN PLATE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—The very readable account of the legend of the "Willow Pattern Plate," which you have recently given in THE POTTERY GAZETTE, may perhaps be supplemented by a few particulars that will appeal more directly to your readers who are handling the familiar pattern almost daily in the way of business. It is a curious fable, and cannot be ascribed to any one author. The narrative has been a growth to which many generations have contributed their share. There are several complete versions of it extant now, and they all substantially agree with the one you publish. I am inclined to think that whoever gave it its present, and apparently final, form imitated the style of Lafontaine, the famous French writer of fables.

It is not known who first introduced the willow pattern into this country. It is most likely the pattern we have now has been developed by stages from some very early Eastern pattern. The original idea was Chinese, without doubt, but I believe there is no knowledge of any old Chinese pattern as we have it now. There are many variations of the pattern, though the one you illustrate on page 473 is the most popular one now in use. General Pitt Rivers, who died about six or seven years ago, had a large collection of willow pattern ware—different variations of the theme—no two exactly alike, yet all had the peculiar characteristics of what we call the old willow pattern. Nearly every British potter has produced willow pattern ware at some time, and they have been unanimous in this, that the patterns are for the most part printed in blue. Thomas Turner, who in 1754 was one of a trio who founded a small pottery at Caughley, produced the "Willow Pattern" about 1780, and at the same time the "Blue Dragon," another favourite pattern in demand to-day. Thomas Minton, of Stoke, was an engraver at Caughley at this time, and took part in the production of these services. The Coalport China Company have the originals of these, and are very naturally proud of them. In the Bethnal Green Museum there is a specimen of the early willow pattern by Minton. Josiah Spode was making blue printed ware at Stoke about this time. One of his decorations consisted of part of the willow pattern, but instead of the pagoda he introduced a European building. The willow pattern is still selling well, and can be obtained almost anywhere.—Yours, &c., J.

ANSWERS TO CORRESPONDENTS.

G. & C.—The name of the makers of the china you describe has been sent you.

L. & C.—We have sent you the name of a firm who, we think, can supply the plate you want.

—— **Stores.**—We send you names of the manufacturers of the toilet ware and of the glass dish.

C. P.—We send you the name of a firm most likely to be the makers of the toilet ware as pattern. It is, however, difficult to speak with certainty from so small a piece in the absence of marks.

L. H., Weybridge.—Every manufacturer has sizes of his own ; no standard measurements or capacities exist. One firm's 10 in. plate is another's 8 in., and one firm's breakfast cup is only equal in size to another firm's teacup. A 24's size bowl from one pottery is an 18's at another, so far as size capacity is concerned, so that such a list as you suggest would be very interesting, but to be complete would have to be a very comprehensive edition, and to include details furnished by every manufacturer making the articles in question. It is usual in the trade to call a mug holding a pint of liquid a 24's size (twenty-fours), and this also refers in a similar way to jugs, teapots, bowls, &c.

C. T. MALING & SONS,

TRADE MARK C T M ESTAB^D 1762.

Ford Potteries, NEWCASTLE-ON-TYNE.

EARTHENWARE MANUFACTURERS

FOR HOME AND EXPORT TRADE.

DINNER, TEA, DESSERT & TOILET SERVICES &C., IN EVERY VARIETY OF DECORATION.

☛ ***ORIGINAL CHROMO-LITHO DESIGNS A SPECIALITY.*** ☚



HOSPITAL AND INVALID REQUISITES.
DRUGGIST SUNDRIES.
SANITARY WARE.
PHOTOGRAPHIC TRAYS AND TROUGHS.
DAIRY REQUISITES.
POROUS CELLS.
ELECTRICAL FITTINGS.
MEASURE MUGS AND JUGS.
CONFECTIONERS' JARS.
EXTRACT OF MEAT JARS.
WHITE JARS OF EVERY DESCRIPTION.

Careful Attention Given to Customers' Own Specialities.



WATER GROUND FLINT OF THE FINEST QUALITY.

SPECIAL PRICE LISTS ON APPLICATION WITH TRADE CARD.

LONDON - - Sample Rooms, 20, Bartlett's Buildings, HOLBORN CIRCUS. **Agent: G. G. MACWILLIAM.**
SCOTLAND. - „ 51, Buchanan Street, GLASGOW. „ **J. DUNLOP.**

EXCEPTIONALLY FAVOURABLE SHIPPING FACILITIES TO ALL PARTS.

Liquid Gold for Pottery Decoration.

JOHNSON, MATTHEY, & CO., Limited,

HATTON GARDEN, LONDON, E.C.,

REFINERS AND ASSAYERS TO THE BANK OF ENGLAND AND THE ROYAL MINT.

Gold, Silver, & Platinum, in Liquid & Leaf,

FOR GENERAL DECORATION,

Also POWDERS for Dusting, Printing, and Pencilling.

BROWN GOLD for Potters

(SPECIALLY PREPARED).

ENAMEL COLOURS, LUSTRE COLOURS (Liquid and Powder).

OXIDES OF COPPER, COBALT, NICKEL, & URANIUM; GOLD ALLOY; BISMUTH.

NOTE.—Every bottle of Liquid Gold bears our **TRADE MARK**, and is of guaranteed quality.

An article holding double the above quantity, say a quart, is a 12's, two quarts a 6's, four quarts or a gallon a 3's size. The sizes given by Yorkshire potteries in basins, chambers, jelly cans, are in many cases a size larger than Staffordshire pottery sizes, a 9's chamber being as big as Staffordshire 6's.

CORRESPONDENT'S INQUIRY.

R. [325] asks for makers of Donkin's Earth Closets.

Foreign Notes.

Earthen, Stone and Chinaware, to the value of £8,407, were imported into Porto Rico from the United States during 1906. The value of the import in 1905 was £5,610.

Earthenware and Pottery, of common varieties, to the value of £201,560, and weighing 19,210,400 kilos, were imported into France during the first quarter of the present year. The figures show a large increase.

Mr. Willi Brett (formerly Brett & Starkjohann), Eppendorfer Weg, 60, Hamburg, writes that he is now representing Thomas Webb & Corbett, Ltd., Whitehouse Works, Stourbridge, and not Thos. Webb & Sons, Ltd.

Belgian Glassware Exports during the three months ending March 31, 1907, are given in a recent return as follows :—Coarse, 7,104,700 kilos, value £144,320 ; fine, 96,400 kilos, value £12,080. The figures for coarse are above, and for fine below those for the corresponding quarter of last year.

Death of a Staffordshire Potter in America.—Mr. George Harrison, a native of North Staffordshire, died on March 17, at East Liverpool, U.S.A. Mr. Harrison went out to America about 27 years ago, and at the time of his death was employed at the Loughlin Potteries. He was a member of the National Brotherhood of Operative Potters, and was active in the Trades and Labour Council. He was a prominent member of the Methodist Church, and was a frequent delegate to Congresses. He was only 52 years of age, and leaves a widow and three sons. He has a sister and brother in this country.

The German-American Tariff.—Particulars of the new commercial arrangement between Germany and America have now been officially published. Under this arrangement, Germany receives all the tariff reductions which the United States accords foreign countries. The arrangement grants to Germany increased facilities in Customs traffic, and the export price of goods is to be taken as their value for Customs valuation. As a counter concession, Germany grants to the United States the reduced tariff rates from the treaties with Belgium, Italy, Austria, Hungary, Roumania, Russia, and Switzerland, though the mutual concessions are guaranteed in case of indirect imports. The arrangement is to be valid for one year. If within this period a fresh treaty is not made, the present one will continue, subject to six months' notice on either side.

The Earthenware Import of Portland (Oregon) in 1906 amounted to £3,951 worth of plain and £13,847 decorated, the figures being above the average. The United Kingdom supplied £3,757 worth of the plain varieties, small quantities being sent from China and Germany. The total of decorated included : United Kingdom, £5,146 ; Japan, £5,143 ; Germany, £2,747 ; Hong Kong and China, £692 ; Netherlands, £71. H. M. Consul remarks : Imports of plain earthenware increased considerably, and were practically all from the United Kingdom. In decorated ware there was a diminished import, but the proportion from the United Kingdom was much greater, while the trade of Germany and Japan was considerably less than in 1905. The cheaper class of earthenware sold is principally of American manufacture.

Methods of Sale Abroad.—In illustrating his contention that manufacturers and merchants cannot hope to compete successfully abroad by means of catalogues or advertisements alone, the United States Consul at Stuttgart says :—" A certain firm of American manufacturers tried for a long time without success to get a sales footing in Germany and other parts of Europe. They spent large sums in advertisements and placing their goods on sale with retail firms in their line of business. They sent illustrated catalogues broadcast all over Europe. The result was a failure. They then sent over a competent agent, who made his headquarters at Stuttgart. This agent tells me that his success has been phenomenal, and that from a small beginning the business of the house, which he represents has increased to enormous proportions, and that he now has travelling agents drumming successfully every town in the German Empire. What has been done in this case can be repeated in others.

The Pottery Trade of Chicago.—The trade in china, earthenware, and glass in Chicago is placed at about £3,000,000, according to the latest British Consular Report. The direct imports were valued at £177,631, of which £56,044 were from the United Kingdom, a gain of £10,000 in value, which is satisfactory as the total direct imports showed a loss of £12,000 compared with 1905. Quantities of Japanese ware have been brought in during the year, but the trade has not been lucrative to those who imported much of it, and having sold it and cabled for its despatch they found that the appraisers in the Custom House here had raised the value so much above the invoiced price that the duty charged swallowed up often the whole profit, and sometimes caused an actual loss. The Japanese imports have to some extent hurt the sale of cheap German manufactures, but there is a continually increasing demand for a better class of goods. With the increased rate of wages in Germany the cost of manufactures have gone up, so that more duty has to be paid on the cheap German goods, which will, of course, be an advantage to the American manufacturer. The total imports to the United States of these goods was £2,713,000, of which Germany supplied over £1,000,000 ; the United Kingdom, £600,000 ; France, £500,000 ; Japan, £480,000 ; and Austria-Hungary, £200,000. There is always a demand for fancy china, and a trade could be built up in it from India. It is reported that some first class china clay has been discovered in Texas.

Earthenware, China and Graniteware to the value of $1,515,696 were imported into Canada during the nine months ending December 31, 1906. Of this total, $894,619 worth was supplied by the United Kingdom, $206,140 by the United States, and $188,180 worth by Germany. The United Kingdom figures and the total are greater than those for the corresponding periods of 1904 or 1905. The U.S.A. and German figures are above 1905, but below those for 1904.

Potters' Clay in New Zealand.—According to a New Zealand paper, an important discovery of clay has been made on a farm about three miles from New Plymouth. A specimen analysed by the Government Analyst contains 39·4 per cent. of silica, and 33 per cent. of alumina, and he reports that " the clay is of excellent quality. With the exception of the iron, which is slightly high (1·5 per cent.) its composition is equal to that of the best kaolin. If found in quantity, it should prove of great value for pottery purposes." A large seam has been exposed, and similar clay has been found a considerable distance away. It is overlaid by first-class brick clay.

BURGESS & LEIGH,

Middleport Pottery,

BURSLEM.

Manufacturers of

BURLEIGH WARE

Show Rooms always open.

LONDON—44, FARRINGDON STREET, E.C.

NEW ZEALAND—28, FORT STREET, AUCKLAND.

AUSTRALIA—51, PALING'S BUILDINGS, SYDNEY.

Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

John Walsh Walsh, Soho and Vesta Glass Works, Birmingham, are manufacturers of fine crystal table glass in rich cut patterns of new and artistic designs and also in the heavy cut patterns in vogue a generation ago. Heavily cut decanters, water bottles, jugs, &c., are much in demand, and the firm is reproducing the heavy lustrous patterns that delighted our grandfathers. Their representative, Mr. R. H. Wood, has a fine collection of samples of these, and also of new and artistic patterns in table suites always on show at the London rooms, 4, Holborn-circus, E.C. He shows also glass for silversmiths, and for mounting in iron and copper, and glass for electric, oil, gas, and incandescent lighting purposes. Artistic fancy glass in beautiful forms and colours is shown in great variety. Glass for table decoration has been one of Walsh Walsh's specialities for many years, and it bids air to be a leading line with them for many years to come. Just at present they are making a really fine display in London of the newest creation in table decorations. The large centre stand in the middle of the showroom (which has a silvered plate glass top) is filled with samples of the new series of "Rustic Arches and Arbours." This series is in clear flint glass, and is somewhat on the lines of the popular "May-pole" table decoration; greater diversity, however, is introduced into the form of the rustic posts and stumps, which, of course, are the flower holders. At the London showrooms buyers can see these "Rustic Arches and Arbours" in actual position, and, more than that, they are shown nicely arranged and filled with flowers. This is important, because flowers are really part of the decorative scheme, of which the rustic arches and arbours are the key. We give an illustration which shows some of the tall rustic pieces supporting arches; small pieces arranged round these have glass chains suspended from one to another, while festoons of smilax are also hung between them. Mr. Wood shows a number of these pretty flint glass flower-holders filled with poppies. The bright red of the flower and the green leaves present a pleasant contrast to the crystal glass. This is one of the happiest and is likely to prove one of the most successful in the firm's long series of table decorations.



JOHN WALSH WALSH, BIRMINGHAM.

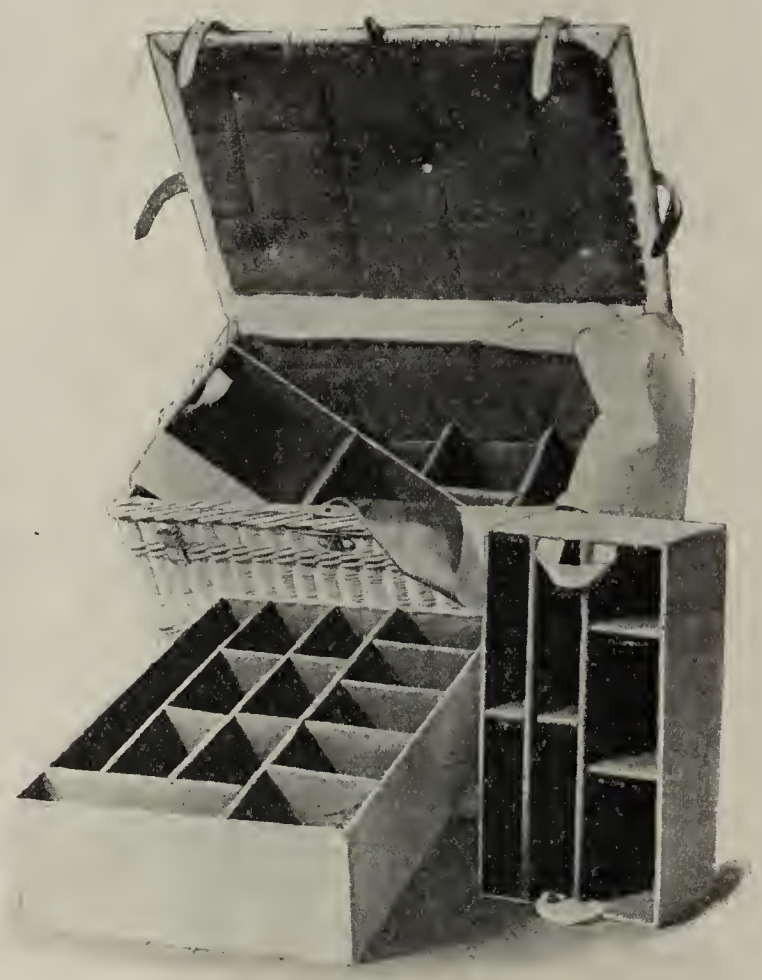
H. M. Williamson & Sons, Bridge Pottery, Longton, have a double reputation. Not only are they well known as manufacturers of china of excellent quality, but they are famous for the constant succession of special lines which they submit to their customers. While their productions are always in accord with the prevailing taste, they do not adopt particular shapes and patterns, because they are popular. Public taste changes very materially (sometimes without much apparent reason), and manufacturers feel obliged, within certain limits, to conform to it. Messrs. Williamson & Sons, however, do this in their own way, and

with their own original forms and decorations. This has always always been their practice. Next year the firm will be celebrating their jubilee, and those who have watched their progress will admit that through all their career they have aimed at a high ideal, and have maintained their individuality in their efforts to attain it. The result of this policy is that their samples form an interesting collection of registered shapes and patterns that it would not be easy to equal for variety and excellence. Their half century's experience bears fruit in their most recent productions. We have just seen two of their latest in china tea and breakfast ware—the "Blossom" and the "Wisteria"—both registered designs, graceful in shape, and pleasing in ornamentation. The "Wisteria" has a nearly straight cup, slightly flanged at the opening. Sprays of the old-fashioned plant run round the outside of the cup at the top, while the flowers, coloured naturally, drop gracefully down the sides of it. The cup and saucer have gilt edges, while the handle is pale green. The "Blossom" is a high class design, one of the firm's best. Small conventional petals, coloured, are ranged in formal rows round the outside of the cup, and the inside of the saucer. The design will appear by its simplicity to all who like neat ornamentation. These patterns are applied to every piece of china used on the tea or breakfast table. These quaint but useful shapes are a little out of the ordinary style of tea ware. Dealers may obtain illustrations of both these patterns by writing to the works direct, or on application to Mr. John Brock, 25, Thavies-inn, Holborn-circus, E.C., who has been the London representative of the firm for so many years. Mr. Brock has samples of these, and of all the other principal productions of the firm, on show at his rooms, which are always open. Messrs Williamson's "Novem Artem" china has made a name for itself all over the country, and they have recently brought out some new samples in it. It is a new and artistic treatment of table china, which exactly meets the demand for what is known as "Newart," though the firm's interpretation of that term in their "Novem Artem" is very different from that usually accepted. Messrs. Williamson supply a very great variety of shapes and patterns in tea and breakfast ware, and specialities in golfing and other subjects.

Dudson Brothers (successors to James T. Dudson), Hope-street, Hanley, are manufacturers of special lines in stoneware and jasper ware. They make teapots, hot-water jugs, &c., in many shapes and new decorations, including a number of artistic designs. One of their prominent lines is jasper ware, light and dark blue, brown, sage green, and dark green, and other colours. Art vases, pedestals and pots, tea and coffee pots, sets of jugs, sugars and creams, cheese stands and covers, and other useful articles are supplied in jasper ware. Samples of Messrs. Dudson's goods may be seen at Messrs. Mogridge & Underhay's, 10, Bartlett's-buildings, London, E.C.

The Blyth Porcelain Co., Ltd., china manufacturers, Longton, have removed their London showrooms to Gamage-buildings, 118, Holborn, E.C., where they are represented by Mr. W. A. Cosford. Mr. Cosford has inaugurated the new rooms by the display of a number of new and up-to-date patterns in tea ware. The company's productions are known in the trade as "Diamond China," a distinctive name that has already become popular. They have a large assortment of samples at their London rooms, and all novelties are shown there as soon as they are brought out. Tea ware is their speciality, and they supply a number of attractive patterns in good shapes and at medium prices. The company do not aim at supplying the most expensive sets, but nevertheless they show many beautifully enamelled patterns and a still larger collection of printed and printed and gilt. "Diamond china" has a sound body, and is decorated in excellent taste. In addition to a large number of decorated patterns, they show a full line of "Queen's White" china.

Pearson & Son, Ltd., basket manufacturers, Nottingham, who are celebrated for their "Commercial Skips," have just introduced a new basket, which is specially suitable for use by the pottery trades. The great advantage to the glass and china trades will be at once apparent, as it will be almost impossible for breakage to occur where each article has practically a division to itself. These divisions are made in various sizes and padded with baize and wadding. The trays are sufficiently stiff to carry considerable weight, at the same time the divisions are kept thin, so as to take up a very small space. The basket illustrated has five fixed divisions in the bottom, two small trays, one of which goes down to the bottom of the basket, and a larger tray covering the two smaller trays and the other divisions. The basket work is of the high quality which is always associated with the productions of Pearsons, Ltd. The patents consist of the method of attachment of solid buffalo hide footing, lid ends, lid rails, &c., which, of



THE "TIME-SAVER" BASKET.

course, add very much to the rigidity and durability of the basket. They have also a patent method of securing the lining to the wicker work. This at first sight does not seem an important item, but it has been proved that the permanent attachment of the lining of the basket is one of the difficulties the trade have had to contend with for years. It is very annoying and detrimental that the lining (however well it may be made) comes loose after being a short time in wear. Their automatic lock is an exceedingly ingenious arrangement, and has been made for them specially for a number of years by the best lock makers in the trade. The leather straps and waterproof linings are bought with an eye to quality rather than price, and nothing is spared to maintain the reputation that the firm have for the best article obtainable of its kind. The firm, having had at the present time contracts for their "Commercial Skips" for South Africa, New Zealand, and China, it is interesting to note that those sent for the China market were packed in nests ranging from large to small sizes. An attractive catalogue of baskets will be supplied by Pearson & Son, Ltd., upon application.

Mr. B. Bloch, Eichwald (Bohemia), is an extensive manufacturer of china and majolica, faïence, and earthenware, with works at Eichwald and Hohenstein. Messrs. F. W. Neuburger & Co., 5, Dyer's-buildings, Holborn, London, E.C., are sole agents for Mr. Bloch for the United Kingdom and for the British Colonies. They have a very large and varied assortment of his samples nicely arranged in their showrooms. Mr. Neuburger was not in when I called, but I met his manager, who showed me the samples, with all of which he is well conversant. It is no ordinary colleetion that is submitted to the inspection of buyers. China tea ware of the most dainty description and in ornamentations to suit practically all tastes ; there is a large variety of high-class china vases, with solid gold handles and hand-painted decorations. Richly ornamented dessert ware is on show in abundance. Mr. Bloch shows a good range of majolica flower pots and vases, and an unlimited number of miscellaneous fancy pieces. Skilful modelling is shown in all his productions, particularly in some jardinières and mantel sets. Some centrepieces on feet and coloured are exceedingly handsome. Vases of all sizes and in many grades of ornamentation are shown. Many choice varieties in blue and gold decoration are very attractive, with the further recommendation that they are not expensive. The samples include a large number of figures, especially female figures, modelled with graceful freedom. In miscellaneous pieces figures are depicted with mirrors, trays, &c. Plaques in great variety are on show, and quite a large number of sundries, such as trays, boxes and covers, rose bowls, &c., &c. Large pedestals and vases are good examples of skilful modelling and careful potting. There is a large assortment of white china fancy goods. The accompanying illustration includes specimens of most of Mr. Bloch's leading lines. The tall pedestals and pots, flower pots, and vases are fine examples of skilfully modelled majolica. Many good shapes in flower pots are on show at the rooms, supplied in various sizes, as those in the illustration. The group includes several specimens of figure faïence artistically decorated ; a few pieces of tea ware and a handsome centre piece for flowers, representative of the large assortment of white china ware which Messrs. Neuburger & Co. are now showing. Few manufacturers can submit such a varied assortment of produetions as Mr. Bloch offers his customers.



China and Majolica Faïence : B. Bloch.

George Edward Wright & Co., 9 and 11, Wilson-street, E.C., are manufacturers' and merchants' agents for china, earthenware, and glass. They have large showrooms on the first floor, and, having recently made some alterations in their premises, they have rearranged their showrooms in a way which facilitates the inspection of the samples and allows more space for customers to move about. They show samples of several special lines which they sell on their own account, and samples of the productions of manufacturers for whom they are the exclusive agents.

They represent Samuel Ford & Co., of Burslem, and have samples of their dinner, tea, and toilet ware in semi-porcelain. These are good useful shapes neatly decorated. Samples are also shown of Messrs. Ford's glazed tiles. Messrs. Wright & Co. are sole export agents for Mr. Thomas Poole, china manufacturer, of Longton. Mr. Poole makes a special feature of tea and breakfast ware, and samples are shown of his latest shapes and decorations. He aims at supplying goods as cheap as foreign manufacturers, but better in quality. The samples shown by Messrs. Wright bear witness to this. Messrs. Wright & Co. do business principally with exporters, and they control several lines especially suited for export. These include cheap printed patterns in dinner ware and toilet ware and some neat decorations shaded. They have a special line in thin white ware. These are moderate in price, and the white tea ware is almost as thin as china. Amongst their specialities they have C.C. ware of good quality. Their showrooms are always open, and they invite inquiries from persons in want of immediate delivery. They keep a large stock, and are able to execute orders promptly.

THE POTTING INDUSTRY AND THE FEDERATION OF THE POTTERY TOWNS.

(SPECIALLY CONTRIBUTED.)

THE renewed agitation for the federation of the Pottery towns, which the action of the Local Government Board by its circular to the local governing bodies of the district has initiated, is likely to result in the consolidation of these towns into one great city. Then the English potting trade will be given the chance to recover what it is fast losing—the premier position in the ceramic industry. To justify such a statement requires something more than enthusiasm—it needs the demonstration of facts.

The first point to be noticed is that, with a centralised authority, exactly that kind of scientific education which the trade needs could be put within the reach of the local students. Progress has been made, but at present the Potteries have not got that highest form of science school, under properly trained and efficient experts, that other trades possess in other industrial centres. Take as an example Glasgow, and the way that city deals with the engineering industry on the Clyde. The committee that controls the Corporation engineering department of technical instruction in Glasgow, is composed of clever, skilled managers of engineering works, and of some of the leading employers in the trade. The instruction is given to the students by professors who are up-to-date experts in engineering. These men go abroad and gather knowledge as to the best things that are being done in their trade in other countries. This information, with the results of engineering development in Great Britain, is put before the engineering technical committee. The professors of the school, who are the teachers, with the school committee, who are the practical men, arrange the line which the teaching shall take in the ensuing session of the school. By this means, the young engineer of Glasgow is promptly brought into contact with that knowledge which brings him abreast of the best engineering practice in the world. There is nothing even faintly approaching this in the Staffordshire Potteries in relation to the complex trade of potting; and never can an adequate imitation of the Glasgow thoroughness as to engineering instruction be possible till all the six towns of the Potteries are welded together, so that the financial resources of the district can be made available for this needful and valuable purpose. I could give many illustrations of how a competent technical college for the Potteries could help manufacturers, but one that will appeal to many potters shall suffice. A few years ago "blibbed ware," especially the "spitting out" of the deep blue colours such as flow blue, troubled and caused loss to many manufacturers. Only the other day the chief of one of our largest firms told me that, before his firm overcame this difficulty, they suffered to a loss of three or four thousand pounds. How great the loss to the trade may be estimated if that was the penalty one firm paid. Surely a properly equipped school of pottery could have found a solution for this technical problem earlier than any individual manufacturer—and found the remedy not for one firm only but for the whole trade.

At present the "rule of thumb" is predominant—though some improvements have taken place during the last decade—and that rule will long continue to make its baneful mark upon the industry if no organised attempt is made to get the best knowledge and give the best practical technical training in the Potteries. If an up-to-date school of this kind existed it might be possible for the efforts and experiments of competent scientific potters to solve that problem which adds so much to the cost of the best ware which is brought into the warehouse, viz., how to lessen the amount of seconds that are drawn from the glost oven. The idea of teaching how glost placing and firing may best be done to give the most profitable results in the warehouse may be thought by some to be outside the purview of any school, but it would not be held to be so in any trade but that of potting. In every department of the industry it is possible for knowledge to be applied that would pay the Potteries to find out and use, through the experts available in its technical college.

But education, on the higher plane such schools as a united Potteries could command, would be useful in the commercial as well as the technical departments. It would be possible for the teaching of foreign languages to be made so efficient that the Potteries would have at its command any needful number of competent commercial emissaries, to carry the samples and offer the goods of this district in all the populous centres of the globe. The race and order of commercial traveller from the Potteries could be made the equals of the best trade pioneers of the Continent, if from youth to active young manhood the chance "to know" was easily within reach. The world would be an open book to the commercial men from the Potteries, if the bar of linguistic ignorance was removed.

I have only space now to mention that a consolidated Potteries could deal with the disability of the heavy cost of in and out carriage which oppresses the trade and locality; but six jealous towns, that have fostered a spirit of frustration and not of co-operation, will always hinder and not help one another in the matter of cheaper carriage. Instead of railway and canal being the servants, they are the masters of the district, and in themselves are utterly out of date for the districts' needs. The commercial men of the district are now powerless to guide the expenditure of the numerous governing councils, but the producers and the traders, who so largely pay the rates, could have great influence in restraining wasteful expenditure, if one centralised body was responsible for the work of raising and spending the rates. Only the other day the sensible criticism of the Chamber of Commerce—upon the proposed expenditure of a certain Pottery Council—was restrained and stultified because a few only of those present happened to be ratepayers in the town, whose alleged extravagance was under review. The men who pay the most of the rates of the Potteries have now very little direction and control over spending, but a Potteries County Borough would have to justify its own conduct of public affairs to the keen men of business, who know how much wasteful extravagance in municipal administration overburdens, and so hinders, trade.

A POTTERY MANUFACTURER'S VISIT TO SOUTH AFRICA:

THE POSITION OF THE POTTING TRADE IN THE COLONY.

(BY A "POTTERY GAZETTE" REPRESENTATIVE.)

ONE of the hopeful features and characteristics of the present time in the Staffordshire Potteries, is the growing habit of some of the leading manufacturers of pottery to take advantage of the present facilities for "seeing the world," so as to combine the pleasure of an oversea journey with the profit of gaining a knowledge of the business conditions of our Colonies and of foreign countries not flying our flag. The limited vision, the narrow knowledge, is, through this useful habit, being replaced by a clear insight into and complete acquaintance with the life and needs of the people with whom we trade. The actual producer of pottery goods is, through the knowledge thus gained, able to enter into business relations with merchants and traders abroad with much the same confidence as he deals with the distributing agencies in our own land. The ocean is bridged over, the distant comes within the sphere of our trading vision; what to seek and what to avoid is comprehended, and how to suit possible customers and avoid risky transactions is understood through the first-hand knowledge obtained.



[*Photo by Ch. Raad, Jerusalem.*

MR. T. F. WOOD.

A good example of this unity of pleasure and the profit of knowledge obtained is to be found in the voyage that Mr. T. F. Wood, of Messrs. Wood & Sons, Ltd., Trent Pottery, Burslem, has recently made to South Africa. Mr. Wood only returned a few weeks ago, and one of our representatives has been fortunate to obtain from him some impressions made upon him by what he saw and heard in the land of much promise but great trouble, where Boer and Briton now seem intent to banish the mischievous antagonisms of the past in a friendly fight for the future development of a rich but harassed country.

We give these impressions of Mr. Wood's in his own words:—

"No; mine has not been a journey for the set purpose of pushing trade, though I have kept my eyes open and lent a ready ear to all that I could learn from those I met; and my desire to understand more clearly the conditions existing in this interesting and absorbing part of our Empire has been rewarded. As an excursion it has proved a delightful and almost perfect pleasure trip. I have been many voyages to other lands, but no trip has afforded the same all-round satisfaction to me. We had bright surroundings and ever-pleasing change. From the day we left Southampton we were favoured with almost constant sunshine; and British frigidity that had wrapped us round in the hard and biting winter we were leaving, yielded genially to the warmth and light we met on our way to the South. Life on board our luxuriously equipped liner was made up of the usual social enjoyment afforded to those who go down to the sea in South African steamships; and there was not only 'pleasure at the helm' but all over the vessel, all the time.

"The equable climate of South Africa was a pleasing experience to one used to the damp depressions of North Staffordshire. In Durban it was very hot, but when I climbed to the higher lands of Natal and passed through some of the scenes made memorable by the war—a land of thrilling deeds—we found all the delight of a genial clime under invigorating and not oppressive conditions. Of course, I was deeply interested in all the landmarks of the struggle for that British supremacy which always means equality for all white races living under our flag; and I am delighted at the evidence of reconciliation, of which General Botha's mission to England is tangible evidence.

"In all South Africa there is clear indication that the pacification of Boer and Briton is real, and promises to be solid and lasting. Of course, some racial divisions and prejudices will continue for a time, but the old-fashioned Boer is dying out, and the younger life is nearer to English ways. After the recent elections in the Transvaal one party felt strongly disappointed that the British and Colonial element, outside the Boers, had not won the victory at the polls; but, as in all our English political fights, the disposition was being shown to make the best of things and to place confidence in the expressions and promises of General Botha; and my conclusion is that a real and lasting pacification of the two white races will take place.

"There is every need for this reconciliation. South African prosperity has been blighted by the hatred, malice, and contentions of the past, and a country of great and varied resources which, less than ten years ago, promised to afford an instance of almost unexampled development, is now in a very bad way. The country, in all parts, was never so badly off. A thousand stores and offices in Durban alone are to let. Public works, such as harbour improvements, have had to be suspended, and the general building trade is absolutely at a standstill, while the bulk of the artisans in these industries are out of work. The same tale can be told of Johannesburg, and all through the Transvaal. Nay, all South Africa is suffering alike. The boom that followed the war led to many things going up like the rocket that have since dismally descended as the stick. Wild speculation has been followed by a general depression, which still broods over the land. All trades have felt the pinch, and workpeople have been discharged almost wholesale. Innumerable fortunes have been lost through the enormous decline in the value of real estate. Holders of this depreciated property, being unable to realise the mortgages, have taken possession, and these are now burdened with property they cannot profitably use. Values went up with a rush, and now the overbuilt property has no present value at all; and it will take years to bring into use buildings that are standing idle. The trading class to-day are so doubtful of everybody that they don't know whom to trust, and if the screw was put on, many that are still carrying on their business would totter and fall.

"Are there any hopes of improvement? Well, I found pessimism prevailing in the minds of many. Some, however, think that in another year the corner will be turned which will bring better times in sight. Others think it

will be three years before any real improvement will be seen.

"The state of the country may be realised when I state that every ship that leaves South Africa is bringing away as many white people as she can carry, and these are leaving to come 'home' to the old country, or to try their fortunes in Colonies where destructive war and other demoralising influences, which have brought such evil upon South Africa, do not prevail. As there is only a white population, all told, of a million and a quarter, it can readily be grasped what this depletion means, and how urgent is the need for better times. The high cost of living makes it difficult for working people to live. At Johannesburg I saw a camp of six or seven hundred unemployed white workpeople, who are depending upon charity for a mere existence.

"It is impossible for traders in England to expect any bulk of trade under these conditions, and with such a limited power of consumption. One of the greatest drawbacks of the country is that there are practically no productive industries; and almost everything used has to be imported—even such things as bricks and tiles and other building materials. The only factory I met with ended in smoke—it was a cigarette works at Cape Town.

"As to the Chinese labour question, I found that a general desire existed not to dispense with this labour till the South African native has been trained, in adequate numbers, into efficient and continuous labour conditions. It was further made clear to me that white miners would not work either with Chinese or natives, and also that a large number of the mines would have to be closed if the higher cost, that the employment of all white labour would entail, had to be paid. The return of prosperity to South Africa largely depends upon a judicious treatment of this question of labour in the mines. The permanence of Chinese labour is not desired, but its extinction must be gradual. The high pay given to them during the war demoralised the natives, and it will be a matter of time before they are willing to return to the conditions prevailing before the conflict began.

"No doubt South Africa will have to grow other industries besides mining, but it will take a long time of settled prosperity to accomplish this. There is more immediate hope in agricultural development; but such drawbacks as the plague of locusts, of which I had abundant visible evidence, are drawbacks of a serious nature.

"In proportion to the trade possible with South Africa, English pottery has a good chance, but it has one or two serious competitors to face. Enamelled tin goods are much used. In Cape Town I saw enamelled tin toilet sets tastefully and expensively decorated. Another fact that has to be faced is the keen competition of our German pottery rivals. They are winning some extra favour through the manner they meet the wishes of the distributive trader in the matter of packages. One of our customers wanted us to wrap tea ware the same as the Germans, viz., cups in dozens, and saucers in half-dozens, to facilitate readiness in distribution and lessen the danger of breakages.

"Although at present the quantity of pottery goods required is not enough to call or pay for any considerable enterprise, yet South Africa is a market that should be fostered so that the demand for British goods may keep pace with the growth of the colony."

China, Glass, and Earthenware, &c., Dealers to the number of 10 were gazetted as bankrupt in England and Wales in the first four months of 1907, as compared with 2 in the corresponding period of 1906. One was gazetted in April, 1907, and none in April, 1906.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Storer & Co., china and glass merchants, are relinquishing the business at 247, High-street, Acton, W.

Mr. H. M. Friedlander, glass merchant, has opened the premises, 55, Holywell-lane, Shoreditch, E.

Mr. W. Bruce, glass and china dealer, 1 and 2, Foss Islands-road, York, is giving up business.

Heenan & Walling, china and glass dealers, are about to relinquish the business at 355, High-street North, Manor Park. E.

Mr. G. Tittensor, medical glass merchant, has removed from 281, Goswell-road, London, E.C., to 277 in the same thoroughfare.

Mr. R. Randall, china and glass dealer, has transferred his business from 131–3, Holloway-road, N., to 526 in the same thoroughfare.

Mr. Jules Wuidart, managing director of J. Wuidart & Co., Ltd., 24 and 25, Fore-street, E.C., has been appointed Vice-Consul for Belgium.

Mr. J. E. Berry, earthenware dealer, has removed to larger premises next-door-but-two to his former shop in Otley-street, Skipton.

Mr. H. A. Tristram has removed from Staple Inn-buildings, Holborn, E.C., to Terminus-chambers, 6, Holborn-viaduct, E.C.

Mr. S. Cohen, china and glass dealer, announces his intention of shortly vacating the premises 32, The Broadway, Westminster, S.W.

J. & W. B. Smith, glass manufacturers, 19–21, Farringdon-road, E.C., have extended their premises by the addition of 17, adjoining.

S. Dornberger & Co. have removed from 18, Edmund-place, Aldersgate-street, E.C., to larger and more convenient premises at Gamage-buildings, 118 to 122, Holborn, E.C.

Mr. G. Hassall, potters' engineer and manufacturer of roller printing machines, has removed from Hassell-street, Hanley, to more commodious premises at Elder-road, Cobridge, Staffs.

Mr. T. J. Jones, assistant art master at the Wedgwood Institute, Burslem, has a pastel work in the Royal Academy this year. It is a mediæval subject dealt with in an original and decided manner.

R. & J. D. Martin, agents in Scotland for E. Hughes & Co., Opal China Works, Fenton, have removed to larger and more modern premises at Caledonian-chambers, 87, Union-street, Glasgow.

Arthur Steevens & Co., Ltd.—Registered capital, £15,000, in £1 shares. Objects, to carry on the business of house furnishers, chinaware dealers, &c., and to acquire the business carried on at Taunton as Arthur Steevens & Co.

Potters' Transfer and Supply Co., Ltd.—Registered capital, £1,000 in £1 shares. Objects: to carry on at 274, Waterloo-road, Cobridge, the business of potters' transfer manufacturers, &e. Registered office, 274, Waterloo-road, Cobridge.

Mr. Hugh McBurney, china and glass merchant, has taken over the business at 73, High-street, Belfast, from his brother, Mr. William McBurney, since June 27, 1906. Mr. Hugh McBurney has been manager since this branch was opened some fourteen years ago.

The China and Glass Dealers' Association.—The annual meeting of the China and Glass Dealers' Association of the United Kingdom was arranged to be held in London on

May 30. A full report of the proceedings will appear in the next issue of THE POTTERY GAZETTE.

R. Floyd & Sons is now the title of the firm formerly known as R. Floyd & Co., of Lovatt and Hall-street Potteries, Stoke-on-Trent. Floyd & Sons have just brought out a new coloured price list, illustrating several very handsome designs in toilet ware, vases, &c.

Whyte & Sons, of Marlborough-street, and South Great George's-street, Dublin, had an attractive collection of the best makes of glass and chinaware and pottery at the Irish Exhibition, opened last month in Dublin. Belleek ware occupied a prominent place, and some choice specimens were shown.

Tenders Accepted.—Wimbledon Town Council has accepted the tender of Mr. S. Harris for the annual supply of glass and crockery to the Isolation Hospital. There were three tenders.—For Lambeth Board of Guardians : J. Defries, Ltd., 146-147, Houndsditch, E.C., crockery and glass, £306 10s.

Nuttall & Co. (St. Helens), Ltd.—Registered capital, £150,000 in £100 shares. Objects : To adopt an agreement between F. R. Dixon-Nuttall of the first part, W. F. Dixon-Nuttall of the second part, and the company of the third part, and to carry on the business of manufacturers of glass, glass bottles, and vessels of all kinds, winners and workers of limestone, stone, sand, clay, minerals, mineral substances, &c.

Hobson's (Longton), Ltd.—Registered capital, £1,000, in £1 shares. Objects, to acquire the business of a sanitary ware manufacturer carried on by A. Clough at the Flaxman Pottery, Sutherland-road, Longton, as Hobson & Co., and to carry on the business of manufacturers of earthenware porcelain, china, and other articles produced from marl, clay, or earth, &c. Registered office, Flaxman Pottery, Sutherland-road, Longton, Staffs.

The Limited Partnership Bill has been read a second time in the House of Commons. Though new in this country, the Bill embodies a system which has been in force in almost every other country for many years. It is an extension of the law of limited liability. Under it an investor may invest a certain sum of money in a partnership and only be liable to the extent of the capital he invests. There must, however, be a full disclosure of the amount contributed by the sleeping partner, and of all particulars connected with the limited partnership, for the protection of the outside creditors of the firm.

W. H. Rhodes (Birmingham), Ltd.—This company has just been registered, with a capital of £10,000 in £1 shares, to acquire the business carried on by E. H. Lawley at New-street, Midland Areade, and 3, Smallbrook-street, Birmingham, to adopt an agreement with W. Rhodes, and to carry on the business of manufacturers of and dealers in china, earthenware, glass, porcelain, stoneware, terra-cotta, and other goods made from clay and other substances, &c. The subscribers are W. H. Rhodes, H. T. Robinson, J.P. Brodie, J. Wain, F. W. Wain, G. Phillips, and F. W. Harris. Registered office, Moor House, Moorland-road, Burslem.

Presentation to Pottery Managers.—After many years' connection with the Midway Sanitary Pottery Works, Burton, as proprietors, and latterly as managers for Morrison, Ingram & Co., Ltd., of which firm they were also shareholders, the three brothers Staley—Edgar R., Tom, and John—were the recipients of handsome silver-mounted briar pipes as a mark of esteem from the employees on the occasion of their severing their connection with the firm. The severance was brought about by the appointment by the debenture holders of a private receiver. Mr. Edgar had been a director of the firm for many years, and his brother Tom had been associated with him in the management of the Midway works, while Mr. John had held an important position on the firm.

Roman Relics.—Interesting discoveries have been made in course of the excavations on the site of the old Blue Coat School, Newgate-street, London, E.C. The workmen have uncovered a fine specimen of the old Roman wall that once encompassed London. It is composed of rough flints, stones, and lime, with alternate layers of red brick tiles. Other remains of Roman London that have been brought to light are a number of fragments of tessellated pavement, varying in size, which have burnt on the glazed outer surface curious designs of decorative art peculiar to the Romans. It is estimated that these relics are probably 1,500 to 2,000 years old. In addition there have been unearthed several Roman urns in which were deposited the ashes of the dead after cremation.

A Fire broke out at the end of April in a warehouse in the joint occupation of Mr. C. G. Candlin, china and glass merchant, and Mr. Stafford, butcher, High-street, Godalming, resulting in the building being almost totally destroyed, and the loss of a considerable quantity of valuable crockery ware. Only a few plates and a number of mugs were rescued from the gutted warehouse, all the rest of the big store of crockery which the building contained in the two upper stories being destroyed. The ground floor was used as a packing department, and contained a large quantity of straw. Although the cause is not known for certain, it is said that a fire was lighted on the previous day in a copper in the warehouse, and it is thought that this had something to do with the outbreak. Damage to the extent of about £300 was done, part of which is covered by insurance. Mr. Candlin has received many expressions of sympathy in his misfortune.

Recent Company Liens Registered.—Biltons, Ltd. (earthenware manufacturers, Stoke-on-Trent) : A debenture, charged on the company's undertaking and property, present and future, including uncalled capital, has been registered.—Thomas Morris, Ltd. (china manufacturers, Longton) : Issue of £1,200 5 per cent. debentures, part of a series created, to secure £1,500, charged on the company's undertaking and property, present and future, including uncalled capital (if any).—Soho Pottery, Ltd., Tunstall : Lien registered for £2,500 five per cent. debentures ; no trustees, charged on the assets, business, and goodwill. Discharges registered of debentures, &c., for a total amount of £2,700.—Boulton & Co., Longport, Ltd., Wolstanton : Lien registered for £6,800 five per cent. first mortgage debentures, part of an authorised series amounting to £7,000 ; no trustees ; charged on the undertaking and all the property, assets, and effects.

Commercial Travellers and the Compensation Act.—At the annual meeting of the United Kingdom Commercial Travellers' Association, held at York on May 21, resolutions were submitted seeking to ascertain the liability of commercial travellers in regard to barrow-men and the offer of insurance companies to insure under the new Compensation Act. The Secretary explained that he had received a letter from an insurance company making an offer, and the Conference accepted the offer, it being stated that barrow-men and porters engaged by commercial travellers came within the scope of the Act. It was proposed to take legal opinion as to the liability, under the Workmen's Compensation Act, of the employer to the traveller receiving salary and commission under certain conditions. The Secretary said, whatever counsel's opinion might be, the matter could only be settled when the person suing went to get damages from the High Court. The motion was lost.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office in April from all

quarters was 49, including 10 cases connected with house painting and plumbing. In March the total number was 35, of which 9 were connected with house painting and plumbing. In the china and earthenware trades 10 cases were reported in April, as compared with 2 cases in March. The only deaths from lead poisoning in April were 2, in connection with house painting and plumbing. In the four months ending April 30 the total number of reported cases from all sources was 178, as compared with 250 cases in the same four months last year. The number of cases from the china and earthenware trades for the four months of this year was 22, against 32 for the same months last year. In nearly every industry there was a reduction in the number of reported cases for the four completed months of the year. There were 10 fewer cases from smelting works, 9 fewer from white lead works, 5 fewer from electrical accumulator works, 6 fewer from paint and colour works, 12 fewer from coach-making.

A Severe Test for British-made Glass.—We learn that H.M.S. Dreadnought, before undergoing her gun-firing trials off the island of Trinidad, was fitted out exclusively with glass supplied to the Admiralty by Thos. Webb & Sons, Ltd., of the Dennis Glass Works, Stourbridge. As our readers are doubtless aware, these trials were exceptionally severe, the concussion from the broadsides being so great as to make the huge vessel heel over, and to drive it sideways several yards through the water. Yet, after her return to Portsmouth, it was discovered that no glass whatever had been broken during the time she had been at sea. This fact, we believe, was referred to in the leaflets which were distributed to the Colonial Premiers and the distinguished party accompanying them on the occasion of their visit to Portsmouth to witness the naval review. This is a remarkable testimony to the strength of hand-made glass, and its power of resisting shocks of no ordinary severity, and should satisfy any reasonable person of the soundness of Messrs. Webbs' contention that glass produced by the Old English hand-made method, on account of its superior strength, is by far the best investment for purchasers desirous of studying real economy.

The Late Mr. Philip Pargeter.—The will of the late Mr. Philip Pargeter, of Heathfield House, Longlands, Stourbridge, who died on December 19 last, aged 80 years, was proved on May 1 last. The late Mr. Pargeter was chairman of the Stourbridge Urban District Council and the Assessment Committee, president of the Liberal Association, J.P. for the county, and was formerly a member of the County Councils of Worcestershire and Staffordshire. Mr. Pargeter's career as a glass manufacturer has quite recently been detailed in the POTTERY GAZETTE. The will is dated August 16, 1895, and there is no codicil. He appointed his sister, Elizabeth Pargeter, his brother, Wm. Haden Richardson Pargeter, and his nephew, Philip John Pargeter, his executors and trustees. Probate was granted to his nephew, Philip John Pargeter, the surviving executor. The gross value of the estate was £32,081 11s. 11d., and the net personalty was sworn at £23,294 0s. 11d. There are no charitable bequests. The testator left all his personal and household effects—furniture, glass, china, pictures, and works of art—for the use of his sister, Elizabeth, and at her death to his nephew, Philip John Pargeter. He left Heathfield House and his other real estate at Stourbridge to his brother, William, for life, and at his death to his nephew, Philip John Pargeter. The testator left £2,000 upon trust for his brothers and sisters (other than his brother William and his sister Elizabeth), or their issue if deceased. The residue of his property he left to his nephew, Philip John Pargeter. We have reason to believe that it was Mr. Pargeter's intention to bequeath the Portland Vase, executed by John Northwood, to the nation. It is to be regretted that this unique work of art will not find a place next to the original in the British Museum.

Wengers, Ltd., potters' colour and chemical manufacturers, of Etruria, Stoke-on-Trent, have favoured us with a copy of their new English Price List, No. 17, which deals exhaustively with all the articles used in the manufacture of pottery—for the highest class such as earthenware, china and porcelain, and also for its allied industries of brick tiles, glass and enamelling on metals, &c. The pottery trade has never had a more complete list of raw materials, colours and chemicals submitted for its use. All the accessories to manufacture and decoration are described, and prices are quoted for them, and in addition, many useful hints are given as to the most successful application of them. Never before has so much been written historically or technically about the art of potting, which combines the use of so many branches of science. Special attention has been drawn to it by the great developments the industry has made during the last century, and is still making—developments due principally to the largely increased use of pottery in domestic service, and called for by the new requirements of our civilisation. An up-to-date book, treating of all the requirements of this art, and giving information as to where to procure all the necessary materials used in the manufacture of pottery, is not of everyday issue. In the past every potter had to be his own chemist, and his art was limited to his knowledge. He jealously guarded the secrets of his preparations, and whether they were good or bad, or of unknown cost, he was obliged to make use of them, and was thus in the position of the man who had to make his own clothing—he was clothed, certainly, but how he looked in them was another question. To-day, the potter finds ready for use, at fixed prices, perfect products, which enable him to produce anything which his manufacture requires at a settled price. All the latest inventions are at his disposal, and may be obtained by simply applying to the firms who make a speciality of manufacturing them. The Ceramic Art of to-day is not, as in the past, limited to pots and vessels made of clay, but has extended itself, and is now used in the building and decorating of our houses, palaces, and in tunnels, in the form of bricks and tiles; in sanitation, in the network of drainage of our towns and private households. Chemical works also depend on it largely for the apparatus necessary for their productions, and its application to electricity for insulating, &c., is daily increasing. The making of domestic articles has also become a trade using metals instead of clay for making pots, the metal being covered with glazes and enamels, similar to those used on pottery. From the Potteries, where nearly all classes of goods are produced, and where the knowledge of the art has been perfected, by the successive efforts of such men as the Brothers Elers, Wedgwood, Spode, Mason, Mintons, Doulton, and many others, manufacturers are now able to obtain accessories which were beyond their reach but a generation ago.

Japanese Pottery Exports were valued at £794,300 in 1906, as compared with £532,400 in 1905 and £387,300 in 1904.

Fine Porcelain, such as that of Sèvres, Dresden, China and Japan, is dutiable at the rate of 15 per cent. on the invoice value on importation into Panama.

The Glass Industry.—At the sitting of the Tariff Commission, held at the Whitehall Rooms last week, it was announced that the report upon the glass industry would be circulated very shortly.

The Exports of Austria Hungary during 1906 included 114,023,400 kilos. of china clay, 57,553,300 kilos. of earthenware (of which 11,715,000 kilos. were porcelain), and 50,688,500 kilos. of hollow glassware.

A GLASS ARTIST'S MISFORTUNE.

NONE but himself ever knows the anxieties, the disappointments, and sometimes the loss an art worker has to submit to. Some artists suffer more severely than others in this respect by reason of the character of their work. If a painter in oils has an accident to a portion of his canvas he can paint out a blemish and complete his work as he intended it. The same may be said of a painter on pottery; the artist can correct any defects in the painting before the ware is fired. But the artist whose effects are produced by cuttings or incisions on glass or pottery cannot do so. Those who have witnessed an artist engaged in the piercing of egg-shell porcelain, such as the Royal Worcester Porcelain Company are famous for, or have watched the delicate and apparently tedious process of cameo cutting on glass as invented by the late John Northwood, and as practised by his son, by Mr. Woodall, Mr. Locke, and others, will realise how easily an accidental cut too long or too deep may ruin the entire piece. The mental strain during the process of glass cameo cutting is most severe, and becomes most acute as the work nears completion. This will be understood if we remember that some of these works take years to execute. The disappointment felt when the work of these years is ruined in a moment must be beyond description.

We are sorry to say that a disappointment of this character has befallen Mr. John Northwood, one of the principal artists at Stevens & Williams, Brierley Hill Glass Works. For the past four years Mr. Northwood has been engaged in the execution of a cameo plaque fifteen inches in diameter. The subject is "Aphrodite surrounded by her attendants, and admirers advancing over the waves." The word Aphrodite means "born in the foam of the sea." Hesiod gives an account of her first appearing on the waters round Cythera, and finally landing on Cyprus. According to that account all the higher deities were present at the birth of Aphrodite. By this birth the early philosophers conceived heaven and earth and sea to be bound in an harmonious whole by the power of love. The artist shows the Goddess exercising her influence. The figures are white in various reliefs on a poppy-red ground. The carving was completed and the ground was being brought up to a beautiful polish, the figures, of course, having a dead surface. After his years of labour Mr. Northwood was within a week or two of the completion of his work, when, by some unaccountable accident, it fell to the floor and coming in contact with an iron "strut" it was broken into several pieces. We are able to give an illustration of the work taken more than a year ago. Much labour had been bestowed on it since then, still its beauties are clearly discernible.

With the true spirit of an art enthusiast Mr. Northwood bears his loss philosophically. He says: "It was a great disappointment to me, and to see all my work end in fragments was a great shock. I am, however, endeavouring to forget what cannot now be helped by starting immediately upon another plaque of different design, and after my experience on this one I feel able to put better work into another. I must, however, look forward to another three years' hard work before I can bring it to the finish of the broken one." We congratulate Mr. Northwood upon his determination.



APHRODITE (UNFINISHED). EXECUTED BY JOHN NORTHWOOD.

U.S. Pottery Imports.—The imports of earthen, stone, and china ware into the United States during last year were valued at $13,564,000. The import in 1905 was valued at $12,200,000, and in 1904 at $11,657,000.

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

V.—EXCESS AIR IN THE FIRING OF OVENS AND KILNS.*

By J. W. Mellor, D.Sc.

FOR the complete combustion of any fuel there must be an adequate supply of air intimately mixed with the combustible gases coming from the firemouths. The minimum volume of air required for the complete combustion of 1 lb. of carbon is nearly 143 cubic feet. This is the *theoretical* quantity deduced from the simple equation :—

$$C + O_2 = CO_2$$

But practically, owing to the fact that air and gas currents can pass along in streams side by side from firemouth to hovel without mixing to any great extent, very much more than the theoretical amount of air is required before we have an *adequate* supply for complete combustion.

In this paper the attempt is made to find what is an adequate supply of air for complete combustion in some common types of ovens and kilns, and to find the effect of a more intimate mixing of air and gas on the excess of air, above the theoretical quantity, needed for complete combustion. The less the excess of air needed for complete combustion, the greater the efficiency of the process of combustion.

The complete combustion of coke or of anthracite coal with just the necessary amount of air furnishes a flue gas containing very nearly 21 per cent. of carbon dioxide with 79 per cent. of nitrogen. Any less proportion of carbon dioxide in the flue gas represents the passage of an excess of air through the firing chamber over and above theoretical requirements. Bituminous coals, such as are used in firing pottery ovens, containing approximately—

Carbon	.. ..	84 per cent.
Hydrogen	.. ..	6 per cent.
Oxygen	.. ..	4 per cent.

furnish a flue gas containing nearly 17·6 per cent. of carbon dioxide, provided combustion be complete, and just the theoretical amount of air necessary for complete combustion be passing through the combustion chamber. Any less proportion of carbon dioxide than this means that a proportional excess of air is passing through the flues. For instance, 12 per cent. of carbon dioxide would mean that the flue gases are accompanied with nearly 26 volumes of air, and if y denotes the amount of carbon dioxide per 100 volumes of gas coal containing 84 per cent. of carbon furnishes a flue gas containing, per 100 volumes—

$$\text{Excess air} = 4{\cdot}76\ (17{\cdot}6 - y)$$

and more generally, if coal has x per cent of carbon, and the flue gas y per cent. of carbon dioxide, the flue gas will have, per 100 volumes,

$$\text{Excess air} = 4{\cdot}76\ (0{\cdot}21\ x - y).$$

The presence of considerable amounts of hydrocarbons, carbon monoxide, smoke, &c., complicates this simple and direct calculation. However, for ordinary technical work a determination of the proportion of carbon dioxide in the flue gases, occupying perhaps fifteen minutes, is a fair indication of the efficiency of the process of combustion.

1.—*Kilns with flues direct from firemouth to hovel.*

Take, first, the ordinary type of kiln in which the flaming gases split into two streams as they leave the firemouth, one stream travelling up the front, and the other under the bottom and back, whence they pass directly into the hovel. We find the products of combustion as they enter the hovel have the following percentage proportions of carbon dioxide, free oxygen, and carbon monoxide. The gases were collected at fifteen minutes intervals. The asterisk denotes that the mouths had just been charged with fuel.

Table I.—Ordinary Type of Kiln.

	Carbon dioxide	Oxygen	Carbon monoxide.
	6·4	10·6†	0·8
	4·4	13·2	1·6
	5·1	12·8	0·8
Average ..	5·3	12·2	1·07

The low proportion of carbon monoxide (1·1 per cent.) shows that combustion is nearly complete. This means that very nearly sufficient air is passing through the kiln to ensure complete combustion of the gases made in the firemouth. The low proportion of carbon dioxide, however, also shows that a very much larger amount of air is passing through the flues than is theoretically required for complete combustion of the fuel.

* Based on paper in *Trans. Eng. Cer. Soc.*, 6. 58, 1907.
† This is possibly a mistaken reading for 11·1.

Every 100 volumes of air passing into the fire carry nearly 21 volumes of oxygen : hence 12·2 volumes of oxygen represent 58 volumes of air. On deducting the 3 volumes of air which would be necessary to burn the carbon monoxide, 55 cubic feet of air per 100 cubic feet of chimney gases are passing through the kiln.

2.—*Amount of heat carried off by the excess of air.*

In order to fix our ideas, suppose that the temperature of the gases passing into the hovel is 800°, it follows that nearly 4 cwts. of coal per ton are consumed in heating up the excess air passing through the flues. The calculation is as follows :—

According to H. le Chatelier, the quantity of heat, in lb. cals., necessary to raise the temperature of 22·4 cubic metres of air 1°C. at constant pressure,* is

$$6{\cdot}5 + 0{\cdot}0006\ T,$$

where T denotes the temperatures on the absolute scale. This, on the centigrade scale, becomes

$$6{\cdot}6638 + 0{\cdot}00006\ t,$$

where t denotes °C. But there are 791·2 cubic feet in 22·4 cubic metres, consequently the heat required to raise the temperature of one cubic foot of air 1°C. is

$$0{\cdot}00842 + 0{\cdot}000000758\ t,$$

and the quantity of heat, Q, required to raise the temperature 55 cubic feet of air from 15°—the temperature of atmospheric air—to 800°, the temperature of the gases entering the hovel is

$$Q = 55 \int_{15}^{800} (0{\cdot}00842 + 0{\cdot}000000758\ t)dt$$

$$= 376{\cdot}3 \text{ lb. cals.}$$

That is to say, 376·3 lb. calories are required per 100 cubic feet of flue gas to raise the temperature of the excess air entering the gluts, &c., at 15° up to 800°. Accompanying this gas are 5·3 cubic feet of carbon dioxide which has 0·18 lb. of carbon. Hence, 376·3 lb. cals. are wasted per 0·18 lbs. of carbon consumed ; that is, $3{\cdot}93\ 10^6$ lb. cals. per ton of coal containing 84 per cent. of carbon. Taking the average calorific value of a potter's coal at 8,100 lb. cals., it follows directly that, under the given conditions, over 4 cwts. of coal are used per ton in heating up the air which is passing through the flues without taking part in the combustion. The excess air, so to speak, robs the fuel of nearly one-fifth of its heat.

It is unfortunately necessary to admit a certain excess of air in order to insure complete combustion. If the air be not in excess, combustible gases escape into the hovel. We naturally inquire if so great an amount as 50 to 60 per cent. of excess air is necessary. The more intimately air and combustible gases be mixed in passing through the flues, the more rapidly will the gases burn, and the less the excess of air required to insure complete combustion. Even with the great excess we have found in the ordinary type of kiln there is a suspicion that a little more air would have reduced the 1·1 per cent. of combustible carbon monoxide escaping into the hovel.

3.—*Kilns with circuitous flues.*

In Fielding's and in Sherwin's kilns the flue gases pass almost twice round the kiln chamber, and in turning the comparatively sharp angles from one flue to another a more intimate mixing of air and combustible gas is effected. The fireman has discovered—probably unconsciously—that a less excess of air is needed to insure complete combustion than in the ordinary type of potter's kiln. This fact is brought out in the following analyses :—

Table II.—A. Fielding's Type of Kiln.

	Carbon dioxide.	Oxygen.	Carbon monoxide.
	13·8	4·0	0
	11·5	6·2	0
	12·0	5·8	0·2
	9·2	8·4	0·4
	8·9	8·6	0·4
	9·2	8·5	0·6
Average ..	10·8	6·9	0·25

The fireman had obviously the excess air nicely adjusted for complete combustion. The same applies to Sherwin's kiln :—

Table III.—J. Sherwin's Type of Kiln.

	Carbon dioxide.	Oxygen.	Carbon monoxide.
	4·7	12·9	0·6
	4·6	11·1	0·4
	10·2	7·4	0
	11·0	6·6	0
	12·3	5·2	0
	14·4	2·8	0
Average ..	9·9	7·6	0·17

* The pressure inside up or down draught ovens is only about half a centimeter of water less than atmospheric. Measurements were made with a syphon gauge.

Hence at the time these analyses were made in Fielding's kiln, an average 32·9 per cent. excess, and in Sherwin's an average 36·2 per cent. excess of air was passing through the flues; but in the former case there was a slightly higher proportion of unconsumed carbon monoxide passing into the hovel. From this point of view, therefore, the efficiency of the process of combustion in these two types of kiln is practically the same. It need not here be emphasised that the criterion set up in this note—the efficiency of the process of combustion—is not by any means the most important factor in determining the general efficiency of these kilns. I have, for example, said nothing about the better conservation of heat, and less cost of maintenance, in kilns with circuitous flues.

4.—*Blair's gas-fired kiln.*

It is now interesting to compare the results obtained in coal-fired kilns with gas-fired kilns, taking Messrs. Blair's as a type of the latter.

TABLE IV.—BLAIR'S GAS FIRED KILN.

	Carbon dioxide.	Oxygen.	Carbon monoxide.
	12·9	4·0	0·2
	11·7	5·5	—
	12·4	4·6	—
	11·6	5·8	0·2
	13·9	3·4	0·3
Average ..	12·5	4·6	0·14

Here we have only 22 per cent. excess of air, and the low proportion of carbon monoxide also shows that the process of combustion is practically complete.

Taking the average amounts of excess air obtained with these three types of kiln—Blair's gas kiln, Sherwin's and Fielding's (averaged), and the ordinary type of kiln—we see that the relative efficiencies of the process of combustion, so far as excess air is concerned, are respectively as

100 : 62 : 38.

Kilns with circuitous flues like Fielding's and Sherwin's ensure a more perfect mixing of air and gas than kilns with flues leading directly from the firemouth to the hovel, and require, in consequence, a smaller excess of air for complete combustion. In Burton Bros.' kiln a special claim is made for the use of oblique flues, with a minimum number of sharp angles, in order to furnish a suitable draught. But sharp corners, narrow flues, and even obstructions, provided they do not interfere with the necessary draught, must hinder the rapid flow of gas and air to the hovel in streams side by side, and so diminish the excess of air necessary for complete combustion.

5.—*Up-draught and down-draught ovens.*

The same general principles obtain in up-draught and down-draught ovens. The bungs of saggars present to the flaming gases a more or less circuitous path beset with obstructions. The relation between the setting of an oven and the movements of the gases during the firing is thus an important problem. The results for an ordinary type of up draught china biscuit oven are indicated in Fig. 1. In view of this diagram there is no particular need, at the present stage of this work, to give full details. Averaging the results of

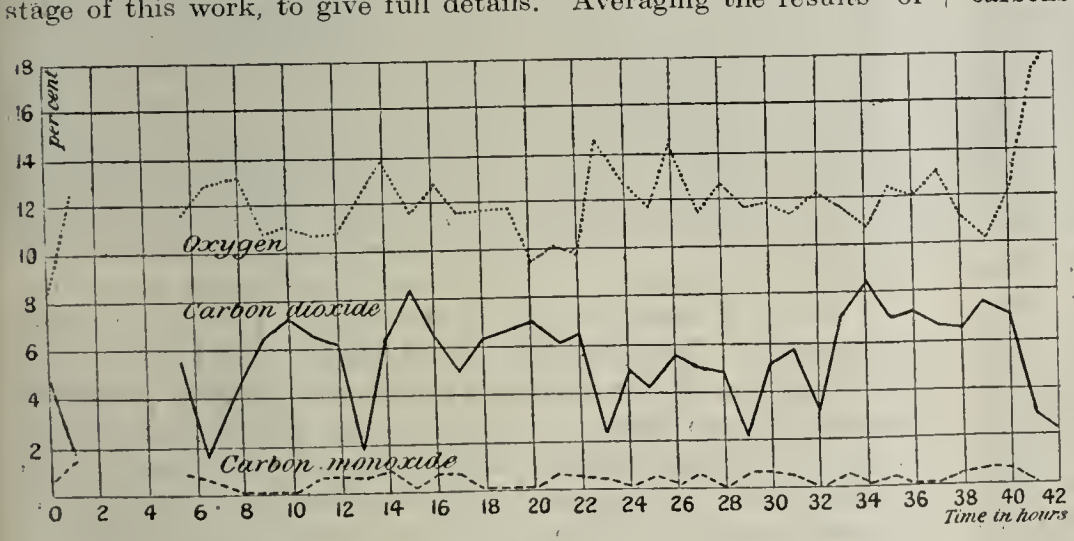


FIG. 1.—FLUE GASES OF AN UP-DRAUGHT OVEN.

the analyses of 42 samples collected at hour intervals after the fires had been lighted 8 hours,

Carbon dioxide	6 6 per cent.
Carbon monoxide	0·2 per cent.
Oxygen	12·0 per cent.

This means that about 57 per cent, of excess air is passing through the oven during the time it is being fired. The gases were drawn from the top of the oven by means of bent fireclay tubes passing from the crown-hole through the wall of the hovel.

A similar series of observations made upon Wilkinson's down-draught china biscuit oven gave, as the result of analyses of 42 samples collected at the base of one of the "wall" flues,

Carbon dioxide	9·0 per cent.
Carbon monoxide	0·5 per cent.
Oxygen	9.7 per cent.

which means that 46 per cent. of excess air is passing through the ovens. The results are shown in Fig. 2.

From this point of view the relative efficiencies of the processes

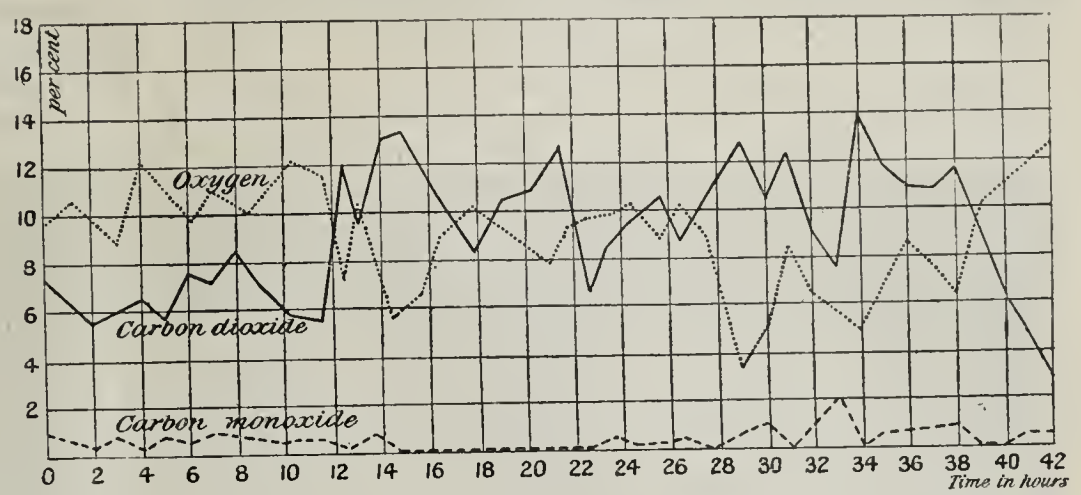


FIG. 2.—FLUE GASES OF A DOWN-DRAUGHT OVEN.

of combustion in flue down-draught and up-draught ovens are respectively as

100 : 80

This tells us nothing about differences in the conservation of heat, the coal consumption, and the general costs of firing the two types of ovens. It simply means that in firing an up-draught oven when in full fire, about 4 cwts. of coal per ton are used in heating up excess air, and with the down draught about 3 cwts. per ton. In other words, if 10 tons of coal are consumed in firing an up-draught oven, half a ton of coal would be saved in this one item alone if a similar oven were fired under similar conditions, but down-draught.

6.—*Origin of smoke in baiting.*

I did not expect to find the greatest excess of air passing through the ovens and kilns immediately after a baiting when the firemouths were smoking (see Table III., for example), and least when the fire was burning clearly without smoke. A probable explanation is that the burning hydrocarbon gases which are given off when coal is first put on the fire are decomposed by the inrush of cold air with the formation of smoke or soot, when the fireman opens everything immediately after a baiting in order to "clear the oven," and simultaneously the temperature is reduced below the "burning temperature" of the smoke. The admission of cold air into a hot furnace burning hydrocarbon gases *makes* smoke instead of clearing it. But there are other reasons why air is allowed to rush through the oven immediately after a baiting.

The mechanism of the reactions which occur when the hot hydrocarbons gases; methane (CH_4), ethylene (C_2H_4) and acetylene (C_2H_2) are brought in contact with cold air, are usually represented by the equations:—

$$2CH_4 + O_2 = C_2 + 2H_2 + 2H_2O$$
$$2C_2H_4 + O_2 = 2C_2 + 2H_2 + 2H_2O$$
$$C_2H_2 + O_2 = 2C_2 + 2H_2O$$

but there is no doubt that the mechanism is much more complex than this. In any case the liberated carbon ultimately aggregates into particles of soot and smoke. When smoke is once formed it can only be burned with very great difficulty.

One advantage of gas firing is the fine adjustment possible in the proportions of gas and air. This advantage would to some extent obtain with direct firing if the baitings could be done more frequently and in proportionately less quantities. Gas firing (Table IV.) shows a very much greater regularity in the proportions of $CO_2 : O_2$ in the flue gases than direct coal firing, and this naturally conduces to the realisation of that great desideratum in the firing of fine pottery, namely, regularly graded variations of temperature.

The secondary air likewise in a gas-fired oven is preheated. There is, therefore, no inrush of *cold* air among the flaming hydrocarbon gases, and in consequence combustion is smokeless.

7.—*Summary.*

(1) In the firing of an ordinary kiln, with flues leading direct from firemouth to hovel, the flue gas has about 55 per cent. of air in excess of that theoretically required for the complete combustion of coal.

(2) The products of combustion enter the hovel at about 800°, and therefore 4 cwts. of coal per ton are used in warming up the excess air passing through an ordinary kiln.

(3) The excess of air may be redueed about 35 per cent. by causing the flue gases to pass by a circuitous path from firemouth to hovel.

(4) There is over 50 per cent. excess air in the fluc gas of an ordinary up-draught oven. This excess is reduced some 20 per cent. in firing down-draught.

(5) The practice of allowing an inrush of *cold* air immediately after a firemouth has been eharged is mainly responsible for the formation of smoke and soot* by the deeomposition of the hot hydrocarbon gases.

The gases were collected by interposing 100 c.c. sampling tubes between the glazed fireclay tube in the furnace and a water suction pump some yards away. The oven gases passed through the sampling tubes nearly an hour, and the kiln gases about ¼ hour before shutting off the sample used in the analysis. A loose plug of asbestos in the cooler part of the glazed fireclay tube acted as a "soot filter." The samples were analysed in Lunge's form of Orsat's apparatus.

It is my pleasing duty to acknowledge generous aid from Messrs. W. H. Rawdon Smith, D. Shanks, A. Heath, and B. Moore, jun., in collecting gases at awkward times and places, &c., &c., and to Brown-Westhead, Moore & Co., Cauldon-place Works; Sherwin & Cotton, Eastwood Tile Works; Jas. Wilson & Sons, Park Works; S. Fielding & Co., Railway Pottery; and Blair & Co., Beaconsfield Pottery, for placing facilities for collecting flue gases.

OLD PERSIAN POTTERY.

First Notice.

(By our own Representative.)

WE were favoured by the Committee of the Burlington Fine Arts Club with an invitation to see the remarkable collection of "Faïence of Persia and the Nearer East" which is at present displayed in their gallery. The members of the Burlington Fine Arts Club are adepts in organising charming and unique summer exhibitions for the edification and pleasure of themselves and their friends, but for lovers of pottery it would be difficult to suggest a more interesting or a more instructive collection than these enthusiastic connoisseurs have secured for this season. When we wrote in last month's Gazette of the immense advantages to connoisseurs and experts of periodical exhibitions of loan collections of glass and pottery, we did not think we should so soon have such a striking testimony to the truth of our remark. We wrote of curious and unique examples of porcelain and pottery that are hidden away in old family mansions, and that never would be seen by the public if their owners did not occasionally lend them for exhibition for benevolent or other purposes. The Loan Exhibition now held at the Burlington Fine Arts Club is on a much higher plane than such exhibitions as we were then thinking of. It is safe to say there never has been such a representative collection of what is included in the term "Persian" ware, as this one, and it is equally certain that in no other country could amateurs have obtained the loan of such priceless, and in many cases unique, examples of ancient ceramic art. The interest of the Club in Persian Faïence is evidenced by the fact that out of twenty-seven contributors to the collection twenty are members of the club. One member, Mr. F. Du Cane-Godman, has lent nearly 200 choice pieces. Other contributors to the exhibition are well known to all interested in ceramics as possessors of famous private collections—though perhaps they were not previously known as members of the Burlington Fine Arts Club. This exclusive artistic fraternity does not court publicity, but they have conferred a favour on the public by inviting friends outside their charmed circle to inspect the beautiful examples of ancient Persian and cognate wares, some selected from their own treasures, and others lent for exhibition by kindred enthusiasts. The contributors include Professor A. H. Church, Mr. F. Dillon, Lord Justice Fletcher Moulton, Mr. Henry F. Pfungst, Sir W. H. Preece, Mr. C. H. Read, Mr. George Salting, and Mr. Henry Walter, amongst the members of the club, while rare examples have been lent by Señor G. J. de Osma, a famous Spanish authority on ceramics, Mr. Alex. Casella, Lord Dysart, Mr. Edward Stebbing, the Victoria and Albert Museum, and others. Those who love beautiful and rare pottery, and it is a healthy sign that their number is increasing year by year, should endeavour to visit this superb collection, which will be open for inspection at 17, Saville-row, W., until July 14. Admission is between the hours of 10 and 5, and on Sundays from 2 to 7 p.m., but is only conceded on presentation of a letter of invitation from the committee or from a member.

Twenty-two years ago an exhibition of Persian and Arab art was held in the gallery of the club, and there is ample justification for renewing the interest evoked by that collection. An elaborate catalogue of the present exhibits is in course of preparation, to be beautifully illustrated in colours, and to be published to subscribers. Mr. C. H. Read, custodian of British and Mediæval Antiquities at the British Museum, is contributing an instructive preface to the catalogue. Of the exhibition he says:—"It is hardly possible for the amateurs in any other country than our own to bring together so superb a series of these Oriental wares, as the gallery now contains." In the introduction to the previous catalogue, Mr. Henry Wallis regretted "that historical documents were almost entirely wanting, and that we could only depend on the objects themselves for their elucidation." Mr. Read says "no change has taken place in this respect in the last twenty years, but a great number of more or less casual explorations have furnished us with a greatly increased amount of material." In Persia, in Syria, and in Asia Minor quantities of fragmentary, or more or less perfect vases, some of them indubitably from the sites of factories, have added somewhat to the data of the subject. Eight or nine years ago, the French Government obtained from Persia the sole right of archæological exploration in that country, and some of the results of that monopoly can be seen in the Louvre. Those results do not justify such a monopoly and it is hoped that at the proper time representations may be made to the French and Persian Governments so as to admit English explorers on equal terms into Persia. There would then be a chance of obtaining facts for a history of Persian art, not only in the limited sense of this exhibition, but in its broader relation to the other civilisations of the ancient world.

Under the head of "Persian Pottery," for some time it has been found convenient to class all the many descriptions of pottery which were the productions of the Moslem races. In all this pottery, with the exception of that included under the head of Hispano-Moorish, there is great similarity in character of design and in method of execution, both of which were brought to the highest perfection under the Persians. The Persians of the 10th to the 17th century were masters of the decorative arts to a degree possessed probably by no other race or age, and excelled in pottery as in other handicrafts. Their enamels and glazes were applied with the greatest skill, their colours are brilliant yet harmonious, and the patterns painted on their pottery are designed with wonderful grace and freedom, always with a perfect sense of the right kind of ornament to use. All this is exemplified in the present collection, as we hope to show in our next notice.

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* Do not confuse soot with coal and ash dust.

Porcelain Table Ware to the value of £591,100, and weighing 1,482,100 kilos, was exported from the German Empire during the first three months of the present year.

THE GLASS AND CHINA TRADES IN CARLISLE.

(FROM OUR OWN CORRESPONDENT.)

CARLISLE is a city which presents many advantages for the maintenance of a prosperous trade in glass, china, and earthenware. Its population now numbers about 47,000. It possesses a cathedral and a castle, which form an attraction for visitors; and there is a great stream of railway traffic passing through the city, bringing numbers of commercial and uncommercial travellers, whose presence accounts for the relatively large number of hotels which Carlisle contains. There is also a comfortable and steadily employed working class element. There is a good class branch of trade for which glass and china of high quality are required, and there is a homelier branch for which "every-day goods," as they are termed, are wanted in very fair quantities. The two together form a trade desirable in character and volume which is carried on by the traders mentioned hereafter, and, possibly, by others who may keep some supplies of glass or pottery as part of the stocks of businesses devoted chiefly to the sale of other goods.

Castle-street, Carlisle, possesses more than the usual interest which attaches ordinarily to a central, main street of a city. It is a main street, and it has that particular interest which attaches to a street in which are located some of the principal business houses of a town. But the street has associations other than these, which possess interest to residents and visitors alike. Within a stone's throw of the street stands the castle. On the west side of it is the old cathedral. At a central point on the same side are the public library, reading room and museum. At the end of Castle-street, nearest to the heart of the city and on the south-west side, stands a glass and china shop and warehouse, known as Lochinvar House. The window is of a modern and ornamental kind, its appearance being artistic and striking. The establishment is carried on by the firm of NICHOLSON & CARTNER. The business was founded in East Tower-street in the year 1860 by Mr. John Nicholson and the late Mr. James Cartner, wholesale china and earthenware merchants. Mr. Robert Beattie Nicholson and Mr. Herbert Cartner, sons of the founders, became interested in the business, but the career of Herbert Cartner was, unhappily, cut short by an accident on the football field. Mr. Nicholson, sen., still lives, hale and hearty, and, though not in constant attendance at the warehouse, takes a warm and lively interest in the business. The work of direction now devolves entirely upon Mr. Robert Beattie Nicholson, who, however, has the valuable help of a staff of four young lady assistants, of whose services Mr. Nicholson speaks highly. The business for many years consisted chiefly in supplying vendors of china and earthenware, who at the



NICHOLSON & CARTNER, CARLISLE.

time used to travel over the North of England and sell such goods in town and country. An extensive trade, in the aggregate, was done by these travelling dealers. "We were solely in the wholesale, and I have seen from eight to nine carts waiting in one morning. There would have been a 'row' if I had not been there at eight o'clock," said Mr. Nicholson, when speaking of the trade done in those old days. But, he informed me, there had been a great change since then. "The hawking trade has gone," he said. "The sons and daughters of the old hawkers have all gone to Board schools. There are none of the real hawkers about who used to come and buy. I should think the cheap drapers' shops have spoiled the country trade. This is an agricultural district, and on Saturday, I should think, a couple of thousand farmers' wives come into the market and see the shop windows, and know the price of the stuff, and the hawkers cannot get more than the proper price of a thing. They used to get good prices for some things in those days. So we gave up the wholesale trade, and my father went out and left it to me, and we have gone in for a good class china trade." Since opening Lochinvar House Mr. Nicholson had made an agreeable discovery. "We never thought that so many visitors came to Carlisle," he said. "Right behind us here is the church where Sir Walter Scott was married. The house he lodged in and where he met the lady who became his wife is just opposite, and quite a number of travellers come simply to see these places. "Mr. Nicholson has, therefore, catered for the visitors as well as for residents. The stock of fine china and glass ware shown in the window was a real presentation of beauty. A very fine centre set, or piece, was formed of some charming table ware in blue, gold and flowers, the plates having their centres beautified with landscape and figure subjects. At each side of these objects were grouped sets of glass and china of the finest production; tea sets, trinket sets, fruit sets in china; and flower holders, "stalks" and vases, showing the most charming variety in form and tint in glass. In the shop evidences of tasteful selection and arrangement prevailed everywhere. On the right hand side were ranged a wealth of decorative and useful wares in china and other special pottery. On the left hand was the chief collection of glass. In the centre was a large stand, richly adorned with choice wares. White, blue and gold, green, polychrome, and a host of delicate shades of colour were noticeable among the stock. Of special interest to strangers was a large collection of crest-ware, articles which are readily purchased by many visitors. I was conducted through the spacious warehouse at the rear, and then through the extensive basement below the shop, Mr. Nicholson talking of trade affairs as we went. Two little points were made in the course of this converse, which, in justice to parties concerned, I must reproduce. Mr. Robert Beattie Nicholson is an ardent and expert photographer, his skill in the art, in some particulars, surpassing the usual professional standard. On the introduction of pictorial post-cards he threw himself very heartily into the production of photographic prints suitable for post-cards, and ransacked the country round to obtain pictures of its beauty spots and scenes of interest. Mr. Nicholson made an arrangement with a publishing house, and his photographic views have since been reproduced as the "Lochinvar Series" of North of England views by scores of thousands, and are now, owing to a special finish, the most popular pictorial post-cards obtainable in the neighbourhood of Carlisle. The next point related, in part, to the POTTERY GAZETTE. "I leave it" (the glass and china business) "to the four young ladies, and go about photographing. They read the POTTERY GAZETTE, and look forward to its coming each month. We all read the matter in it very carefully, because we are in the retail trade now, and there are a lot of useful hints in it," Mr. Nicholson said. At that instant one of the assistants entered the office where we were conversing. "Here!" Mr. Nicholson said playfully, addressing the girl. "I'm going to discontinue this POTTERY GAZETTE. What do you say about it?" The girl said nothing. Over her face came a look of mingled surprise and disappointment, which expressed her thoughts more eloquently than words could have done. "There you are! You see what they think of it," Mr. Nicholson said good humouredly. Then he showed me his photographs and post-cards—a wonderful collection; and therafter I bade him adieu and took my departure.

Extensive premises in Annetwell-street are held by JOHN LONG & SONS, who have an old established wholesale business in glass and pottery. This business is a product of the old distributing system, under which the North Country was scoured by traders possessing a horse or pony and cart each, who sold pottery to the residents in towns through which they passed, or at farmhouses or cottages by country roadsides. A large part of the business done by Long & Sons has been to supply these travelling merchants with the goods required by them for their country rounds. The business was founded by a wholesale dealer of the name of Armstrong, who carried it on at a warehouse in Shaddon-gate. In 1867 the late Mr. John Long purchased the business from its then proprietor, and its operations were much extended. In addition to supplying the travelling dealers with goods, a connection was worked up with many shops in the south of Scotland, and in Cumberland Westmoreland. Owing to the continued expansion of the trade, the premises in Annetwell-street were built by Mr. Long in 1878, and the business was then transferred to them. Mr. John Long lived to see it installed in its new quarters. He died in 1887, leaving the business in the hands of his sons, George and John Henry, by whom it has since been carried on. Mr. George Long, the eldest of the two brothers, has for some years been a prominent public man in Carlisle, and a member of the City Council since 1897. On the occasion of my visit he received me most affably, and invited me to view the warehouse, and himself conducted me through it. I found the premises to consist mainly of an extensive front building, three stories high; the whole having been specially planned for the requirements of the business. The ground floor area formed a spacious sale-room, in which a large stock of toilet sets and table ware was advantageously stored. On each of the upper floors I found a single large room fitted with shelves along the side walls, and having a large double rack, extending the full height and nearly the full length of the room, in the centre. Each room was well lighted by windows at each end, and ample space for moving about had been provided. In these upper rooms, practically all kinds of household glass and china ware met my gaze. On one hand was a very large collection of toilet sets, showing a delightful variety of form and colour. Just beyond, was a fine display of dinner services, and on other of the lower racks was a numerous collection of tea sets, the display affording evidence of the extent to which art in conception, form and colour, now enters into the designing, moulding and decorating of tea-cups and saucers. At one side of the room on the first floor, the racks were devoted to a very numerous collection of tea pots, in great variety. Here, also, an assortment of vases. In the uppermost room, I viewed extensive collections of vases, glass, bottles and other goods. As Mr. Long conducted me leisurely through the premises, he talked cheerfully of the trade. "There is a carriage question, which I think wants ventilating," he said, as we walked on, "that is, the question of the charges for the carriage of goods coming from abroad. Glass coming

from abroad, direct from a port, comes for a less freight than if it were sent from a warehouse in London. That seems to me detrimental to the home trade. Suppose that we were getting a case of this from France,'' Mr. Long pointed to a stock of glass, '' and it was delivered to an agent in London and he kept it for us in his warehouse for a week, we should have a bigger rate to pay for it than if we had got it direct from the dock. It gives a preferential rate to the foreigner over the home agent or trader. Most of our foreign goods are delivered '' free Carlisle,'' and '' free case.'' That is one point which has been a terrible bone of contention, in the Staffordshire potteries. The higher the class of the house, the worse they are for charges. All these things come in a case, absolutely free, at two-and-a-half in one month,'' Mr. Long added, as he pointed to goods on one of the racks near us. You know exactly what you are doing with it. Of course, you have got to buy these foreign goods by cases, which you don't have to do in England, but the other advantage far outweighs any you have in the English ones.'' Mr. Long's remarks suggested tariff reform, and I put a question bearing on this. '' I am a strong free-trader, and have been all my life, because I believe it is for the benefit of the majority,'' said Mr. Long. '' I have no doubt a tariff might be of some use to certain manufacturers, but it would be at the expense of the people who use the goods. That is the view I have always taken. I know from the amount of stuff we buy here from France and Germany, if there was a tariff on it, the people would have to pay. Ever since we have been in the trade, our aim has been to give the best quality of goods at a reasonable price. For good, every-day use it is most satisfactory to buy good class ware.'' Mr. Long added as we again reached the ground floor. After a further look at the varied stock in this main business department, I thanked Mr. Long, and then left the premises to pursue my journey.

Bank-street, Carlisle, is one of the principal shopping thoroughfares of the city, and its business men have long enjoyed some of the best patronage which the city has had to bestow. The stamp of quiet, comfortable, well-to-do dignity is on the street and its places of business, and residents view the street as a standing study in Carlisle's shopkeeping at its best. No. 47, in the street is a glass and china warehouse every feature of which well comports with the description given. It is carried on by Mr. J. Hodgson. For many years it was conducted by two sisters, the Misses A. and E. Hogg, who enjoyed an excellent connection with well-to-do families of the city and district. Mr. Hodgson succeeded these ladies in the business, and has carried it on since. A trade of a highly desirable kind, continues to be done, crest ware being one of the more popular lines among the newer goods. I had a pleasant interview with Mr. Hodgson, and we talked of different trade themes. Business at the time, was, he said, '' rather flat,'' but seeing that the weather for about a dozen hours had been ringing its changes over the district, and had treated it to samples of hail, rain, wind, and snow, and snow, wind, rain, and hail again *ad lib.*, I was not surprised that an establishment in Bank-street, should just then have found things '' rather flat.'' The business at No. 47 was, however, much too well established to be discomposed by any such vagaries of north country weather, as were just then keeping self-respecting Carlisle in-doors at the fireside.

An old established business which comprises two depôts, one in London-road, the other in Peter-street, Carlisle, is carried on under the name of Richard Gate. The business was founded by the late Mr. Richard Gate, and since his decease, some eleven years ago, has been carried on by Mrs. Gate, with the assistance of her two sons, Herbert and Fred. I visited both of the depots, and interviewed the principals. At the London-road house, I found a very full stock of glass, china and earthenware, of the more useful table and toilet sorts, with a fair intermingling of popular ornamental wares. Here I found Mr. Fred Gate in charge, and had a short talk with him. The Peter-street depot was more extensive and more of the '' warehouse '' order. Here also, I viewed a large stock of general china and earthenware of the useful household class. Mr. Herbert Gate was in attendance, and conversed with me on subjects relating to the trade. '' It is close on twenty-three years since my father started here,'' he said. '' He was with the Nicholsons', but those Nicholsons' are away in America. When they gave up, he started in a little warehouse down the lane.'' We spoke of the trade questions of the hour. One of these, is, of course, the rise in the price of materials, and the inevitable rise in the price of manufactured goods. '' Glass has advanced. Everything is going up,'' said Mr. Gate. This made it of great importance that there should be no wastage, and one source of wastage was breakage. '' I do not think the railway companies are particular enough,'' Mr. Gate said, in reference to this. '' We have had a lot of stuff lately, that has been broken in transit. The foreigners have a different style of packing goods. I have seen very large cases, four-and-a-half feet deep, that have not had a single vase smashed.'' Next came the old question of '' cutting '' prices. '' There is a good deal of ' cutting ' done up here,'' said Mr. Gate. He believed it to be largely due to the trade in '' crate stuff,'' to the ease with which anyone, practically, could get a nominally cheap crateful of crockery and start as a glass and china dealer. '' They buy a crate and then find the stuff is not going to sell, so they say, ' Oh ! we will get shut of this,' and it is sold anyhow, and affects the trade.''

Two glass and china depots, one in Botchergate, the other in Scotch-street, are held by J. L. Hayton & Son. The Botchergate premises include a large shop, having an imposing double front, the shop extending far backward, and affording storage room for a large collection of goods. Here I viewed useful and ornamental glass and china ware in great variety, a special feature appearing to be made of art-glass and pottery ware of the now popular kinds. I was glad to find that business was in satisfactory progress, though this deprived me of the conversation which I had hoped to have with Mr. Hayton. On visiting the depot in Scotch-street, I also found business in active progress, it being the last week of a special sale, which had enlivened trade considerably.

Also in Scotch-street is an establishment under the well-known name of W. Marshall, at which a glass and china business has been carried on for some forty years. Here, again, I had not the pleasure of meeting the proprietor. A comprehensive stock of goods for general household use, with a fair proportion of vases, and wares of a more artistic kind, occupied the shelves and the window area of the shop at the date of my visit.

The premises 32-34, Warwick-road, Carlisle, are carried on by Mr. George Gate, as a glass and pottery warehouse. A varied stock greeted me within the premises, and a very tasteful display of new toilet sets, tea sets and ornamental goods, was being made in the windows. Mr. Gate spoke of trade as being inactive, but with weather such as had prevailed all through the day, it could hardly have been otherwise. He also spoke of the extent to which the selling of glass and pottery had been taken up by drapers in the city and district. There was no doubt, he said, that this had done the older trade a good deal of harm.

In Carlisle, as in most towns in the North, there has, of late years, been a slow but continuous combining of the glass and china trade with other trades such as the furniture trade, the co-operative stores trade and the trades in curios.

These different combinations are represented by a select stock of china and pottery ware mainly of the ornamental or highly decorated glass, which form part of the general stock of a large furnishing establishment carried on under the name of ROBERT LITTLE, in Castle-street. Toilet sets, vases, and other ornamental articles were displayed with great taste, among many items of high-class furniture at the time of my visit to the premises.

Review.

Glass. By Edward Dillon, M.A. (London: Methuen & Co. 25s. net.)

THIS is the fifteenth volume of the sumptuous "Connoisseurs' Library," now being published by Messrs. Methuen & Co., to consist of twenty volumes—all books on art. Mr. Dillon's book is a creditable addition to the useful series which stands so high in the estimation of readers who are noted for their good taste. "Glass" will enhance the reputation of this very select group of works on art, which the publishers are issuing under the care of Mr. Cyril Davenport, of the British Museum, who is the general editor of the series. Mr. Dillon has already contributed a volume to the series—a monograph on porcelain, which was very well received.

Even to those who are not concerned either in its production or distribution glass is one of the most interesting manufactured articles we have. It is probably not nearly so old as pottery; nevertheless, the date of the first manufacture of glass is too remote to be identified with any certainty now. There is good reason to believe that glass has been truly invented by different persons at long distant periods. The ancients had their versions as to how and where it was discovered, but they assigned its discovery to a date long remote even from them. Those who know most about the history of glass smile at Pliny's little fable of the Phœnician merchants landing on some foreign shore and using lumps of carbonate of soda they found there to support their cooking utensils. The heat of their fire melted the natron, which vitrified the sand on which it fell, and the discovery of glass is said to have followed. A very similar story, though of much later date, is told of Moll Yates, a Staffordshire lass who, when making a lye for pickling pork was so occupied with her sweetheart that the liquid boiled away, and Moll was frightened to find the pot empty—but it was glazed inside, and thus she discovered salt glaze. However, Mr. Dillon does not indulge in either fable or romance, and perhaps I should not have mentioned them in connection with his serious and artistic book. As to the origin of glass Mr. Dillon refers us to Mr. Hartshorne's book on "Old English Glass," where we have the story of our native glass from the documentary side. The author says that, apart from the introductory chapters of that work, he knows of no attempt in recent years to give a general account of the history of glass as viewed from the artistic side. But, he adds, "We have at hand in the British Museum a collection of glass that has no rival elsewhere; only second to it is the collection at South Kensington. It is in these collections that the history of glass must be studied."

The present work is not written for manufacturers, but it will interest them all the same. It is an art history, so that with methods of manufacture and practical uses the author is only concerned so far as they may influence or help to explain points of artistic interest. The various periods in the history of glass manufacture are indicated, and the work is beautifully illustrated with examples of these periods. It is a matter of surprise that the originals of these illustrations have been handed down intact from such distant ages, notwithstanding their fragile nature. Examples are given of glass manufacture in ancient Egypt, in Byzantum, and in Britain in the time of the Romans; but the author avowedly excludes the application of glass to windows and mosaic work. He devotes his attention to "hollow ware," in other words, to vessels of glass. Though the material basis is the same, both the artist who works in mosaic and the designer of stained windows are concerned, each in his department, with artistic problems only incidentally connected with the material in which they work. The author expresses, what many of us have felt, "regret that there is no English word which not only clearly connotes the class of objects with which he deals in this book, but which at the same time distinctly comprises nothing beyond." "Glass" is far too comprehensive a term. When we speak of the beautifully painted windows in our cathedrals, the panes in our kitchen windows, the finest hand-made Stourbridge wines in the dining-rooms of the wealthy, or a penny salt in the home of the poor, we say "they are glass." It is the restricted and somewhat artificial sense of the word that the author accepts in this work. Bearing this distinction in mind he proceeds, on historical lines and others, to describe the primitive glass of the Egyptians and the famous blue they used in decoration; he deals with the glass of the Mycenæan age (little vases and beads of which many may be seen at the British Museum), and passes on to the later Greek glass, and thence to the blown glass, the enamelled glass and the sculptured glass of the Romans. Readers of the GAZETTE, who are either manufacturers or dealers in glass will probably find this the most interesting part of the work. It appears from Mr. Dillon's survey that the art of glass-making was the one Roman art that was not dominated, or even influenced to any extent, by Greek traditions. After dealing with the vases and lamps of the Byzantines, and the beads found in the Rhine valley, we are brought down to the glass drinking cups found in Anglo-Saxon graves. The author touches upon the numerous kinds of glass met with, and the literature in which the technical processes of their manufacture are described. The romantic story of Venetian glass has often been told, but the author is, we think, somewhat prejudiced against the Italian white glass. "The bulk of it was probably made for foreign markets, for the dull northern barbarian, whose attention had to be caught by something new and extravagant." This is certainly not complimentary language, but we regret to find later on that Mr. Dillon does not think much better of English glass. He has no word of admiration for our productions at the close of the eighteenth century—with the exception of the heavy cut pieces. He does not devote much space to English glass, but quite enough to displease those who think that British hand-made glass is amongst the world's best productions. No doubt the author's expressed views are based on technical conclusions which many of his readers will not be able to draw for themselves, but it is certain his treatment of modern English glass will not meet with approval from the majority who will have read the earlier chapters of his work with pleasure. Mr. Dillon has scholarly attainments, and the present work is a valuable contribution to the history of glass. But this only makes his want of appreciation of modern English glass the more regrettable. We do not complain that he has said so little about it, but regret that he has no word of commendation for it. We do not find fault with his eulogy of Tiffany, Emile Gallé and Henri Gros, but have there been no British glass workers worthy of mention? (By the way, Emile Gallé died in September, 1904, yet the author speaks of him as living and working at the date he wrote.) We congratulate the publishers upon this acquisition to the "Connoisseurs' Library," and are sure it will be received with warm appreciation by their subscribers.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR APRIL, 1907.

	Quantities. Month ended April.		Four Months ended April.		Value. Month ended April.		Four Months ended April.	
China or Porcelain, and Earthenware.	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany .....cwts.	4,294	7,077	19,729	21,336	£7,349	£6,410	£24,655	£23,793
„ France ..... „	2,651	3,518	14,600	17,324	4,818	5,188	20,072	22,226
„ United States of America ..... „	40,263	43,112	150,781	165,893	46,594	51,648	185,961	196,275
„ Brazil ..... „	17,453	12,825	54,865	65,569	11,297	12,595	38,585	48,590
„ Argentine Republic ..... „	14,314	43,446	130,540	136,464	8,956	17,295	58,033	67,464
„ British South Africa ..... „	13,073	13,713	93,470	50,323	8,153	8,668	46,072	31,294
„ British East Indies..... „	24,418	27,755	101,537	123,509	12,447	12,826	52,331	56,918
„ Australia ..... „	8,229	16,652	41,540	65,912	10,122	20,403	51,404	74,519
„ New Zealand ..... „	3,386	7,685	16,197	27,857	4,292	10,327	21,073	37,295
„ Canada ..... „	22,864	26,430	64,461	87,065	20,916	25,898	65,135	87,413
„ Other Countries ..... „	74,358	69,934	286,669	283,393	40,888	45,427	171,075	184,366
Made up as follows:								
Porcelain, Chinaware, and Parian .. „	1,810	1,574	8,859	6,289	12,554	16,322	52,867	56,058
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	99,127	129,889	406,269	494,147	123,324	160,690	508,018	614,051
Jet, Rock'm, and Glazed Terra-cotta „	97	22	506	81	163	20	969	149
Red, Stone, Brown and Yellow Ware „	110,379	129,113	508,906	496,758	21,060	25,045	102,919	100,024
Other Sorts (including Electrical and Chemical Ware) ..... „	13,890	11,549	49,849	47,370	18,731	14,608	69,623	59,871
Glass.								
To British South Africa.....value £	—	—	—	—	4,972	4,159	33,903	20,447
„ Other Countries ..... „	—	—	—	—	74,138	107,244	353,205	401,770
Made up as follows:								
Plate Glass .....cwts.	9,063	12,404	41,973	47,465	13,712	20,806	63,919	76,216
Flint Glass ..... „	3,952	5,175	18,178	23,172	12,902	16,295	60,795	67,199
Glass Bottles .....gross	54,913	72,588	233,421	270,263	34,120	45,969	147,320	172,042
Glass Manufactures, other sorts....cwts.	19,864	33,361	128,319	130,645	18,376	28,333	115,074	106,760

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR APRIL.

	Quantities				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian..cwts.	3,377	3,473	15,681	15,473	£17,302	£17,352	£75,080	£77,658
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	30,823	30,490	108,446	106,321	58,949	62,449	203,909	205,347
Jet, Rock'm, and Glazed Terra-cotta „	1,742	—	3,735	26	536	—	1.182	59
Red, Stone, Brown and Yellow Ware „	3,871	7,462	12,802	17,120	766	1,404	3,039	3,511
Other sorts (including Electrical and Chemical Ware) ..... „	1.788	1,580	7,319	7,636	2,534	1,886	10,323	10,308
Window and German Sheet Glass „	126,515	105,128	500,849	443,523	69,905	57,990	281,773	247,656
Plate Glass ..... „	23,140	43,249	123,754	155,270	30,320	52,811	161,152	193,432
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass „	67,481	62,046	270,337	250,942	109,924	92,356	448,173	368.227
Glass Bottles.....gross	115,154	150,997	496,237	515,384	49,610	63,859	207,579	212.979
Glass Manufactures, other sorts....cwts.	2,628	1,369	16,823	4,188	4,132	1,847	22,858	5,207

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR APRIL.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian ...cwts.	1,324	1,346	6,834	6,308	£5,438	£5,974	£28,475	£28,268
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) „	302	965	2,344	4,479	688	2,103	5,509	8,188
Jet, Rock'm, and Glazed Terra-cotta „	—	7	17	15	—	17	68	42
Red, Stone, Brown and Yellow Ware „	45	—	405	97	65	—	855	21
Other sorts (including Electrical and Chemical Ware) ..... „	—	5	15	20	—	16	209	31
Window and German Sheet Glass „	824	284	6,701	2,301	452	190	3,519	1,163
Plate Glass ..... „	310	1,364	1,290	2,830	353	1,487	1,989	3,007
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass „	541	507	9,176	2,224	934	1,083	18,606	4,838
Glass Bottles .....gross	1,281	3,622	8,226	13,294	873	2,407	4,529	7,463
Glass Manufactures of other sorts ..cwts	316	586	1,944	2,948	798	1,502	5,028	6,174

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Mar. 27 to April 24, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 April 24, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	405	614	1,974	2,282
,, New York	570	374	2,299	1,761
,, Baltimore	1411	927	6,247	4,361
,, Philadelphia	280	122	811	526
,, New Orleans	765	323	2,782	1,259
,, Newport News	42	31	336	391
,, San Francisco	12	92	146	340
,, Portland, Me.	601	89	3,006	341
,, Galveston	182	95	492	320
,, Portland, Or.	—	73	20	487
,, Inland Points	22	1,151	139	4,459
Total	4,290	3,891	18,252	16,527

SOME CHINA SHOPS IN DEVON AND CORNWALL.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Concluded from page* 582.)

FALMOUTH.

FALMOUTH is an exceedingly interesting place for visitors; there is so much to be seen and to be enjoyed. Even a business visit such as mine was, is enjoyable, with the one drawback that the mere commercial man must leave it all too soon. Falmouth is said to be "the first port of call in the English Channel." I did not approach it that way. In my case it was nearly my last port of call on my journey to Penzance by the Great Western Railway. The scenery all round is very picturesque and there are some grand sea-views from different points—though not from the particular streets in which I spent most of my time while in the town. As a place of residents for invalids, Falmouth must be hard to beat. According to a statement published by the Corporation, Falmouth has a delightfully warm climate in winter and pure air and cool, refreshing breezes in summer. In months when the Midlands and the North are severely cold, "Falmouth has an equable climate," while in summer, when other places are unbearably hot, Falmouth is said to be "the coolest spot in England." I quote from an official handbook published for the Corporation for private circulation, a copy of which was kindly given me by the Librarian of the Free Library, where I called to obtain some information. I may say that my own short experience goes to confirm this report, for I spent a warm and pleasant day there during the first week in March. That is so recent that my readers may remember what the weather was like in other parts of the country that week.

Best & Co., 1 and 2, Killigrew-street, Falmouth, have one of the oldest businesses in the town. It has for some time been in the hands of Mr. J. P. Denyer, whose wife was a Miss Best, so that practically the business has remained in the same family for nearly 50 years. Mr. Denyer showed me round the premises. It is a high-class shop, and samples of the best goods in household china, earthenware, and glass are shown, together with an assortment of good medium-class lines. There is rather a large display of fancy pieces, but this is natural, since the shop is not limited exclusively to glass and china. It is really what ladies call a "fancy" shop, a leading feature of which is art needlework, with all the materials used in connection with it—such as wools and silks, and the other requisites for working. There is a splendid show of useful pottery, but the fancy pieces shown harmonise with the art needlework, stationery, and toilet requisites in the other department. With local pride, a good display is made of Devon art pottery in grotesque and quaint shapes, with figures, mottoes, &c. The presence of the other goods does not in the least detract from the excellent display of china, earthenware, and glass. Visitors form no inconsiderable portion of Messrs. Best's customers, and so there is a special show-room for goods suitable for presents. These include toys, dolls, and games for the little ones, bags, dressing-cases, purses, and fancy goods of all kinds. Best & Co. make a feature of providing a number of lines expressly for souvenirs—a fact which makes their shop particularly interesting to visitors. They are sole agents for Goss china, and keep arms of Falmouth, Penryn, St. Mawes, Cornwall County, &c., always in stock. Best's is one of the largest and most complete stores in the town.

Cox's Bazaar, 12, Arwenack-street, is not a regular glass and china shop, yet they stock sufficient china and glass to warrant their inclusion here. They have an excellent variety of view, arms, and present ware in china, and a good assortment of Bohemian glass. I noticed very little British pottery and glass in their stock, which includes a variety of pearl and alabaster goods. The title they give their business—"Cox's Bazaar"—is appropriate to the very miscellaneous assortment of useful and fancy presents shown in Cornish serpentine, pictorial postcards, and toys of all kinds.

Mr. W. Born, 18, Arwenack-street, has a good stock of useful and ornamental china and glass. Mr. Born was not in at the time of my visit, and I was not able to call again.

"Burton's Ready Money Stores," 19, Church-street, is at once the largest and the oldest glass and china business in Falmouth. It was founded by Mr. John Burton, and is now controlled by his son. Mr. Burton keeps a very heavy stock, and it includes useful and ornamental goods suited to all classes of buyers; but he seems to cater more particularly for the good medium class buyer. The experience of Falmouth is that of many other towns—people who were once rather particular in having good china and earthenware to-day think more of the price than the quality. Mr. Burton says the public will not pay a reasonable price for really good things. This determination to buy the cheaper article, in spite of the knowledge that it is not so good, seems universal. I was sorry to hear Mr. Burton speak with such little hope for the future of our trades. He evidently understands how to buy pottery and glass as well as any man, and he has had a good experience in selling them. He has a splendid stock and a good shop in one of the best throughfares, so I can only suppose there must have been an unusual depression to cause him to describe the state of trade as he did. A look round his

stock was sufficient to indicate that he thoroughly understands his business, and that is an important matter in our trades. Mr. Burton has a really fine stock for customers to select from. No one need complain of want of variety in the goods shown. In toilet ware, dinner ware, tea and breakfast ware, and in fancy lines there are the most up-to-date productions of some of the best manufacturers. The name of Burton stands for a great deal in connection with pottery and glass in Falmouth. and from my brief interview with the present proprietor of "Burton's Stores" in Church-street I am sure he is well able to maintain the reputation attaching to his name.

An Interesting Collection.—No visitor to Falmouth—whether Royal, clerical, literary, military, municipal, commercial, or merely human—leaves the town without inspecting Mr. John Burton's "Old Curiosity Shop." Under ordinary circumstances, while I should certainly have seen this remarkable collection for my own gratification, I should not have included an account of it in this report of my visits to the china shops of Devon and Cornwall. But the circumstances are not ordinary, and I am sure our readers will like to hear something of what a glass and china dealer has accomplished in the pursuit of what was at first merely a hobby. I had already seen Burton's "Old Curiosity Shop," but I went over it with even greater interest than I did before. Mr. Burton is a dealer in curiosities now, and not merely a collector of them. He buys and sells yearly more extraordinary curios than can be found in any one museum in this or any other country, with perhaps the single exception of the British Museum. I found him in his shop and had an instructive interview with him. He walked with me through the rooms on the ground floor, but left me to wander at will through the four floors above, every room on which is as full as it can possibly be, the whole forming the most heterogeneous, gruesome, and quaint collection ever found under one roof. I found Mr. Burton in his office on the conclusion of my inspection, and he favoured me with some particulars of himself and the wonderful development of his hobby. He commenced collecting while carrying on his glass and china business, and in conjunction with it, but finding he had natural aptitude for the curious and the uncommon, he developed it, and soon turned what had been his amusement into a very serious (and I venture to say a very profitable) business. My impression was that he had succeeded to, or had acquired by purchase, an old established collection of curiosities and antiques; but he assured me that every article then on the premises, and many thousands of others that had been sold, had been purchased by himself alone. He has at present tens of thousands of articles in stock, and the value of them must be many thousands of pounds; and it seems almost incredible that the energy, skill, and judgment of one man could have acquired such an enormous and varied collection in the forty years Mr. Burton has devoted to it. He began by collecting old pottery, and gradually became a regular dealer in antique china. I remarked that the purchase of antique china and pottery was about the most risky business in which the inexperienced could engage. Mr. Burton smiled and said, "And well I know it. I have had considerable experience in it now, and have paid for it." In his front windows I noticed some magnificent Satsuma and Nankin vases between five and six feet high, surrounded by such "objects of interest" as rare Chinese gods, Burmese idols, African fetishes, second-hand books, a man trap, and an alligator. In the rooms upstairs there are carved ivory ornaments, busts, and graceful vases; arms taken from savages in all parts of the world. There is an ebony cupboard, exquisitely carved, and full of cream and gold coloured pottery from Satsuma. There are ivory tusks carved by natives of West Africa, swords in ivory sheaths from Corea, bottled snakes, and an immense quantity of Corean ware. Of course, I had an eye for pottery wherever I saw any, and it was strange to find old Toby jugs, old Wedgwood basalt, along with prayer rugs from Persia, Cantonese bowls, olld Rouen ware, and Yokohama vases. There are good specimens of Turkish pottery ware, in dull red, yellow and brown hues. In the room upstairs there are war weapons from, I should think, every savage tribe in the world, and idols from every heathen country. In the "African Room" there is a notice: "Visitors are requested not to touch the weapons or idols, as many of them are poisoned." There is a letter from Cairo in the handwriting of H. M. Stanley. There is also an autograph letter from Lord Wolseley and his photograph, and what is said to be a piece of the Duke of Wellington's coffin. Mr. Burton has the cards and signatures of scores of Royalties and notabilities who have visted his famous shop. In one room he has these cards displayed on the wall. On one of them the manager of Bostock & Wombell's show has written, "I wish Mr. Burton would let me take this show round the country." Professor Dewar, of the British Museum. after visiting the show and making some purchases, said, "I have been all over the world in eighty minutes." Mr. Burton is a typical John Bull, ruddy and hearty in appearance and genial in disposition. He is highly respected in Falmouth, and takes an active interest in municipal affairs. During my visit to Falmouth I was told of an interesting incident in his life, which is worth recording. It will be remembered that some years ago the captain and three of the crew of a vessel which foundered at sea, after drifting helplessly in a small boat for some weeks, were picked up by a vessel in mid-ocean and landed at Falmouth. They went to the police office and confessed that, under stress of starvation, they had killed their boy Parker (who, they averred, was on the point of death from exhaustion) and had eaten his flesh. Of course they were charged with murder, and were committed to the Assizes for trial. When application was made that the captain should be liberated on bail, a very heavy amount was fixed, and he was unable to obtain it till Mr. John Burton voluntarily tendered himself as surety, and the captain was set at liberty. It will be remembered that the men were all sentenced to death, but the sentence was speedily reduced to one of six months' imprisonment. On the termination of that sentence they and their friends presented Mr. Burton with a gold snuff box, with an inscription expressing their gratitude for his practical sympathy. Mr. Burton owns the freehold of the glass and china shop in Church-street managed by his son: but that business, important as it is, is altogether eclipsed by "The Old Curiosity Shop."

[Since the above was written we have heard with regret the news of the death of Mr. Burton, at the age of 68 years, which occurred on May 28.—EDS. P.G.]

PENZANCE.

First impressions of Penzance are not favourable. I was there on business, but I confess that after I had been there an hour or two I mentally decided that it was not the place I should think of going to for pleasure. However, I soon changed my mind, and before I left the town on the following day I was charmed with the sea and the landscape, and began to feel invigorated by the air and the breezes. Unfortunately, as soon as these began to exert their beneficial effect on my system, I had to cut short the treatment by commencing my return to London. As a town Nature has done more for Penzance than art, but there are indications that structural improvements have for some time been in progress, and that shortly the residential portions of the town, at any rate, will resemble other health resorts. It has frequently been visited by Royalties, and Queen

Victoria made several references to it in her Journal. The town is situated in such an isolated part of the Kingdom that it is not so well known or appreciated as it deserves to be. I was not in it long enough to ascertain much about it as a place of business. The population of the town is not quite 12,000; but the visitors, both in winter and summer, considerably increase the number permanently residing there. The shopkeepers, therefore, have an extensive clientage in the town itself, besides having to cater for the inhabitants of the outlying districts. Market day is an important institution here, as it is in all the larger towns in Devon and Cornwall. Though motor services are established with Land's End and St. Just, there are still many districts that have no rail communication with Penzance. The inhabitants, therefore, have to come to the market for their supplies, or to depend upon the tradesmen who periodically visit them.

Mr. W. Jarvis, West of England Pottery Galleries, has the finest shop in Penzance. But even this eulogy does not do full justice to the really splendid premises which are more correctly described as "Pottery Galleries" than as a shop. Externally and internally the premises have an imposing appearance. The very situation of the building adds to this. It is one of a row built on a terrace considerably higher than the level of the street. There is a broad promenade in front of the shops, which slopes to the street at each end. (This would be the causeway if it was on the street level). Mr. Jarvis's premises have four floors above the ground floor, so that when looked at from the opposite side of the street they form a noble pile. They were built by Mr. Jarvis expressly for the business, so that the convenience of customers and the effective display of the goods are considered all through. I saw Mr. Jarvis for a few minutes only. He kindly accompanied me round the various floors, even to the top one; but as he was on the point of leaving he could not spare time to give me the particulars of his remarkable business I was anxious to obtain. All the floors are lofty and fitted in the most convenient manner. There is a long oval opening from the ground floor to the top. There are showrooms on each of the upper floors in which goods are arranged round these openings with considerable artistic effect. Each floor represents certain grades of goods, while the task of selection is further facilitated by the manner in which the goods are shown. Mr. Jarvis made this huge business, and has acquired a reputation for painstaking attention to the wishes of his customers that any dealer would be proud of. The very best of British porcelain and glass, and the best Continental goods also, are found in this large stock. Mr. Jarvis includes amongst his customers some of the best county families in the neighbourhood, and he is able to offer them as choice a variety of high class goods as they could desire. His stock, of course, includes a larger assortment of medium class goods, the demand for which is the most brisk on market day. In a wide thoroughfare, very near these Pottery Galleries, the market omnibuses and other conveyances from the outlying districts are ranged in line while their passengers are making their purchases, or selling their produce, as the case may be. In distant distributing centres like Penzance the question of carriage is a most serious one to dealers in our industries. The advantages of having the option of receiving goods by water are well illustrated here. The carriage by water from Bristol to Penzance is 42s. per ton for both earthenware and china; while the rail carriage on earthenware is 48s. per ton, and on china 55s. per ton. Penzance abounds in historical associations. It has been the scene of many stirring events of national importance and the birthplace of many famous characters; but this is not the place to write about them. I may, however, be permitted to mention that Sir Humphry Davy, the inventor of the Davy Safety Lamp, used by miners in explosive mines, is said to have been born in a house which stood on the site now occupied by Mr. Jarvis's West of England Pottery Galleries.

Cole's Household Stores, 13, Causewayhead, Penzance, is one of those combination general-utility businesses of which regular glass and china dealers do not approve, but which seem to be growing in favour with the public. The business appears to be controlled by two brothers, the elder of whom was away in the Potteries at the time of my visit. The other brother, with whom I had an interview, is energetic and businesslike. They make a good show of medium class and cheap china, glass and earthenware for domestic purposes. The tea and dinner ware has been selected with judgment, both patterns and shapes being attractive but not gaudy. They sell hardware of all useful kinds, bedsteads and bedding, and many useful domestic requisites not included under either of those headings. The housewife, looking round this very miscellaneous stock, will see almost every little oddment she happens to want. If she does not happen to see any particular thing she is in need of, the probability is that if she asks for it it will be immediately produced from somewhere. I am speaking from experience. I had broken my rug strap that morning, and while waiting for Mr. Cole I looked all round the store, thinking I might be able to purchase one there. However, I did not see one, and so, on leaving, I asked Mr. Cole where I could buy one. "Why, here," he replied, and in a couple of minutes he had sold me exactly what I wanted. I understand they have not been in the pottery business long, but they are giving their close attention to it, and bid fair to do a good trade in china and glass, although (perhaps because) they sell other useful things as well.

Mr. Walter H. Eva, Queen-street, Penzance, has very large furniture stores, with a pottery department. The factory and warehouse is in Queen-street, but the office is in Clarence-street. I called at Queen-street, attracted by some flower vases and toilet ware in one of the windows on the first floor. Mr. Eva was not there, but the gentleman I saw was well up in our trades, having had considerable experience in a London house. The pottery I saw was such as is usually handled by furniture houses, namely, toilet sets, pedestals and pots, and flower vases. I understand they are adding other lines in pottery and glass. They do a wholesale as well as a retail trade in furniture, and do business for cash only. The average glass and china dealer would stand a much better chance if all his customers would do business with him on those terms. The public are fond of extolling the advantages of "dealing at the stores." They could have the same advantages and, perhaps, even greater ones, if they would always pay cash at the china shops, as they are obliged to do at the stores. That business on a cash basis can be done has been proved by Mr. Eva, whose trade has considerably increased since he adopted that system.

Old China at Christie's.—Some rare china sold well on May 14. A Chelsea bowl, cover and stand, painted with flying birds in panels, made 190 gs. (Wills); an old Worcester tea service, decorated with fruit and flowers, 100 gs. (Mallett); a Chelsea oviform vase, ornamented with Chinese figures, 145 gs. (Mallett); another Worcester tea service, 155 gs. (Wills); a Worcester oviform vase and cover, painted with exotic birds, 150 gs. (Wills); and a superb bowl of old Worcester, having the square mark, and finely painted with exotic birds in landscapes in three panels, 140 gs. (A. Amor).

No one can buy of you unless he knows
What you have got to sell—by window shows
Shopmen attract the public's eager eyes—
This journal is your window—advertise!

THE GLASS AND POTTERY TRADE OF PRESTON.

(FROM OUR OWN CORRESPONDENT.)

PRESTON is one of the many prosperous, pleasant, and exhilarating towns in North-West Lancashire. Its main streets are broad and clean, and its shops look bright and smart. Its public buildings form an imposing group of which any town might be proud. Its industries—cotton-working, engineering, and tram-car building—have been very prosperous for some years, and its population has grown to about a hundred and twenty thousand. In the past Preston has been a very good town for the glass and china trades. It has numbered among its residents, members of these trades who have shared its fortunes and its rates and charges, and who, as a class, have prospered. But it has had an institution which has been a constant source of perplexity to the resident glass and china merchants of the town. This is an ancient Pot Fair, or rather, series of Pot Fairs, for three of them are held in the course of the year. Of the resident merchants and their trade, and of the three fairs and what is done at them, something may be gathered from the following notes taken during a recent visit.

An establishment which contributes no little to the fine appearance of Fishergate, Preston, is carried on under



Photo by A. Winter, Preston.

MR. J. HOWORTH.

the style of GIBSON & HOWORTH. The business dates from 1846, and enjoys an exceptionally large and desirable connection, requiring for its ordinary purposes a large and comprehensive stock of goods. This stock is accommodated in a warehouse of large capacity, containing many rooms, which stands at the rear of the main shop. On entering the show-room on the ground floor, a visitor is at once struck by the character of the far-reaching ranges of glass and china which meet his gaze, showing that a business of a select class is carried on. The present proprietor is Mr. James Howorth, who has attained a position of eminence as a citizen of Preston and in the glass and china trade. In the course of an interview which I had with him the famous "Preston Pot Fairs," which are a very sore point apparently with all the local dealers, were alluded to. These fairs date back a considerable period, as the historical data Mr. Howorth quoted, kindly given to him by Preston's Chief Market Inspector (Mr. J. Hardman), will show. The authority for holding these fairs, which now take place March 27th (5 days), August 25th (8 days), and November 7th (3 days), was granted by Royal Charter so early as 1199. With regard to the August fair, in the first year of his reign, King John granted a charter while at Mans, France, October 18th, 1199, which carried with it permission "to have and to hold an open fair to last 8 days at the feast of the Assumption of St. Mary." The date of this celebration is August 15th. On the passing of the Calendar Act in 1750, this fair, as most others were, was altered to August 25th. King Edward III. in the second year of his reign, November 27th, 1328, at Westminster, granted a Charter to the Town with the right to hold a fair on the Vigil and Feast of the Apostles Simon and Jude, and the three following days (five in all.) The eve of this feast is November 4. King Charles II. in the 36th year of his reign, January 14th, 1684, at Westminster, granted a charter with permission to hold a three days' fair commencing on March 16th. This fair now begins on March 27th. In the olden days Preston was a closed Town so far as trading was concerned. The inhabitants were chiefly members of the farming class who would carry on some other trade, such as tailoring, shoemaking, carpentry, curriering, hand-loom weaving, &c., &c., and as far as they could, traded with each other without the help of outsiders. On the several occasions in the year, *i.e.*, at Fair times, the Town was open to receive the numerous merchants and packmen who dealt in commodities the townsmen could not themselves produce. The pot fair is held in the central market place, but trade is now solely confined to the sale of china and pottery ware. During the continuation of the Fair, selling proceeds daily from early morn to well nigh midnight. August is the most popular fair, and to this sixty or more pot sellers resort from Salford, Manchester, Bolton, Ashton-under-Lyne, Warrington, Blackburn, Wigan, Tunstall, Hanley and Longton, Staffordshire, &c., &c. The stalls they occupy are their private property, and measure about 12 ft. square. They are skeleton structures of wood and easily portable, with four main corner posts and canvas awnings allowing would-be purchasers to pass round the stalls under shelter from the weather. They are fitted with shelves, galleried and covered with red or other calico, the better to give effect to the wares displayed thereon, equalling in extent that of many a fully equipped ordinary china and earthenware shop. In many instances electric or incandescent gas lighting apparatus completes the outfit. I was told that all who have latterly stood the fairs, with exception of one local dealer, are visitors to the town and consequently non-ratepayers. Some, I learn, have attended a considerable number of years; one heard the result of the Crimean War declared when selling his wares on the Fair ground. The inclusive rent charge per stall varies from 10s. in March to 25s. and 35s. in August, according to the importance of the position occupied: "quite insignificant," Mr. Howorth expressed it to be, when one considers that a shop such as his is called upon to pay annually in town's rates alone an amount equal to that received from the whole of the 60 stall holders. Still more unfair, it appeared to me, that whilst the toll levied on the market stall holders has practically remained normal, the rates and rent of the Preston tradesman have in the same period more than doubled. The rates now approach 9s. in the £ on the assessment. From inquiries I made, £4,000 is a moderate estimate of the amount put into the pockets of these itinerant pot sellers at the August fair, and this alone justifies the local dealers protesting. Mr. Howorth said it touches both his own better

class trade and also that carried on by dealers who cater for the supply of the commoner class of goods. The wholesale men, who deal with the small shops and the ordinary retailer, find business for some months after the Fair



simply paralysed, owing to the renewals made by householders of their crockery at the Fair. No other branch of trade is in a similar way handicapped. Years ago the Fair was on much different lines to those at present existing, and every local glass and china dealer had a stall. Best goods then predominated, and these were disposed of in the ordinary legitimate way, by private treaty as in a retail shop. Now two or three stalls belong to one man, and seconds, thirds, and lump are most conspicuous, and mock auctioneering and hand selling, the principal modes of disposal of the ware. To see the Preston fair ground from 8 o'clock to 10 o'clock in the evening when all lights are fully ablaze, and the operatives are paying visits in thousands—a seething mass of people, six and eight deep round the stalls—the whole surroundings a pandemonium of voices, is a sight long to be remembered by a visitor. "Look at this pair of vases!" calls out a glib-mouthed auctioneer. "Real Derby style; these cannot be equalled in any shop in your town. What, not Royal?" says he (a term applicable to whatever ware they care to apply it). "Look at the crown on the bottom! What further guarantee do you want of their genuineness—and all best English gold, mind you!" I asked Mr. Howorth why he did not take a stall in self-defence. In reply, he told me that for many years he had done so, but not latterly, as it really proved in the long run more of a loss than a gain, and injurious to his ordinary better class trade. In the first place, to compete, inferior goods had to be obtained, or odd lots, imperfect or incomplete sets from stock offered, otherwise one had no chance with regard to price, and secondly any defect found in the ware after the Fair was over, customers had a habit of bringing back to a local man like himself, with the remark that they quite expected the goods to be perfect from his stall (however cheaply obtained). "I assure you it is a very serious thing," said Mr. Howorth, "the dumping of these seconds and thirds and lump at a public fair such as ours, and most decidedly does harm not only to the china and earthenware trade of the town and district, but also assuredly to the manufacturers responsible for such a state of affairs, who allow their goods to be disposed of under such conditions. The trade for miles around suffers, as customers pay visits to make purchases from all parts of North Lancashire, and places so far distant as Windermere and Keswick and towns and villages in the West Riding of Yorkshire. I will give an instance that actually occurred last year to show how the Fair affects me. I had a soap tray brought to me by a lady, who requested me to obtain for her a sponge tray and brush vase to match. I ordered these from the



manufacturer and the invoice price of same to me was 9s. for the brush vase and 20s. for the sponge tray. You can judge of my customer's surprise when her account was sent in, from the fact that she told me she had paid 17s. 6d. for the complete set, less above pieces, at the preceding August fair. Of course the goods would be imperfect, but this information was withheld from me, and I have not had an opportunity of seeing the articles. Mazarine Blue Band and printed border dinner ware has been greatly to the fore at recent pot fairs, and a customer who purchased a service from me replenished it last August at 2d. per flat plate 10 in., 1s. for flat dishes 16 in., and at 1s. 3d. for vegetable dishes (the manufacturer's price for the same is on 6s. 6d. rate). She told me that she was looking forward for another renewal in August next, so that the manufacturer and I are both suffering the loss of her trade, and on her table, snipt, and glazed-over, fire-cracked, and crooked goods will shortly be the only advertisement of one of the best productions in dinner ware, both body and design, that ever left a works in the



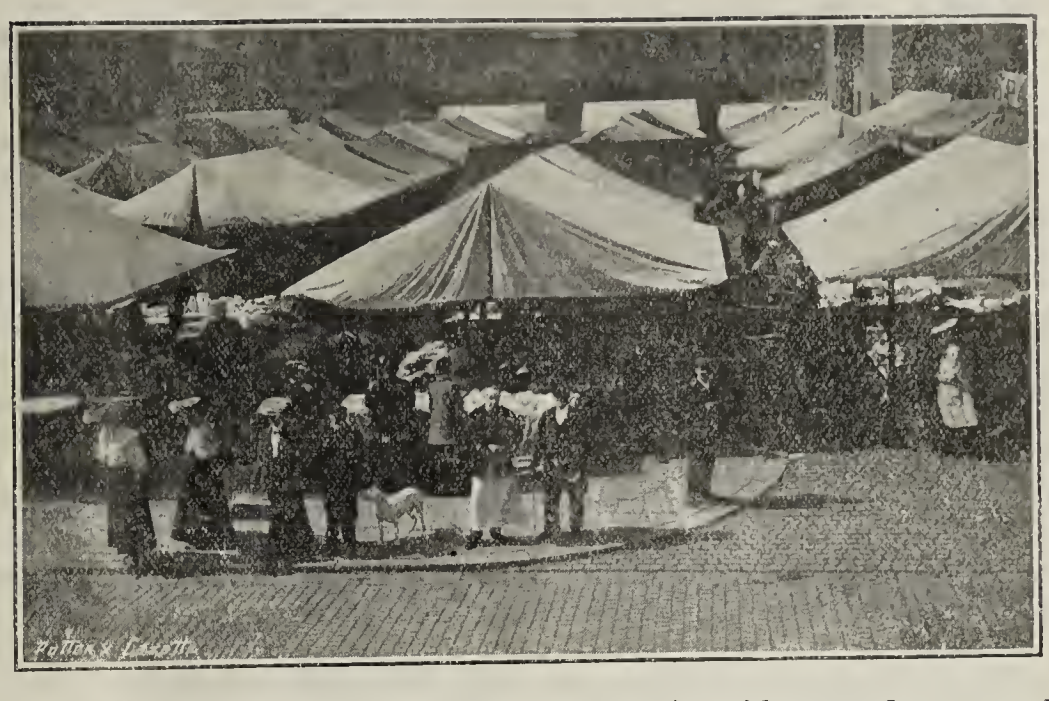
potteries. The stall-holders are getting bolder each year, and an announcement such as below appears in the local papers previous to the approach of a fair :—

THE PRESTON GREAT POT FAIR
Will commence
FRIDAY NEXT
and continue for 8 full days.

Large show cards, some elaborately printed and coloured, framed and otherwise, such as one would see at a Trades Exhibition, bearing leading manufacturers' names and addresses in the potteries, are affixed to many of the stalls, as though the owners were direct agents specially commissioned to dispose of the goods. Stall after stall is to be seen displaying the seconds of the most renowned firms, and the impressed or printed trade marks on the bottom of such wares are taken advantage of and used as a factor in their disposal. Seconds of the very latest patterns produced in the potteries are on show, many not having been out of the works longer than time occupied in railway transit from the potteries to Preston. Dinner and toilet sets made up from these, even should all the pieces not match nor be perfectly straight, free from snips, or fire cracks, appeal to lovers of high class pottery by their newness of style, artistic design and



high class decoration, always inseparable from the productions of good firms; consequently they cannot fail to find purchasers at the prices they are offered." Mr. Howorth told me that he had had sets in his window both dinner and toilet, last journey novelties, not unpacked a week and had been informed to his disgust that plenty of the same pattern was to be seen on the fair at nominal prices. One does not like to introduce to customers such firms' best goods under these circumstances, and orders are lost to them. On my visit to Preston I was informed that some years ago a stall-holder actually purchased a supply of thirds and lump white (bearing the trade mark and name under glaze on bottom of one of the oldest and most eminent manufacturers in the country, whose speciality is white china with burnished gold handles); this after being acquired was sent to a small decorating factory in the potteries and with common liquid gold made to represent in almost exact facsimile the genuine article, and although every piece was damaged, mostly cracked, it was wrapped up in clean new tissue paper and appeared on a stall on the Fair ground as brand-new from the kiln of the actual manufacturer, and was sold as the production of the firm whose trade mark it bore. In this way a huge consignment was disposed of



at very near the ordinary retail price of best, and at several hundred per cent. profit on its cost as thirds and lump. In consequence of this that manufacturer is suffering the loss of his trade in Preston to this day. In concluding, Mr. Howorth said a visit to our August Pot Fair would serve to open the eyes of not a few manufacturers in the potteries, and convince them that the dumping of these goods, as at present, is certainly detrimental to their best trade locally and generally, and that the disposal of seconds, thirds, and lump is a question worth their most serious consideration. Afterwards, Mr. Howorth courteously showed me through his premises. We passed from room to room, and from one storey to another. All were well stocked with glass and china for table and toilet use, the purely ornamental element being visible in artistic pedestals, flower-holders and vases, and articles of glass and pottery were in bewildering number and variety, illustrating the marvellous capacity of the formative and decorative arts as applied in the production of glass and pottery ware at the present day.

[N.B.—We are indebted to Mr. C. Cross, 66, Sussex-street, Preston, for permission to reproduce the accompanying six views of the Pot Fair from photographs of which he owns the copyright.—Eds. P. G.]

(*To be continued.*)



MOND GAS FOR POTTERS' OVENS.

(FROM OUR POTTERIES CORRESPONDENT.)

AT last, after eighteen months or more unceasing experiment, the attempts which have been made in Hanley to apply Mond gas to the firing of potters' ovens, have proved successful, and I have to-day (May 27) been privileged to inspect large quantities of earthenware biscuit and glost and china biscuit ware which have been fired by this new agency. When it was first suggested, some years ago, that pottery could thus be cheaply and conveniently fired, the suggestion met with much criticism. It was argued by some people that Mond gas could never generate sufficient heat to produce the fierce firing through which, for instance, china biscuit ware has to pass. It was also contended that it would, in any event, be absolutely impossible to apply the gas to the existing ovens of the Potteries, and that an immense and prohibitive capital outlay would be required in the erection of an entirely new form of oven before such a scheme could be brought into effect. These arguments have now been proved baseless; for not only has it been established beyond doubt that the requisite heat for firing all kinds of ware can be obtained through the use of this gas, but that the system can be successfully applied to even the oldest forms of oven in use in North Staffordshire to-day. Mr. J. W. Twyford, J.P., the well-known sanitary ware manufacturer, of Hanley, was so profoundly convinced of the future which Mond gas had before it in the Potteries, that he set forth to contradict the critics. He enlisted the sympathy and help of Mr. T. C. Moore, J.P., of Hanley, a practical general potter, and for many months past they have been experimenting together. A small works in Victoria Square, Hanley, was taken for the purpose of the experiments, and a Mond gas plant, on a small scale, was laid down here. A duct was arranged to convey the gas to an adjacent oven, which was, to say the least, not in a first-rate state of repair. Here the work has been going on. Many difficulties were met with, but they were only encountered to be overcome. Numerous people thought the experiments had fallen through, but, as has been hinted in the POTTERY GAZETTE from time to time, this has been far from the case. The great obstacle was to obtain the requisite heat and to distribute it evenly. By an ingenious process of "recuperation" the heat value of the gas has been increased to such an extent as will enable it to meet all demands, and the other problems have now also been solved. Ware was successfully fired by the gas so long ago as July of last year, but not until the last few weeks has complete success been obtained. The process by which the work is done has been, I understand, fully protected. Matters are now so far advanced that a detailed account of what has been accomplished will be published immediately, and the subject will be dealt with more fully in the next issue of the GAZETTE. The last and most successful firing has taken place during the past week-end. Numbers of saggars of ware were sent to the works from potting factories in various parts of the district, including Wedgwood's, Aynsley's, Copeland's, Ridgway's, G. L. Ashworth & Bros.', and others. Several leading potters were invited to the works to witness the oven in process of firing. Besides Mr. Twyford and Mr. Moore, those present included Mr. Bernard Moore, Dr. J. W. Mellor (the County Council instructor in pottery), Mr. F. Wedgwood, Mr. Copeland, Mr. J. Lobley (borough surveyor of Hanley), and Mr. J. B. Ashwell (town clerk of Stoke). I did not see the oven firing, but I am assured by those who did that there was an entire absence of smoke. It has, of course, always been claimed that the general application of Mond gas to potters' ovens would free the district from the smoke evil, which is at present so great I believe that a reward of £100 was offered by the Joint Committee of local town councils which considered the smoke question a year or two ago, for a contrivance which would reduce the smoke nuisance. If this reward is still "on offer," there seems no reason why Mr. Twyford and Mr. Moore should not claim it. The oven has been drawn to-day, in the presence of Mr. Twyford, Mr. Moore, Mr. Bernard Moore, the Mayor of Hanley (Alderman T. Hampton), Mr. G. E. Phillimore, Mr. F. Wedgwood, Mr. Copeland, Dr. Mellor, Mr. J. S. Goddard, Mr. L. L. Grimwade, and others. The ware was found to be in excellent condition. The experiments—if "experiments" is the proper name for them, now that they have completely passed the experimental stage—will be continued, and important developments may be looked for shortly. I am informed that the cost of firing by the gas is less than the cost of firing by coal, and that the heat is far better under control. The greatest interest has been aroused in the district by the news that the experiments have proved successful.

THE BRITISH GLASS TRADE.

(BY ONE OF OUR STAFF.)

WITH the object of ascertaining the present condition of the British glass trade, and as far as possible the chief causes of that condition, with the further object of comparing its present condition with its condition in the past, and of obtaining suggestions for its improvement, we addressed the following circular letter, and the accompanying list of questions, to each of the principal glass manufacturers in the United Kingdom:—

"DEAR SIRS,—Your good selves will see from the recent issue of the POTTERY GAZETTE that some months ago we sent out a circular to dealers putting to them a series of questions as to the extent of their trade in foreign-made goods. The nature of their replies is so important that we have decided to extend our range of inquiry, and shall be greatly obliged if you will kindly favour us with replies to any or all of the following questions. On no account will your name be divulged or used in any way whatsoever. The interests of the entire trade are our serious concern.

"Our earnest sympathies are with British glass manufacturers. Life's best efforts have been exercised to build up many a business in this trade. Plant and manufacturing facilities which were good ten years ago are now in some instances placed under a severe strain in order to meet competition. The foreign maker has built up his business in late years under the absence of restrictions and the harassing regulations of trade unions, and some other disadvantages which the British manufacturer has had to combat. The workers have suffered severely in the loss of wages, and under prevailing conditions they are bound to suffer still more acutely. The interests of all classes of the community are closely interlocked, and if one class suffers other classes must also be affected."

QUESTIONS.

1. What is the aggregate number of people employed by your firm at the different periods: 1860, 1880, 1906?
2. In what special goods do you find foreign competition most keen?
3. Have any of your patterns been copied by foreign makers?
4. Have you taken legal steps to prevent further copying?
5. Are your works leasehold or freehold? (This is asked for the purpose of making comparative statistics between our own and other countries.)
6. To what extent has the Glass Makers' Society affected your trade?

7. Do you find dealers endeavour to discriminate between British and foreign glass, and to give preference to the former ?

8. Are dealers giving bulk orders to the foreigner and make-up orders to you ?

9. Can anything be done to pack in the same way as the foreigner, and include packages, straw, and carriage in the charge for the goods ?

10. Do you find dealers and buyers generally more unreasonable in their demands now than formerly ?

11. Are you doing more trade with the oversea markets under the British flag ?

12. What is your past and present experience of the foreign markets, and the effect of their tariffs on your own trade ?

13. What suggestions can you make for securing a larger bulk of trade for British-made glass in the home and oversea markets ?

14. General remarks.

We thank those manufacturers who have favoured us with replies to these questions, but we regret that those replies were not more numerous. Under ordinary circumstances we could understand manufacturers hesitating to disclose the details of their business, but the circumstances at present are not ordinary. Considering the object we had in view in asking them, we think many more firms might have answered our questions, without any disadvantages to themselves, and probably with great advantage to the trade. The first step towards remedying an evil is to ascertain the cause of it. We are all agreed that for many years past there has been something wrong with the British glass manufacturing industry. We thought that if we could ascertain exactly what that "something" was we might enable the manufacturers to put it right. It appears to us that we could not obtain information of a reliable character outside the trade, and we therefore made the effort to obtain it from within. The result of our effort is before us in the number of replies we have received. We cannot say that the particulars at our command represent the views of the whole of the British glass trade, but we can say that they embody the opinions of the majority. Furthermore, taking into consideration the standing of the manufacturers who have frankly replied to our inquiries, we have no hesitation in submitting the following general statement as truly representing the condition of affairs in the glass trade.

Question No. 1.—It is very satisfactory to find that in the manufacture of the best grades of flint glass, the number of men employed by the houses giving the figures for both years, was three times greater in 1906 than in 1860. Some firms were not able to give the number of their employees in 1860, and they are not included in the above. But, judging from the numbers employed by them in 1880 and 1906, it is evident that they also employed more workers in 1906 than they had done for the previous 46 years. These returns clearly indicate that so far from being "a dying industry" the manufacture of best flint glass, by these particular firms at any rate, has been an improving one. There are comments in connection with some of these returns which suggest that the improvement, as indicated by numbers employed, might have been much greater than it has been, but to quote those comments would be to give a clue to the sources of the information, and that we have undertaken not to do.

We are sorry that we have received fewer returns from the manufacturers of the cheaper qualities of blown glass, and fewer still from the manufacturers of pressed glass. As these are the branches of the glass trade that have suffered most from foreign competition it is to be regretted that our information concerning them is limited and irregular, so that it is not easy to use it for comparative purposes. In some cases, while the works are continued, the class of goods made has entirely changed. Some houses are now making lamp chimneys, some nothing but penny lines, and others make bottles only. In all the houses in this branch of the trade making returns there are fewer hands employed. One house, which employed between 300 and 400 workers, and had five furnaces in 1860, had only one furnace at work in 1906, and employed less than 100 workers.

Though it forms no part of the information from manufacturers with which we are now dealing, in reviewing the glass trade 1860 to 1906, it is necessary to bear in mind the number of glass houses that, for one reason or another, have been closed.

The following firms are no longer in existence :—

John Biddle, Rice, Harris & Co., Geo. Bacchus & Co., Gammon & Co. (Birmingham), Hawkes & Co. (Dudley), T. Badger & Co. (Dudley), Phillip Rufford, James Silvers & Co., Exors. of Jos. Webb, Walker & Sons, William Webb, Sarsons (Birmingham), Renaud (Dudley), John Parrish & Co. (Wordsley), Davis, Greathead & Green, Stone, Fawdry & Stone (Birmingham), Lloyd & Sommerville, Webb, Shaw & Co. This is a formidable list of works closed, but doubtless there are others.

Question No. 2.—The replies to this confirm the conclusion drawn from those to No. 1. That it is in moderate and low-priced goods that competition has been most keen, and that there has been the greatest falling off. Summarising the numerous replies (several of which are in almost identical terms), it appears that, all round, competition has been most keen in cheaper wines, tumblers, decanters, jugs, celeries, and general table ware, also in ornamental glass, particularly in flower vases and spills. Foreign competition has also affected prices of goods for silversmiths and for mounting, shades and globes for gas, incandescent and electric lighting purposes. It is agreed that foreign competition has reduced prices in all medium class and cheaper qualities of table ware.

Question 3.—The replies to this inquiry have been remarkably unanimous. Without exception, all the firms replying to our question state emphatically that their patterns are regularly copied on the Continent. Those replies furnish a strong argument in favour of a revision of our law as to copying shapes and ornamentations. One firm waxes wrath at the very mention of foreign imitations. They say : "Every pattern or style of a distinctive character which we have ever put on the market, has been copied abroad, sooner or later—generally sooner."

Question No. 4.—In answer to this, the complaint of many manufacturers is that there are no means of protecting hand-made and blown pieces. Pressed patterns have been protected by registration, but even registration is a poor protection, since but a slight variation in the design can be used, and thus it is not considered an imitation. There is an almost general complaint that it is far too expensive a matter to prosecute copyists. One says : "Apart from the expense, the result of a prosecution would be very doubtful, owing to the many loopholes in the laws." As to taking legal steps to stop copying, many say "it would be useless," others say it would be "too costly." Only one firm admits having undertaken a prosecution to prevent copying, and that was in the case of an article they had patented. We received so few replies to this question that, though they were nearly all alike, they cannot be made use of for statistical purposes.

Question No. 5.—The replies to this are very significant. They show one great disadvantage the glass manufacturer has over his workmen. The latter can leave the works if he likes and find fresh occupation in another industry, another town, and, if he choses, another country.

The manufacturer has no such alternative—he must stay where his capital is invested, so long as it is invested in a glass manufactory. His income from it is anything but an "unearned increment." His profits from his factory, when he gets any, are very well earned. Most of the works from which replies have been received are freehold, several of the firms use the same term in answering this question, "our own freehold." Those that are leasehold represent property of considerable value (one is leasehold for 999 years at a ground rent). The replies to this question show that glass manufacturers have a very substantial interest in the industry, and are, in fact, dependent upon its prosperity. They therefore are entitled to ask for reasonable consideration on the part of their employees. Manufacturers may be trusted to study the best interests of the trade, because they recognise that those interests are also theirs. They have, however, reason to complain that for many years past their workmen have considered their own interests, without any regard to the welfare of the industry.

Question No. 6.—The replies to this confirm the conclusions arrived at in considering the immediately preceding replies. Answering the question "To what extent has the Glass Makers' Society affected your trade?" one firm says "Not injuriously to any extent in recent years." We have given this reply first, because it is the only one, out of all we have received, which says the society has not affected it injuriously. Even this statement is qualified by the addition of the words "to any extent, in recent years." The replies are from society houses and non-society houses, yet all, with the solitary exception quoted above, state that the Glass Makers' Society has affected their trade injuriously. No one but ourselves knows, or will know, from whom we have, or have not, received replies. While in the interests of the trade (and particularly in the interests of the workmen) we shall give the substance of a few of the answers to the question, No. 6, the names of the firms furnishing those answers will be known only to ourselves. Manufacturers have thus had—probably for the first time in the history of the trade—an opportunity of freely expressing their views on the Glass Makers' Society without the fear of causing friction between their workmen and themselves. It would be instructive if we could quote some of those views in full, even without naming the firms expressing them, but we cannot do this without affording a clue to the writers of them, and that we have promised not to do. Many ways are mentioned by which the society is considered to have injuriously affected the trade. One firm (a society house) says it has done so "by restricting their freedom, and that they cannot work advantageously." Other firms speak of the disastrous effect the rules of the society had upon their trade. They are now employing non-society men, and have more men at work than ever they had before. "Society" and "non-society" houses alike complain that the society does injury to trade by keeping down the production of the good man to the level of the inferior workman. By preventing the advancement of the young and energetic, maintaining the old and slow in their positions, and reducing all to a dead level. "It has increased the cost of production by limiting output."

Question No. 7.—There is a unanimous opinion that dealers, as a rule, do not endeavour to discriminate between British and foreign glass. So far from giving British glass the preference, many "buyers" (and we notice this word is used in many replies instead of "dealers") do not give it a chance. They go at once to the foreigner, believing (without inquiry) that his price is sure to be cheaper. Complaint is made that dealers, as a rule, take no pride in the quality of the glass they sell, that they do nothing to stimulate the patriotism of their customers in favour of English-made goods, and especially that they sell foreign glass because they get a better profit on it.

Question No. 8.—The answers to this question are in the affirmative, and practically unanimous. Many manufacturers reply in exactly the same words, "Yes, they are"—and say no more. Some manufacturers complain that while they get few bulk orders, they are inundated with matching—many of them foreign made.

Question No. 9.—Judging from the replies to this question, it appears to be practically the custom in the Stourbridge district for manufacturers to pay carriage on all consignments (except small packages), and not to charge for crates and straw. In other districts some pack free, while others say they cannot pack as foreigners do, because they do not get bulk orders. The practice on this matter seems about equally divided amongst those who have replied to our inquiry.

Question No. 10.—Opinions on this question are divided. Some manufacturers complain that buyers are far more exacting in orders to British manufacturers than to foreigners, and are more impatient for delivery. Others say they do not find dealers more unreasonable than formerly, but they complain of the smallness of their orders.

Question 11.—The answers to this are so various as not to admit of classification. Some of them are so suggestive of their "place of origin," that the conditions we have imposed on ourselves prevent us quoting them. Where trade with British Possessions is increasing, the increase is not enough to compensate for trade lost in the home market.

Question 12.—The unanimous statement is that our trade in foreign markets has been killed outright for some goods, and seriously crippled in other productions by foreign tariffs. Some classes of glassware are quite shut out of certain markets. It is complimentary to our manufacturers that the finest grades of British glass are not shut out of foreign markets, even by the high duties charged on it. At one time there was a just appreciation of really fine English glass amongst English dealers. That appreciation apparently has now to be sought abroad. The answer to this question shows that foreign tariffs have done immense injury to our trade in medium priced glass. The inference is that they have limited the demand for our finest productions, though they have not stopped it.

Question 13.—The replies to this question might, not improperly, be summed up in one word—Protection. The replies are differently worded. "Free trade all round," "Treat the foreigner as he treats us," "Reciprocity—especially between the different parts of the Empire," &c. But they all amount to the imposition of a tax on foreign manufactured glass imported into this country. "Exclude foreign goods," says one, and "the supply of our home market alone, the best market in the world, would be sufficient to keep all our glass works at present in existence busy all the time."

General Remarks, 14.—These would "fill a book." They are as diverse in character as they well could be, and some of them traverse ground covered by previous questions. It is regretted that there is no proper understanding between home manufacturers. Though manufacturers of table glass are comparatively few in number the absence of combination causes needlessly keen competition. It is suggested that something should be done to prevent British manufacturers importing foreign glass, decorating it, and selling it as their own manufacture.

The assumption that this is done is not ours, but that of our own correspondent. Regret is expressed by several manufacturers that the sale of their best goods is retarded because "buyers" and dealers of to-day have not that practical knowledge which is indispensable to a proper appreciation of fine English glassware.

TARIFF REFORM AND THE POTTERY INDUSTRIES.

(*Continued from p.* 597.)

THE remainder of Section II. is devoted to the condition of trade in the several branches. There has been a steady decline in the manufacture of china, which branch has been harder hit by importations than any other. Some manufacturers say they have all the plant to make 80 per cent. more goods than they now make; others speak of their normal output as 50 per cent. more than their present make. The importation from Germany and Austria, of the commoner classes of goods is the chief cause of the decline of British trade in breakfast and tea ware. German tea services are said to be sold here at 6s. 6d. per set, which British makers cannot produce for less than 10s. 6d., and in the commoner lines of china the Germans are said to undersell us by about 25 per cent.

Manufacturers who formerly sent large quantities of tea sets to foreign countries report that the trade ceased ten years ago. There is now practically no expert trade to foreign countries in common china. There is a good and increasing trade with Canada, but there and in other Colonies competition is experienced from Germany and Austria. In South American markets German manufacturers would seem from the evidence to have made great strides at the expense of British trade.

Dinner Ware.—Witnesses compute that half the dinner ware sold in London is now of French, German, or other foreign make. In other parts of the country the proportion is said to be similar in the leading stores, while in smaller shops there is a larger share of foreign goods. Plates of all kinds are imported, many of them below British cost price, from Germany and Austria. Witnesses complain of similar competition in South Africa and Australia in "cheap plates of all sizes."

Tea Pots.—In this class of goods there is evidence of foreign competition of the most aggravated kind in British makes. A Bristol manufacturer gives his personal experience in competitive quotations for white china fluted teapots. Cutting the price very fine he quoted 9s. a dozen, only to find the German price 2s. 9d. per dozen.

Dumping.—A Stoke-upon-Trent manufacturer gives instances of German dumping from his own experience. He says: "There is a German china teapot sold, package and carriage free in London, for 3d. A very inferior teapot of my own earthenware, made by me, costs 2½d. in wages to my hollowware presser for making. The German teapot cannot be made at the price for which it is sold.

Cream Jugs.—Another example of dumping is a small cream-jug, sold at 9d. a dozen. The British manufacturer pays 10d. a dozen for making a larger earthenware cream-jug.

Toilet Ware.—For some years past china bedroom toilet services have been imported to some extent, but foreign makers do not compete to any appreciable extent at present. Foreign china toilet services are sold at about the same as British earthenware sets. Imported earthenware sets have also made their appearance, and are being sold below British makers' cost prices.

Fancy Goods.—A few witnesses state that in some sections of fancy goods we have held our own against foreign competition, and have even been able to export to the United States and the Colonies. "Foreign competition touches such articles as trinket sets, &c., but it can scarcely be called serious." But on the whole witnesses agree that foreign competition in fancy goods is very keen, perhaps keener than in other branches of the industry. There is the same "piracy" of the best English models as in other branches of the trade.

Decorated Ware.—Some years ago there was some trade with the potters in the United States in decorated ware. The imposition fo United States' duties causes this export trade in undecorated ware to drop gradually. German tea sets are said to be very largely brought here by commission agents, who decorate and sell them again, frequently as English goods. German decorated china is said to be sold in the United Kingdom at about what British manufacturers have to pay for plain making only.

Sanitary Ware.—Foreign competition is said to interfere less with this branch than any other section of pottery. For one thing, it is a comparatively new industry, and the prices at which goods are sold by British manufacturers are said to be extremely low. English makers are, however, meeting with increased competition from foreign makers in Continental and South American markets. The United States used to be the largest foreign market for this class of goods, but the hostile tariffs have had a most damaging effect. The United States is said to practically control the sanitary earthenware trade in Canada; German competition has been keenly felt in Canada, but British trade has considerably benefitted by the preference and surtax.

Bricks and Tiles.—The home trade in common bricks and some classes of tiles being a local trade is more or less in the hands of British makers. In other classes of bricks, tiles, floorings, and fire-proof ware of all kinds there is evidence of keen foreign competition. Some classes of fireproof ware are said to have been displaced by foreign ware.

Door Furniture and Electrical Fittings.—The demand for this class of pottery has increased enormously in recent years, and most of the increased trade appears from the evidence to have gone to German and other foreign manufacturers.

Employment and Wages.—The reports from the various pottery districts which refer to employment are mostly to the effect that work has been irregular for some years past, and the number of hands employed has decreased. The workers are said by some witnesses to have suffered to the extent of 25 per cent. in their wages through having to work short time, business being intermittent in consequence of foreign competition. As a whole it is said there are considerably fewer workpeople employed in some of the districts now than twenty years ago. Some have drifted into other businesses; a good number have gone to America; many have become chargeable to the rates.

Effects of Imports upon Employment.—A manufacturer gives specific figures as to the loss occasioned in the Longton and Fenton districts. He says: "The imports of foreign china amount to over half a million pounds worth per annum. Owing to this being brought from abroad instead of being made in this country, working potters lose in wages £250,000 per annum, or £5,000 per week; potters' millers lose the grinding of 5,500 tons of bone, 3,500 tons stone, 750 tons flint, and 3,000 charges of glaze; firebrick makers lose the sale of 1,000,000 bricks, irrespective of kiln, quarries and sundries; marl owners lose the sale of 20,000 tons of marl, &c." The losses to coalowners and miners, bricklayers, blacksmiths, carpenters, crate and cask makers are also enumerated, and the witness further states that "70 per cent. of the total loss falls directly upon the workmen, who lose in wages £7,000 a week. Is it any wonder that the two towns feel the pinch of poverty under such a system?"

Efficiency of Labour.—As regards the quality of the labour at their disposal, manufacturers are apparently agreed as to the superiority of the British workman. "Taking all things into consideration, the British potter is the best in the world." "Staffordshire pottery is beyond doubt the best in the world, and the skilled labour has been there for generations." "We have now good hands in our works in the higher branches, all taught in the works from lads."

Deterioration of Labour.—On the other hand, witnesses state that the depression in trade has had its effect, and that the quality of labour is deteriorating. "He (the English potter) is getting into a careless, slipshod method of working owing to the depression in the trade which somehow reaches the man." "The depressed condition of the pottery trade brings about a feeling that there is practically no reward; this depression and despondency is remarkable in the towns of Longton and Fenton."

Apprentices.—It is generally recognised by manufacturers that the best workmen are those who have worked their way up, and, consequently, the system of apprenticeship continues to be largely in favour, but "the unsteady nature of the employment has ceased to attract lads, and the consequence is that the trade suffers. We indenture our apprentices, but it is becoming more and more difficult to get good men." "We want more apprentices who would learn the trade thoroughly, and then technical education will be of immense benefit, as it will enable them to use their experience better."

Wages.—Manufacturers state that there has been no material change in the rate of wages, and no decrease in the amount earned by a man working full time, but there had been so much short time that the total earnings of the workers are reduced from 25 to 40 per cent.

Raw Material.—It is pointed out that foreigners have no advantage over British manufacturers as regards raw material or sources of supply, but obtain it quite as cheaply. Clays come from Devonshire, Cornwall and Dorsetshire, and although our foreign competitors have other sources of supply, with the exception of Austria, they obtain large quantities from England.

Manufacturing Processes.—According to the evidence of numerous witnesses we are quite up to the level of foreign countries as regards manufacturing processes.

Foreign Advantages.—It is, however, recognised that the Germans have an advantage from better organisation. Having a protected market and security they are able to erect large factories, with everything as up-to-date as possibly can be got, and an absolute security for their trade. That the Continental manufacturers have some very distinct advantages is generally agreed, these consisting, apart from protected home markets, of cheaper labour, longer hours, fewer Government restrictions, and lower transport rates. The difference existing between British and foreign ware is described at some length. "The ordinary German china is made from clay and felspar, this constituting the difference between hard paste and porcelain and bone china." In order to make here the hard paste china, it would be necessary to train up a different class of men. The hard paste china is not in itself any cheaper to make than ours, and it would be no advantage to try and make it in England.

Transport.—The unsatisfactory rates of transport in this country are commented upon by a large number of witnesses, and it is thought

the deterioration of the trade would be checked by improvements in this respect.

Technical Education.—The technical instruction given in Germany is said to be much more complete and to the point than that given in this country. There is always an affinity between the education given and the branch of manufacture carried on in the district. The importance of having a practical chemist in a factory is fully recognised by manufacturers. "The German chemist is a clever man, but we cannot afford the money for him. If there were a trade ahead we should take him." As regards designers, we are said to be as far advanced as on the Continent. "Our schools of designs have been in existence in the Potteries for a great many years, and they turn out very good students."

Cost of Production.—It appears to be the general opinion of manufacturers that cost of production is almost entirely dependent on the volume of output.

Output and Cost of Production.—As regards proportion of cost, two or three witnesses remark that it is almost equally divided into three parts: 33 per cent. establishment charges, 33 per cent. labour, and 33 per cent. materials. Another states that his figures show establishment charges from 25 per cent. to 45 per cent., and labour from 47 per cent. to 70 per cent., "leaving out quite a trifling sum for materials." Says one witness: "Half our machinery is idle, and we are working with half a producing staff. Were our factory fully employed our establishment expenses could not be increased by more than 10 per cent. and our production would be doubled. This would enable us to reduce selling prices by 10 per cent., and still leave us with increased profits."

Profits.—For the various causes indicated under the separate headings in this summary, manufacturers generally state that the net profits in the pottery industry have decreased in recent years. The severe foreign competition in the home markets has resulted in a systematic fall in prices, and the loss of foreign markets by reason of prohibitive duties has compelled many manufacturers to turn their attention solely to the home trade. This has inevitably led to very keen competition amongst the British makers, and the effect upon profits has been severe.

Effect of Foreign Tariffs.—The effect of foreign tariffs in restricting British export trade is shown in a number of instances. The export business of some firms with the United States has been almost entirely extinguished by the tariff, except for fancy articles. United States' tariffs have been especially effective in stopping the export of English goods of the commoner grades, and the United States' tariff arrangements with Cuba and the Hawaiian Islands, since the Spanish-American War, have also acted most prejudicially upon the British export trade. Foreign duties on china of various kinds vary from 20 per cent. in some Continental countries, to 60 per cent. in the United States, and 130 per cent. in Russia.

Dumping.—"The British policy of free imports enables foreigners to dump certain things; and it does more harm than that, for if a leading line can be dumped in a country like this, it gives the manufacturer and the traveller a chance of selling other things on which there is a good profit, and that is where we suffer. The foreigner has a home market that is secured to him, and is able to dump surplus stock on us. For instance, if the dumping-ground existed I could dump 50 per cent. of stock at 30 per cent. under the sale price in England. I could afford to take 30 per cent. less, and make 10 per cent. profit on it. If my establishment charges were 40 per cent. and I could make 50 per cent. more I could sell that at 30 per cent. less, and have a profit."

Treaty Negotiations.—One of the greatest disadvantages brought out in the evidence is the weakness of the United Kingdom in any commercial negotiations affecting the industry. This point is especially dealt with in the evidence of Mr. T. C. Moore, Chairman of the Parliamentary and Tariff Committee of the North Staffordshire Chamber of Commerce, who has been concerned in the negotiation of many commercial treaties.

Remedial Measures.—The witnesses are unanimous in their views as to the necessity of the imposition of import duties in this country, and a large number of manufacturers put forward suggestions. In some cases witnesses speak in a representative sense. Manufacturers are practically agreed that duties of from 10 per cent. to 25 per cent. would meet the case. "The bulk of the imports into this country are the low-priced articles in china; 10 per cent. on a low-priced article would not amount to much, and 25 per cent. would be a good deal better; but even on the low-priced articles a 10 per cent. duty would do an immense good." The attitude of the workpeople is practically unanimous in favour of the proposed change. "It does not matter paying 2s. a week more for what we have to buy if we can get two or three days' more work a week." In view of the progress of trade with the Colonies that grant a preference to British manufactures, the greatest importance is attached to the negotiation of a system of mutual preference within the Empire.

Opinion of the Trade.—Finally, it is pointed out that the pottery trade as a whole takes a very decided stand on the question. "We have 60 firms in the china trade, and there are 50 of them absolutely agreed on the question of fiscal reform. Of the remaining 10, about half of the partners are very favourable, but from the fact that they each have a partner who generally, for political reasons, does not see fit to throw in his lot with us, they have to stand out."

Evidence of Witnesses.—Section III. contains the evidence of Messrs. T. C. Moore, B. Moore, E. Massey, H. J. Colclough, J. Ridgway, J. S. Goddard, T. B. Johnston, and F. R. Smith.

The following are brief extracts from their evidence:—

Mr. T. C. Moore: I was formerly a manufacturer of pottery ware, but ten years ago I retired. I am Chairman of the Parliamentary and Tariffs Committee of the North Staffordshire Chamber of Commerce, and still retain my interest in the pottery trade and know exactly what they are doing. For the last 20 years I have been entrusted—so far as the pottery interests are concerned—with the negotiations in regard to all the commercial treaties made during that period. My experience has been, on every occasion, when a treaty has expired and has to be renewed, that higher duties are imposed and the difficulty of doing business thereby considerably increased. The object of protectionist policy on the part of foreign powers is to secure for native industry the supply of the home market, to establish and develop foreign trade, and to get rid of surplus stocks without delay by "dumping," or in other words, by selling off cheaply in foreign markets whenever the absence of a Customs duty allows this operation to be effected. We have unmistakeable evidence that the pottery trade suffers from dumping. It may be asked whether, in case negotiations are entered into with these countries, they will cease to take stringent measures to protect their industries, or whether they will easily throw open their markets in competition with other nations. I think not; but in such cases, where no arrangement can be arrived at, and there is evidence of the intention to shut us out of their market, we should treat them in like manner, and shut them out of ours. In the foreign countries competing with us, trade is carried on on a large scale. We have large concerns in the potteries, and people who are prepared to furnish any amount of capital when they can see that it is going to be productive of good results. We have manufactories that are as up-to-date as any on the Continent. Most of the improved machinery on the Continent for the cheap production of pottery has been obtained from our own district. The system of commercial travelling is only in superior foreign countries, because the foreigner sends more people to canvas for orders. They do it more thoroughly, and employ more hands, *e.g.*, the total number of commercial travellers who visited Switzerland last year was 6,531, of whom 4,463 were German. The United Kingdom sent 45 only. Foreign tariffs tend to secure the home market to our foreign competitors because the security of trade in the home market tends to greater efficiency in production. The adoption of a tariff here would lead to the investment of more capital in North Staffordshire, because it would give greater solidity and firmness to trade—the trade is suffering from deficiency of capital at the present time. We have to put up with what we have got simply because we are not quite sure that that increase of capital is going to be productive of results which will justify the expenditure.

Mr. Bernard Moore: I make exclusively high-class china, principally tea and breakfast services and ornamental ware. There has been a steady decline in the trade, prices having gone down very much. The volume of trade is less than it was. The total net profits have diminished, and the remuneration has been markedly less in common china. There has been much more competition in that branch. The cause of the change in the state of trade is the importation of foreign china. Trade has decreased with the Colonies, except Canada. The other Colonies are not manufacturing, but are importing German goods, not American. We can sell at the same price as the German an article that is good enough for common consumption in the Colonies. There is very little trade in cheap china with foreign countries. In the inquiry as to the use of lead in pottery, I took an active part with Mr. Burton as a witness for the manufacturers. We use less lead in glazing than foreign countries as far as general manufacture—not china—is concerned, but the foreign china and English china are two distinct things. One has a felspathic glaze and the other has not. In consequence of the greater laxity abroad there is more lead poisoning in the factories than in ours, and there are statistics to bear this statement out; but there has been no compulsory registration of cases of lead poisoning abroad. I do not complain of the restrictions in this country; to a certain extent they are quite right, they have improved the condition of the workmen and will have a very good effect indeed. Taking all things into consideration the British potter is the best potter in the world. I have had some experience abroad at Sèvres, and a great many places, and there is no comparison between the good English potter and a foreign potter. The best American potters have been Englishmen who have gone over. There are many instances of English managers going abroad. The whole of the American trade has been established in that way. A great many men are going over now, even to the Continent. They go because they cannot get on here. Technical and commercial training does not produce a superior class of workmen here as it is believed to do in foreign countries. There is too much tendency to exaggerate the value of what is called scientific training. The practical result has not been to give us a better class of workmen on the whole. Practical knowledge of chemistry is required for mixing the different

alitics of clay. One man with a thorough knowledge is wanted, t fifty with a smattering. We want more apprentices who will arn the trade thoroughly, and then technical education will be of mense benefit to them, as it will make them use their experience tter. Designing and the art part of our work is a very important anch, and there the technical training has done a great deal of od. We get all our materials by canal, but the canals are owned the railway companies and there is no genuine competition, for e rates by water and by rail are practically the same for potters' aterials. The railway companies do not do all they might. ie British policy of free imports enables foreigners to dump certain ings; and it does more harm than that, for if a leading line can dumped into a country like this, it gives the manufacturer and e traveller a chance of selling other things on which there is a od profit, and that is where we suffer. They have something open the account with. The foreigner has a home market that secured to him, and is able to dump surplus stock on us. A comaratively small duty, in my opinion, would stop dumping. A an will take the risk of sending stuff in if he has nothing to pay. will fetch something here. The workpeople in Longton as a nole are strongly in favour of some reform in our tariff. Personally am not politically in favour of it, but I do not make it a party uestion, and think our people are willing to allow common sense rule their bread and butter. The increase of trade with Canada nce the preference has been given has been much more rapid.

Mr. ENOCH MASSEY (E. Hughes & Co., Fenton): We do not ake higher grade china and no ornamental china, except a little nall heraldic ware. The manufacture of common china means e production of tea services at anything under £1 per set; over at we begin to class it as high-class china. There has been a eady decrease for the last eight or nine years, a very perceptible crease in the output. Of foreign trade we have practically none common china; there is a little with Germany, but very little. 'e have a good trade with Canada, as there is no china made in nada of any class. Our trade with South Africa has decreased. ie South African trade will come back to this country eventually, it at present it is very disappointing. Some of our smartest men ent over there after the war, and found they were able to do very tle business indeed, the net profits have decreased very seriously. ur branch has suffered more heavily than the better class china. ie failures and the poverty we have in the district attest the fact at profits have practically disappeared. The English workman ads all workmen in pottery, there is no doubt about it, though at esent he is deteriorating; he is getting into a careless, slipshod ethod of working owing to the depression in the trade which mehow reaches the man. We have not the same control over ur workpeople now that we had 20 years ago. When I was a orkman at the bench 30 years ago there was a very much keener ip over them than there is at the present time. For instance, any apprentices at the bench had to attend the art school for four ghts a week and to take their register at the end of the week to be own to the employer. We cannot put that in force now. The ys want to play football and cricket and not attend school. If ade were better, and we could keep a full staff of workpeople, we uld offer such inducements that we should get a better class of ys and apprentices. As a whole there are considerably less workople employed in our district now than 20 years ago. Of the lance some have drifted into other businesses; a great number ve gone to America; many have become chargeable to the rates. 'e are talking of increasing our parish workhouse now, though at e present time it is one of the largest in the country; it is crowded. 'e have thousands of people in Longton out of work. The workople beyond doubt are realising what the foreign competition is ing for them—driving them into the workhouse and taking vay their bread. I have been a member of the committee of our chnical school for a good many years, and have a very strong eling that in our district at least the technical and art education at is given in connection with South Kensington is not by any eans the best suited to our trade, or at least not so well suited it might be. I think it would be best for our school to break with uth Kensington training and to work it on our own lines as a hool of ceramics. The South Kensington method is too theoretical d goes into branches which are of no use whatever. I made my n apprentice to our firm to teach him his business, believing that e potter is best who has worked his way up from the bottom. I anted him to learn modelling and sent him to the art school. The ly models given him there to copy were absolutely of no use to m; instead of learning to model a cover, dish or teapot they arted him on a foot, an ear, or a hand, and something of no earthly e to him. Our boys are never taught to use the tools that they ill have to use at the bench when they come to work, but are ught to use a totally different kind of modelling tool, and to model ith their fingers on a set block, whereas we model on a whirler d use mechanical power as far as we possibly can to help. The ilway companies in England are undoubtedly inclined to give preference to the foreign manufacturer on both large and small uantities. The present rate for carrying the imported German ina from London to Bristol, about 120 miles, is 10s. a ton. The rriage of English china from Stoke-on-Trent to Bristol about an equal distance, is 31s. 6d. A case of German china from London to Longton was charged through at the rate of £1 a ton, the same case was packed with English china and sent back to London and charged 32s. 6d. per ton. The exact rate they were charging the foreigner from London to Staffordshire was not merely a proportion of a through rate for the entire journey, but it was what the railway company in this country actually received. The same between London and Bristol, the actual amount received by the G.W.R. Company for carrying German goods from London to Bristol is 10s. per ton, and they charge us 31s. 6d. for an equal distance. If Doulton & Co., Ltd., were to send china from London to Bristol they would not get the 10s. rate, their rate would probably be about 30s.; that low rate is charged to compete with the steamers. There is no doubt about that, but how the through rates into the inland and Midland districts come to be given I cannot imagine. Foreign countries have an advance in respect of processes of manufacture, in cheaper carriage, though I cannot say how much cheaper, cheaper labour and longer hours, though this advantage is gradually disappearing. As to the mode of manufacture—the process, the mills and factories are practically the same. Many of the best factories on the Continent have been fitted up by a firm from our own district, and they have been built by the foreign workmen at a lower cost than they could have been built in England. Nothing less than 25 per cent. duty will give us a fair grip of the trade within our own shores. 10 per cent. would do a great amount of good, but to give us practical command of our markets and still not give us power to raise the price of our trade, 25 per cent. is absolutely necessary. If the duties were carefully levied we should get a better trade, and prices would not be advanced to the home consumer. The expansion of trade would control that. If we could produce double the quantity we should be able to take 10 per cent. off the charge to our customers. In other words, the effect of the duty would be that we would not raise our price but could reduce it. Foreign imports would decrease very considerably with a 25 per cent. duty, but nothing would keep them all out. I am prepared to admit that the foreigners make a few lines that they would still beat us at even with a 25 per cent. duty. They are goods that are very difficult to produce with our clay, and very easy to produce with theirs, and therefore cheaply, and we should never keep those out. These articles are very limited indeed.

Mr. HERBERT J. COLCLOUGH (Longton and Fenton): I attempt to manufacture for the million. I endeavour to reach that class of trade which buys largely. My output is comparatively large, and I am always seeking orders in bulk, and endeavour to meet the demands of those who want the cheapest stuff possible. I have been in the china trade the last seven years, but during a part of the time, up to 1900, my output was only about half what it is now, as I doubled the size of my factory in 1900, and I had no difficulty in obtaining orders to keep the factory running full time. Since Christmas 1901 I have not worked more than two-thirds time. I have reduced the number of hands, but those I have I keep moderately employed and could turn out as much again as now, though that would be running at high pressure. The normal output of my factory is nearly 50 per cent. more than we turn out at present. Imported common china, which competes so closely with our business, is sold at any price necessary to bring it below that of the British maker; and there is evidence daily that competition is getting more keen. I have seen patterns of a regular stock line of tea-sets from Germany, quite as good as anything we turn out in Longton, quoted for 6s. 8d., compared with our 8s. 6d. which is the most serious thing in competition I have seen. We have had evidence in our organisation that the selling price is higher in the German market than here. We have German travellers in Longton who come to sell the stuff. The importation of common china is greater than the output here; even the official figures return it as quite as great. A railway official has declared to me that the companies do not give preferential rates, but through rates for goods that they would not otherwise get. The cultivation of traffic they would not have without a preferential rate is keenly watched. We have a common complaint that the preferential railway rates are a great injustice, and that the companies are generally disinclined to do anything at all for the fostering of trade which one would expect a trading concern to do. As to duties, the estimate we have all formed is 25 per cent. That we should like; we should be very grateful for 10 or even 5 as a beginning. It has been said that there are some things which we could not keep out; there is nothing that we could not make, or that we should not have spirit enough to try at, if there was only a 25 per cent. duty put on it. But the utter hopelessness of the present condition of things renders it altogether improbable that anyone will put money into a business that they know they are going to lose by.

Mr. JOHN RIDGWAY (Bedford Works, Stoke-on-Trent): We, in common with the whole trade, labour under considerable difficulties, owing to the fact that no statistics are available as to the home trade; this is a very great blot on our national statistics. The prevailing impression is that the home trade is in a very unsatisfactory state, brought about by largely increased imports of foreign earthenware. The pottery export trade with foreign countries has decreased and with the Colonies it has increased. The net profits in my own

trade have diminished considerably in recent years owing to our not having been fully employed. We are suffering very much in the home trade from certain articles—what we call side lines—being taken from us by the Germans. The Germans go in very largely for these side lines, such as egg cups, butters, cover dishes, sardine dishes, &c., which we formerly used to manufacture, and we are being driven as home manufacturers very largely into the staple line such as dinner and toilet ware. Employment in the pottery trade is less than it was in 1890, the year the McKinley tariff was introduced. The depression began then, notably because the United States up to that time took about half of our exports. There is no doubt that we suffer very much from bad methods of transport in the Potteries. For instance, it costs us as much to bring our clays and to take our earthenware 38 miles to and from the sea as it does to bring the German stuff a couple of hundred miles up or down the Rhine. The German railways and canals carry goods inwards and outwards at cost, or very little above it, and in the case of exports there is a rebate which acts as a preference to German exporters of earthenware and china. They deliberately encourage their export trade. It is part of their policy. As a specimen of dumping, there is a German china teapot sold, package and carriage free in London, for 3d. A very inferior teapot of my own earthenware, made by me, costs 2½d. in wages to my hollow-ware presser for making. The German teapot cannot be made for the price at which it is sold. The porcelain of which it is made is a 50 per cent. more expensive article than the earthenware of which mine is made. The cost of firing would be the same in each case; in fact, the German would be a little more. That is a typical case of dumping. It may be looked upon from another point of view, because I might import that teapot for decoration on the glaze, and then it would be simply raw material. A very large quantity indeed of these teapots is imported into this country. That 3d. article is not an instance of surplus production, it is partly a matter of having their own market secure so that they can keep on full time, by which they can very seriously diminish their cost of production. The probable effect of an extended preferential arrangement with the Colonies would be a large increase of trade. Canada affords a very forcible example. Our exports to Canada under the preference which is very considerable have increased from £144,000 in 1902 to £202,000 in 1903. The preferential duty began at 25 per cent., it was then increased to 33 per cent., and under the 1904 statement of the Canadian Finance Minister it has increased to 50 per cent. in the new tariff. There are not many potteries in Canada, and it is a question between us and the United States, and was a growth of the Imperial spirit which led them to wish to give an advantage to us where they could. They have to import nearly all earthenware. This preference is a very great advantage to us. We are all looking forward to a very much increased trade with Canada.

Mr. JOHN S. GODDARD (Ashworth Bros., Hanley): We export our goods to the Continent of Europe and to America, and in some small degree to the Colonies. The export from this country clearly show that the Americans are making more pottery every year, and more nearly supplying their own requirements. In fact, in some branches of the trade English manufacturers have almost lost the market. The total net profit in our trade have decreased during recent years. That applies to all branches, and more particularly to the sanitary branch. Our foreign competitors copy our designs to some extent, and we are forced into new branches, the foreigners taking our old ones. Competition has been so keen, and things have been cut so much that we have had in some instances almost to create a new line. The foreigners' great advantage is that they have a protected market, and through that being able to erect large factories, with everything as up to date as possibly can be got, and, to all intents and purposes, an absolute security for their trade. Railway rates also in foreign countries are more favourable, and in most of the Continental countries they have a much better system of waterways, which is a very important point. All the foreigners' goods are delivered free of carriage and packing, and they give you packing cases in as well; they are not returned. Some raw material used by the foreigner actually comes from this country, and possibly in some cases they get it cheaper than the Staffordshire manufacturers, on account of the charges for freight, for it is practically wholly sea borne. Our clays all come from Devonshire, Cornwall and Dorsetshire. America, and in some measure some of the Continental countries are dependent more or less on clay supplies from this country for making their earthenware. That is a matter which ought to be kept in view. The rates of duty would have to be very considerable on some of the articles, and there would have to be a number of different classes of duty, probably ranging from 10 per cent. upwards as 10 per cent. all round would certainly not meet every case though it would be of very substantial assistance. In some particular instances it would take as much as 50 per cent. duty to really put the trade upon a proper footing. It might have a tendency to slightly increase the prices, but prices would not be increased to the full extent of the duty by any means, as the middleman would have to bear a part. With a 10 per cent. duty the internal competition would be sufficient to keep down any rise in price. A 10 per cent. duty would be some encouragement to manufacturers to put down more modern appliances and put up more works, if combined with preferenial tariffs in the Colonies.

Mr. T. B. JOHNSON (Pountney & Co., Ltd., Bristol): In our factories trade has been very steady during recent years, but it is falling now. The trade as a whole has undoubtedly fallen back. Profits in relation to turnover have been steadily on the decline until 1899 when there was a rise generally all the way round. The rise was in materials, and we got better prices, but now they are falling again. The returns show clearly that every year more foreign goods come into the English market, but the fall of profits is due to the raising of the American tariff in 1897 more than anything else. We cannot at the present moment trade with America, because of the tariff of 60 per cent. There is only an opening there for the highest grades of semi-porcelain goods. My partner has been some time in Ameria studying the chances of trade there, and he reports that it is utterly impossible except in that branch. The Americans have not yet reached the stage, but have caught us up on the others. Foreign tariffs restrict British trade and help competition with other countries without doubt. Although we have every advantage in England to get the clay and the coal and the best skilled labour, yet by means of the tariffs, and the introduction of machinery, the foreigner will in the long run be able to beat us. Take America for instance: I went over there in 1897. just after the tariff was raised, and I am firmly convinced that they have no right to make a single ounce of pottery on strictly free trade principles—they can not really compete with us in any way without the tariffs—and yet they are getting our skilled labour over there. In 10 years' time America, with its tariff advantages, and the use of these transfer machines and these new kilns, and also the fact that they can get a good price in their own market, will be able to beat us hollow, though we ought to be doing the trade. We are obliged to be continually producing new shapes and new decorations, and cannot put into stock certain classes of ware which will be selling the year after next. While foreign tariffs increase and our trade declines capital will not go into the industry. With reference to the competition we are meeting with from Germany, some few months ago our London agents (who also import a large quantity of fancy goods from Germany) wrote to us and asked us to quote them for a plain white fluted teapot which they were buying from Germany, and which they would have preferred to buy from us if the price had been right. We went into the matter, and after cutting the price very fine, quoted them 9s. per dozen. They wrote back to say that this price was absolutely out of it, as they were only paying 2s. 9d. per dozen. Now we pay our men for making alone 2s. 9d. per dozen, and they cannot earn very good wages, even at that price, in fact, we have a difficulty in getting them made for it. This figure seemed to me so absolutely preposterous that I wrote to our agents and said that I thought this could not be an article in regular sale. and that they must have bought a job lot which, for some special reason, had to be got rid of. Their reply was that this was no job line, but a regular selling line, of which they had bought yearly many scores of dozens. Now I feel confident that this particular teapot could never have been produced under any conditions for the price at which it was being sold. This was a china teapot, whilst the price we quoted was for an earthenware one. The Germans were thus actually selling delivered free in London at the same price as we were paying our men to make them. There is all the labour of firing and preparing of the clay and glazes in addition to be added, and of course also the cost of the materials. The only conclusion one can draw is that these goods are dumped.

Mr. F. RAWDON SMITH (Craven, Dunhill & Co., Jackfield): The principal branch of our business is decorative tiles. During the five years ending 1903 the trade in the United Kingdom has been steady, with foreign countries it has gone down, with the Colonies and British Possessions it has gone up. But the general tendency, taking all together, has been to decrease the total net profits in our trade in our district in relation to turnover. I attribute the change in the state of trade in our district to the decrease in home consumption lately, and to long-continued depression in the Banda Oriental and Brazil, and in Australia, to the sudden collapse in South Africa, and to the high tariff in the United States of America. The decrease in the home consumption is mainly due to the general depression of trade. From what I have observed in Germany the system of technical education there produces better foremen and "upper grade" workmen; the "common" workmen does not avail himself of technical education. The greatest enemy to the production of intelligent workmen in England is that every workman fancies he knows all about it, and that no one can teach him more. A foreign workman is always on the *qui vive* to catch a new idea. That was my observation of several factories in Germany, Holland, and in the United States, which I visited myself. Foreign countries have no advantages in respect of process of manufacture. I have been round several works, and have never seen anything they have not copied from us. That applies to the United States as well, though formerly they had the natural gas fire, which has now ceased. In our trade there never was a good design that was

not copied from an Englishman's as far as I have seen. The piracy that goes on is most irritating, and I am told there is no redress. All sorts of railway rates seem high relative to the work done by the railway companies. That applies to us because ours is particularly heavy traffic. The British policy of free imports permits the Dutch tile maker to keep his works running continuously and to dump his surplus into England where he has "no wall to climb." As to the effects of foreign tariffs in restricting British trade, there was this condition of things in the United States. The average proportion of our goods sent there was 25 per cent., and we had a very fine business. That has been almost entirely extinguished by the tariff, except for what may be called *articles de luxe*, if you may talk of such a thing in the tile trade, fancy articles which they will have at any price; in those we still do a certain business. Foreign tariffs tend to the efficiency of production in foreign countries by securing their home market to our foreign competitors. Till the Dingley tariff there were few tile manufacturers in the United States of America. Now there are many and large ones. Their trade has been built up distinctly in consequence of their protective policy. The tile manufacturers in the United States could not get on at all till the tariff was raised above 25 per cent. *ad val.*

Replies to Questions by Post.—Sections IV. contains very extensive extracts from the replies received from manufacturers to the forms of inquiry sent to them. These replies deal with: Imports competing with British Products, Sources of Supply, Foreign Competition at Home, Foreign Competition in Foreign and Colonial Markets, Employment, Differential Railway and Shipping Rates, Remedial Measures and Effect and Incidence of Import Duties, Colonial Preferential Tariffs, Patent and Registration Laws. The Report concludes with a number of statistical tables dealing with the average annual imports of pottery into, and of exports of pottery out of, the United Kingdom, the average annual exports of pottery clay from the United Kingdom, and others dealing with pottery exports from foreign countries.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

BUSINESS is booming. Labour troubles are definitely at an end. Prospects are bright. These few words sum up, very briefly, the position of the potting trade of this district at the present time. The china trade is the only department as to which it is necessary to make any reservation, and with this one exception the general trade is excellent. The check in the inflow of orders reported last month proved, happily, to be only a temporary affair, probably accountable for by the intervention of the Whitsuntide holidays, and as most firms had plenty of orders on their books to tide them over the recess, the lull has made but little difference. Orders are now coming in freely from our oversea customers the wide world over, the American trade being particularly good. The home market, however, is much less responsive to the upward tendency than the foreign markets. London especially is inclined to be quiet, but in the provinces a satisfactory volume of trade is stirring. As to the china trade, there is little sign of it picking up again as yet. Representatives who have been on their journeys complain of the lack of business in London, in the North, and in the Midlands. This is the general experience, but it does not apply to all the china-making firms. Some of the largest have still as much trade as they can do, but they are the exceptions and not the rule. It is, of course, to be borne in mind that the period between Whitsuntide and the Wakes is always reckoned in the china trade, and to a certain extent also in the earthenware trade, as the quietest period of the year, so that one need not be over-pessimistic respecting the lull which has come to Longton and Fenton. Some of the china manufacturers who have been launching out into the Colonial trade are reaping the benefit at the present time and keep busy, while their less enterprising competitors have, comparatively speaking, little to do. The seaside trade is receiving attention at the present season, and fair supplies are being taken by dealers in the coast towns, not only of table ware, in preparation for the lodging-house keepers whose stocks will need replenishing, but also of holiday novelties such as seaside visitors are wont to carry away with them as souvenirs and mementoes of their annual vacation. Now that the strike is over, the sanitary trade is busily employed, and it ought to continue brisk for some time to come, since, after a two months' stoppage there will naturally be a considerable accumulation of arrears to be wiped off. All things considered, the present outlook for the trade of this district is uncommonly bright. It looks as though what is usually a rather slack period is going to be much busier than is generally the case, and it is to be cordially hoped that trade will maintain its present activity until the holidays are over, when we shall settle down steadily to the last and busiest section of the year.

The Board of Trade returns relating to the potting trade for the first four months of the year make very agreeable reading, and the figures for April contain several noteworthy features which are worthy of attention. In the first place, an astonishing increase is shown in the Australian trade, bearing out in a remarkable manner the prophecy of a Colonial journal reproduced in these columns some three months ago that we might look for a bumping year from this quarter. We sent to Australia during April ware to the value of no less than £20,403, being almost as much as was sent during the corresponding month of the two previous years put together. New Zealand, following suit, purchased £10,327 worth of British pottery during the month, which is actually in excess of the returns for the same month of the two previous years added together, only £4,292 having been taken in 1906, and £4,478 in 1905. So far this year Australia and New Zealand have spent on pottery in Great Britain the respectable sum of £112,000, which is equal to about four-sevenths of our trade this year with the United States, our largest customer. Another feature of the returns, which may, or may not be significant, is that our exports of pottery to South Africa in April this year were in excess of what they were last year during the same month. The returns relating to this market have been so persistently declining for several years past that one takes more notice of this slight increase—it is only a matter of £500—than one would do in other circumstances. Dare we hope that this little sum of £500 marks the turn of the tide, and that trade is going to fare better in that much buffeted land? The strike of gold miners is not a reassuring incident, but people will assuredly turn to the South African figures in the May returns with accentuated interest to see if the increase is maintained. The Canadian trade still forges steadily ahead, as is shown by the fact that £25,898 represents the total of the ware sent there in April against £20,916 last year, and the South American and East Indian returns are better than they were for last year. Our total exports of ware for the month were £216,685, compared with £175,832 in 1906, and £154,257 in 1905, while the totals for the first four months of the year were as follows: 1907, £830,153; 1906, £734,396; 1905, £668,548. Thus we are already about £100,000 ahead of last year, and £160,000 ahead of the year before. This is first rate, and our friends who are interested in Colonial preference will have noted with satisfaction that five of our Colonies alone have purchased pottery from us this year to the amount of £287,430, a sum which represents more than one-third of the entire value of our oversea pottery trade this year to date.

It is a great pleasure to record the fact that the strike in the sanitary trade has at length come to an end. The POTTERY GAZETTE was able to announce, in a telegraphic message received last month just as the issue was about to go to press, that the masters had agreed to discontinue disputing as to the form in which the men had handed in their notices, and had agreed to meet the men in conference as to prices. In the letter which they sent to Mr. Lovatt, the secretary of the men's union, they stated that they considered they had sufficiently entered their protest against the way in which the notices to cease work were given. Failing an agreement as to prices being come to at the conference or within seven days afterwards, they expressed their willingness to refer the question to an umpire and two arbitrators. In the event of the arbitrators being unable to agree upon an umpire, they offered to leave the selection of the latter to the Rector of Stoke (the Rev. H. V. Stuart). This important letter was received by the men on April 29, and it was recognised at once that it marked the beginning of the end, though the end did not come quite so soon as some would have liked. The masters are to be complimented upon the common sense and good feeling they displayed in agreeing to waive the notices, thus conceding a point to the operatives. It was a wise as well as graceful concession to open up a path for negotiation. The main question in the dispute was a syphonic closet, introduced into this country by Twyfords, Ltd., who pay their sanitary pressers 3s. 8d. for making it. Johns & Co., of Armitage Pottery, subsequently commenced to make it, but were not willing to pay so much, so the matter was referred to an umpire, who fixed the price to be paid at 3s. 2d. Afterwards other firms began manufacturing similar articles, paying the awarded price, but the pressers were discontented with the award, and gave notices in February, demanding an increase. So soon as ever the masters had waived the question of the notices, the men readily agreed to meet the employers in conference, and, the men demanding an independent chairman, the Rev. H. V. Stuart, rector of the important parish of Stoke-upon-Trent, was, by mutual consent, chosen to fill that office. The meeting took place on Tuesday, April 30, at Stoke, and, of course, the price of the syphonic closet was the principal subject dealt with. The negotiations had not been very long in progress before a singular

discovery was made, which showed how lamentable a business the strike had been all through. It had been understood all through by everyone concerned in the dispute that the article for which Twyfords, Ltd., paid 3s. 8d. and the article for which Johns & Co. paid 3s. 2d. were one and the same thing so far as the amount of work involved in making them was concerned. But this was far from being the case. It was found, when the two things came to be compared, part for part, that Twyfords' closet at 3s. 8d. included an attachment called an "afterflush," for the making of which, separately, 3d. is paid. Johns & Co.'s closet, on the other hand, did not include an afterflush. It was common ground that if the afterflush was added 3d. should be paid for it, and thus the difference between the masters and men was reduced at one stroke of the pen from 6d. to 3d. I am told that the Armitage pressers were quite unaware when they made their claim for 3s. 8d. that the Twyford closet included this attachment, and, per contra, the officials of the union did not know that the Armitage closet did not include the afterflush. When the men were asked by the chairman on what ground they based their claim for 3s. 8d. to be paid, they replied that the sum in question was made up as follows:—2s. 6d. for the body of the closet; 3d. for the "lugs"; 3d. for the afterflush; 2d. for an extra plate; 4d. for the "box rim"; and 2d. for the "slab foot." The masters contended that the body should only be paid for at the rate of 2s. 5d., and the box rim at 3d. Eventually the men yielded a point, and the only difference between them and the masters then became whether the price, without afterflush, should be 3s. 3d. or 3s. 4d., the employers holding for the former price and the men for the latter. In the end the Rector of Stoke was asked to decide between the two prices, and he found in favour of the men, giving them 3s. 4d., it being agreed that if an afterflush was added it should carry 3d. extra. In order that everything might be down plainly in black and white, the rev. gentleman wrote out the following award:—"Both manufacturers and operatives, having agreed to leave the question to me, I decide that the price of the syphonic closet, as made by Johns & Co., without afterflush and without stream, shall be 3s. 4d., and of the same closet, if one plate is removed, shall be 3s. 2d." This was the net result of the conference of April 30, and everybody jumped to the conclusion that the strike was over. Not so, however. When the men's leaders returned to the rank and file they found a further difficult task awaiting them, for the Armitage men argued that the award made no mention of an accessory called a fan, and for which they demanded 2d. extra in addition to the 3s. 4d. awarded. They sent their officials back to another conference the following Friday, charged with a mission to reopen the award, and obtain 2d. extra for the fan, which they said was treated as an extra in Twyfords' closet. The masters met the attempt with a firm refusal to permit the award to be re-opened. They pointed out that the written decision of the rector clearly said the closet "as made by Johns & Co.," and the head of that firm denied that there was any fan at all in the closet as made by him. At this second conference the question seems to have turned on the definition of "What is a fan?" The fan is admitted an attachment, the object of which is to spread the water and direct it round the closet, thoroughly flushing every part. Mr. Corn (of Johns & Co.) maintained that his apparatus was not a fan, but a jet, which served an entirely different purpose, and was part and parcel of the box rim, and should be treated as such. By way of a compromise, the operatives suggested that a penny extra should be paid, making the price of the closet 3s. 5d., but the masters absolutely refused to consider the proposal, and the conference broke up with the position materially altered for the worse. The men's leaders returned to a crowded meeting of the men which had been hurriedly summoned for the same night. Representatives of the National Federation of Trade Unions were in attendance, and the strikers were powerfully urged to stand loyally by the award until, at any rate, next settling time. The leaders had to meet a great deal of opposition and criticism at this meeting, but they carried the day, the men agreeing by the narrow margin of 155 votes to 133 to abide by the award.

The question of the syphonic closet having now been effectually disposed of, a third conference to consider the other prices in dispute was held on May 6, when a most conciliatory spirit prevailed on both sides, and the basis of a general settlement was arrived at, it being agreed, to put matters shortly, that the masters and men should endeavour to settle by mutual arrangement the various prices in dispute at the different works concerned, and that failing agreement on any point it should be discussed at a further conference. It was provided that, in the event of this additional conference still failing to settle any point, they should be left to the final and binding decision of the Rector of Stoke. At Johnson Bros., Ltd., and Cauldon, Ltd., such progress was made towards a settlement that on Monday, May 13, the men at these two firms, to the number of about 320, were ready to return to work, and actually presented themselves, but were not allowed to begin, inasmuch as a complete settlement had not been effected at all in the works concerned. The new difficulty arose in this way:—At the commencement of the strike the men passed a resolution binding themselves to stand together and not to return to work at any individual firm until the entire strike was ended and they could all return together, just as they had all come out together. The employers, on their part, had established a federation of their own, and at one of the conferences they announced that they would not permit any one firm to become isolated in the strike, and that unless the pressers at the whole of the firms in the federation resumed work simultaneously, the pressers at individual firms would not be permitted to start separately. Now it happens that during the period of the strike, by an unfortunate mischance, a fire occurred at the Armitage Pottery, by which some of the pressers' shops were destroyed. Johns & Co. resolved, in rebuilding, to construct the premises in another way, with a view to the introduction of casting. The casting process dispenses with many workmen. A couple of casters, it is said, can produce as much work as four or five, or even more pressers, and thus the firm were in a position on May 13 to dispense with about 19 men. Not only this, but even if they wanted to take the 19 back, it was impossible for them to do so, as their benches had been destroyed. Nobody could for a moment dispute the right of the firm to reconstruct their premises as they liked, and to introduce any labour-saving process they might see fit, but the position was decidedly awkward, viewed in the light of the men's decision that none of the pressers should start at Armitage until all started. When, therefore, Johnsons, Ltd., and the proprietors of Cauldon, Ltd., in pursuance of the declared policy of the masters, refused to permit their pressers to recommence work, the men instantly began to talk of reprisals, and a most delicate situation was created. "It is no longer a strike," said the men, "it is a lock-out, and we shall be fully justified in retaliating by calling out the whole of the general earthenware and china pressers at the six works concerned," viz., Doultons, Ltd., Cauldon, Ltd., Johnson Bros., Ltd., Winkle & Co., Johns & Co., and the Henry Richards Tile Co., Ltd.

The men summoned a general meeting of the trade to consider what was to be done, and much anxiety prevailed throughout the district. In these circumstances, the Rector of Stoke acted promptly, summoning another conference for Wednesday, May 16. This was the crucial point of the entire dispute. Upon the result of the proceedings depended the question whether the strike was to end suddenly, or whether it was to be extended to the general trade, and involve, as would eventually have been the case, a large part of the district. The conference lasted for three hours. The men insisted that places must be found for the nineteen men whom Johns & Co. could not take back, and the masters did their utmost to find a way out of the difficulty. The Henry Richards Tile Co., Ltd., promised to find places for five of the men, and it transpired that since the strike began a number of pressers had gone abroad. It was apparent that only a very few of the 19 men would be left out in the cold in the end, but the masters refused to pledge themselves to find berths for every one of them by any given time, though they promised to give them the preference, when benches became vacant, and to find them all places as soon as possible. A happy suggestion from one of the men ultimately led to a way being found out of the difficulty. The suggestion was that as several of the strikers had admittedly found other situations, or had gone abroad, if all the strikers who remained presented themselves at their various works it might then be ascertained, definitely, how many empty benches there were, and that the manufacturers might then, between them, be able to find work for those who could not be taken on at Armitage. It was agreed to try the experiment, and two days later the whole of the men presented themselves at the works where they were employed. It was then found that there were sufficient vacant benches to easily accommodate all the men who had come out, and, this being the case, and all other questions in dispute having either been settled, or being in a fair way towards a settlement, the strike came to a sudden end. The whole of the strikers duly returned to work on Tuesday, May 21, and such have been the arrears of work they have had to make up, that numbers of them were working overtime all last week.

Only a few sentences are needed to conclude the history of the strike. It lasted for two months, and its cost to the operatives was somewhere in the neighbourhood of £13,000. What the loss sustained by the manufacturers was it is impossible, for obvious reasons, to estimate accurately; but if the total cost of the strike is put down at £24,000 or £25,000 the figure will probably not be far wide of the mark. For fully eight weeks between 600 and 700 men were without employment; their wives and families were suffering, and the heavily rated works of the manufacturers were standing idle. Thinking the whole unfortunate episode over, one cannot refrain from echoing the words of Mr. J. C. Bailey, the chairman of the Masters' Federation, "Oh, the pity of it!" It appears that the stoppage would have been avoided entirely if only a permanent conciliation board existed in the potting trade. As things are at present we have to "muddle through" whenever any wages dispute occurs. If the question can be amicably settled, well and good; but if not, there comes a strike. Surely the day for strikes in civilised communities ought to have gone by in this twentieth century. It ought not to pass the wit of man to devise some organisation, having the con-

fidence of both sides, to which all these questions might be automatically referred without the necessity of having recourse to so savage and primeval a weapon as the strike. So far as the present dispute goes, there was no single question involved which could not have been settled equally well by conciliation. Now let us see what the result has been. The men have gained substantial advances in prices at several of the firms, but these would have been conceded just the same if no strike had taken place. On the main question at issue, the syphonic closet, neither side can claim any advantage; if anything, the balance rests with the masters, because 3s. 4d. was offered the men before the arbitration fifteen months ago, and they refused to accept it. But, in any event, this matter could have been settled just as easily by a conference before as by a conference after the stoppage. One thing is clearly of the first importance, namely, that a form of notice shall be agreed upon between the masters and men, not only in the sanitary ware trade, but in the potting trade as a whole, which shall enable the operatives to stand in the legal position in which they desire to be, and at the same time shall be free from the features to which the masters took exception in the present case. This should not prove a difficult task. The Rector of Stoke has undertaken to summon a general conference of the trade to discuss the point at an early date, and some clearly defined rule should then be laid down, binding to both sides, and putting an end to the possibility of such a disastrous state of affairs as arose at the outset of the present dispute ever again occurring. A strike should never be allowed to occur by chance through a misunderstanding or from sentimental reasons. If it ever occurs at all, it should only be on a clear cut issue, and there was no such issue in the case under notice. Had it not been for the timely intervention of the Rector of Stoke, there is no knowing but what the strike would still be unsettled, and all honour is due to Mr. Stuart for what he has done. His conduct at the conferences has commanded the admiration of both sides. He proved himself a strong and resourceful president, a keen business man, and a diplomatist. He sacrificed himself most willingly to bring the dispute to an end, and under the most trying circumstances he displayed unwavering impartiality. The thanks of the whole trade are due to him for his splendid services. In Mr. J. C. Bailey the manufacturers had a leader whose fair and sympathetic attitude towards the men aided materially in bringing about a reconciliation, and the men's leaders, Messrs. J. Lovatt and S. Clowes, showed themselves to be possessed of courage, ability, and straightforwardness. Messrs. J. Holmes and W. A. Appleton, of the executive committee of the National Federation of Trade Unions, also rendered valuable assistance at the conferences, and especially at the difficult time when it seemed likely that the men would repudiate the rector's award respecting the syphonic closet, they lent the Union officials powerful aid in bringing the rank and file to a more reasonable frame of mind. Now that it is all over it may be hoped that both sides have profited by their experience, and that what they have learnt will enable them to avoid any further stoppage for many years to come.

Although it was thought a month ago that the labour difficulties in the jet and rockingham trade were at an end, two more serious points cropped up subsequently, which called for a further conference between the masters and representatives of the men. This was held on May 23 at the North Stafford Hotel, when a settlement was reached of every matter excepting a few special articles at individual firms, which will be speedily dealt with. This district is thus clear, now, from any prospect of a further stoppage until, at any rate, next March.

The celebration of the municipal jubilee of Hanley passed off successfully on May 23, though the weather left a good deal to be desired. The celebrations were shared by young and old alike, the day being one which will long linger in the memories of those privileged to share in it. The Town Council have decided, in connection with the jubilee celebration, to confer the honorary freedom of the borough on Alderman Jesse Shirley and Councillor Henry Benjamin Shirley, heads of the well-known firm of J. & H. B. Shirley, potters' bone and flint millers, of Etruscan Mills, Hanley. Both gentlemen are true pottery men, who have worked long and ardently in the interests of their native town. They have both occupied the civic chair, and each of them succeeded in realising the ideal of what a public-spirited chief magistrate should be. —During the past few days representatives of the Primitive Methodist Church from all parts of the country have been celebrating the centenary of the foundation of Primitive Methodism by a great camp meeting on "Mow Cop," a lofty hill overlooking the Potteries. It was mentioned in this column last month that Wm. Clowes, one of the recognised founders of the church, was a Burslem potter, and it has transpired since that there are still living in the Potteries two of his grand-nephews. One of them is Mr. H. Clowes, of Piccadilly-street, Tunstall, and the other is Mr. Frederick Clowes, of Windmill-street, Hanley. They are justly proud of their connection with the humble potter who became the great evangelist of a widespread church, and at the camp meeting they placed on view a number of relics of their ancestor which have been preserved in their homes for many years. One of these was a dish, with plaster frame, of old Staffordshire pottery, made by Wm. Clowes's own hands when he was earning, as a working potter, 30s. per week. The other relics included a picture painted by Clowes, two old-fashioned salt boxes, several times as large as those used to-day, and some interesting letters.

The decision of the Departmental Committee on Compensation for Industrial Diseases not to include "potters' asthma" in the schedule to the new Workmen's Compensation Act, has given genuine satisfaction to the manufacturers in this district. It would have been a great blow to the industry if the agitation of the workpeople had succeeded, and the employers had found themselves face to face with the necessity of insuring between 25,000 and 30,000 clay-workers. As was pointed out in an article published in the POTTERY GAZETTE in January last, the manufacturers were in no sense seeking to shirk their responsibilities, but in resisting the application to add the potting trade to the schedule they felt that they were opposing a costly, irksome, and, withal, an entirely unnecessary innovation, because, in consequence of the remedial measures in force to-day, potters' asthma is rapidly becoming the disease of a byegone generation. Manufacturers therefore hold that, in doing their best to prevent disease being scheduled, they were acting not only in their own interests, but also in the very best interests of the workpeople themselves, inasmuch as, if compensation became payable to clay-workers, there would probably be wholesale dismissals of workpeople who might be considered to be constitutionally susceptible to bronchitic and asthmatical disease. The report of the departmental committee shows that much weight was attached by the committee to this point, which was strongly emphasised by the manufacturers' witnesses who appeared before them. The committee came to the conclusion that potters' asthma is a specific and sufficiently distinguishable trade disease, and considered that, on the principles of the Act, the employers might properly be required to pay compensation to their workpeople who contract it. But there were two difficulties in the way of this being done. One arose from the fact that the disease is very slow in its development, and the committee held that, since the compensation charge would be a heavy one (owing to the duration of attacks), it would not be right to lay the whole of the burden on the employer or employers under whom the workman had been serving during twelve months immediately prior to his incapacity. A period of five years, they felt, would be fairer. In the second place, the committee, after referring to the lengthy period which must elapse before potters' asthma in a patient can be definitely distinguished from more common ailments, say: "We have had to consider what would be the effect on the prospect of employment of such men (men who suffer from bronchitic or asthmatical symptoms), if employers were made liable to pay half wages during the remainder of the workman's life, or a sum equal to three years' wages on his death, should fibroid phthisis in fact supervene. . . . It is obvious that employers will have a strong inducement to dismiss or to refuse ot engage any workmen who show these symptoms." The employers, who appeared before the committee, it is added, were almost unanimous on this subject, and on account of these considerations they could not recommend the immediate addition of this disease to the schedule. They were of opinion, however, that the matter "demands more deliberate consideration than it has yet received on the part of the employers and workpeople concerned." "It may be," they concluded, "that public discussion of the question will lead to the conclusion that the fears which have been expressed are exaggerated. It may be that, in some, or all, of these trades, schemes of insurance will be devised which will meet the difficulty." The latter suggestion is worthy of careful consideration. Though the disease, as has been said, is diminishing rapidly, there are still many elderly sufferers whose health has been sacrificed to their trade, and who need and deserve help during incapacity. Some large-hearted employers do afford them help in such times, and if the trade desired to ward off the Act, an agency should be evolved on the lines of the Potters' Insurance Company to make such help systematic and general. In due course of time it will probably be found that the need for such an agency will disappear. It can be safely asserted that the conditions existing in potters' shops at the present time are not such as will produce fibrosis. As long as the ventilating fans are kept in an efficient condition it is impossible for the workpeople to contract the disease, and if the ventilation of shops, whether by fans or otherwise, is not efficient, it is for the workpeople, through their union, to ask the factory inspectors to deal with offending firms according to the provisions of the Factory Act. It may be that existing powers have not been sufficiently enforced by authorities in the past, and it is perfectly true that numbers of people do suffer from the disease which they contracted under the bad old conditions which prevailed before precautionary measures were made compulsory; but that is no reason why the potting trade should be laid under such a great burden as would have been entailed had potters' asthma been included in the schedule to the new Act. If the disease is to be brought within the scope of further legislation at all, the trade, operatives and employers alike.

ought to insist that a system of national insurance is the only fair and equitable manner in which the problem can be met.

The movement for the federation of the whole of the pottery towns into one united borough continues to win ground. An important step forward was taken on May 14, when a largely attended meeting of pottery manufacturers and other business men was held at the North Stafford Hotel, Stoke, for the purpose of forming an association to further the scheme, which has been suggested by the Local Government Board as being desirable. A resolution was unanimously passed forming such an association. Mr. Cecil Wedgwood (of Josiah Wedgwood & Sons, Ltd., Etruria), was elected president, with the Duke of Sutherland as vice-president, and Mr. Leonard Grimwade (Grimwades, Ltd.) as secretary. An influential executive was appointed to assist in carrying through the federation, including Mr. A. Meakin, Mr. J. P. Holdcroft, Mr. J. C. Bailey (Doultons, Ltd.), Mr. J. Wilcox Edge, Mr. Edmund Leigh, Mr. Wm. Edwards, Mr. Noah Parkes, Mr. Wm. Owen, Mr. E. V. Greatbatch, Mr. H. B. Shirley, Mr. Geo. Elliot Meakin, Mr. Wm. Sandland, Mr. A. F. Wenger, Mr. T. W. Gimson, Mr. J. Watts, Mr. E. Massey, Mr. Elijah Brain, Mr. J. Leak, Mr. Abraham Fielding, Mr. J. M. Fox, Mr. A. B. Jones, Mr. Aaron Edwards, Mr. J. W. Beswick, Mr. H. Aynsley, and other manufacturers. The association, with such energetic gentlemen at its head, ought to be capable of doing splendid work. When the last attempt was made to federate the Potteries, about three or four years ago, the scheme was defeated largely by a section of the Burslem people. Now, if such opposition arises again, there ought to be no difficulty, if the association throws itself whole-heartedly into the fight, in stemming the tide and turning the defeat into victory. It is difficult to imagine how any commonsense individual can deny that federation would bring untold benefit to the population of the towns, and to the potting industry as well.

Those manufacturers who have been complaining of the high rates of the pottery towns, and more particularly of Hanley, will hear with gratification that the rates next year are to be reduced by 6d. in the £, making them 9s. 3d., as against 9s. 9d. This means that the manufacturer rated at £1,000 will have to pay £25 less to the local exchequer than he did last year. Several other towns are moving in the same direction. Can it be that the municipal mandarines have been frightened by the threat of the Chambers of Commerce to oppose their applications to the Local Government Board for borrowing powers, and to convene a great meeting on the subject of the extravagance of the five towns? Mr. Jamieson, the assistant secretary of the Chamber of Commerce, states that he is still busily engaged in his dissection of the finances of the local authorities, and that he hopes to have his inquiries completed in time for a big debate at the September meeting of the Chamber.

Mr. Albert Toft, the well-known sculptor, who has arranged the new series of living statue groups called "Makers of History" for the London Hippodrome, was originally an apprentice at Wedgwoods, Etruria. He comes of a family which, for generations, had been been celebrated for their artistic work, and his sculpture now has a foremost place in most of the municipal galleries of the country. In this year's Royal Academy I note, also, that Mr. H. Tittensor, a young employee of Doultons, Ltd., of Burslem, has succeeded in winning the first prize, a handsome sum of money, in a poster-designing competition, organised by Bemrose & Sons, of London and Derby. The design was cleverly conceived, and skilfully executed. A well known meat extract firm propose to adopt it as one of their leading advertising mediums.

Mr. H. Perry, of the firm of Unwin & Co., Cornhill Pottery, Longton, was presented, on Saturday, May 4, by the employees of the works, with a handsome marble clock and bronze ornaments, to mark the occasion of his recent marriage. Mr. and Mrs. Perry had just returned from their wedding tour, and were most heartily received by a united gathering of the workpeople. The presentation was made by Mr. Misley, the oldest workman, and at the conclusion of the ceremony each of the operatives received a piece of wedding cake.—The pottery of Price Bros., jet and rockingham manufacturers, Navigation-road, Burslem, was the scene of a fire some three weeks ago, which was only prevented from developing into a serious conflagration by excellent work on the part of the fire brigade. The fire broke out on May 4 in the packing house, above which is the glost warehouse and decorating shops. The flames were subdued before they had reached the upper story, but a large quantity of finished ware was damaged. The loss is covered by insurance.—During the first four months of the present year the fund so generously established by Mr. S. Gibson, Mayor of Burslem, head of the Albany and Harvey Potteries, in conjunction with that raised by the school teachers, has been the means of providing 3,410 dinners, 210 pairs of clogs, and several pairs of spectacles for needy children.—The order for the execution of 15,400 mugs, presented to the school children of Hanley as souvenirs of the jubilee, was placed with Mr. G. M. Creyke, of Hanley. The mugs were handsomely ornamented with the borough arms, in colours, and with a portrait of the Mayor, &c. They cost 2½d. each.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

DURING May, in the higher class fancy departments of the china and glass saloons, there has been rather a better business done in wedding presents, but it did not amount to very much after all, and was far below the mark of a good year, though showing a shade of improvement in comparison with May, 1906. The retailers generally, also, have been finding some little benefit from the approach of the Whitsuntide annual flitting term, on the part of those who are taking up house for the first time; but, with these two exceptions, the retail turnover for May this year has again been very indifferent. As usual, however, some special call for the renewal of broken household goods will be experienced during June, after those families who have been "flitting" have settled down and had leisure to reckon up their breakage losses, and to make good the same. There should be some general improvement also in the retail trades, for, except in the building section, the industries of the country are healthy; there are no wage disputes of the least consequence, and the outlook on shipbuilding during the month has improved.

The wholesale merchants in these trades have by this time fully executed orders for the beginning of the season for the annual holiday resorts, and they report about an average bulk of goods put through for this purpose. But the remarkable backwardness of the season, that is to say in the meteorological sense, makes the outlook on this section not a very promising one, with, at present, small prospects as regards any crop of repeat orders. All this foreboding, however, might be suddenly changed to something very different if winter were to cease at last, and summer come in with a rush. There is, by this time, no room left for spring. The recent somewhat half-hearted increase of selling figures (to cope with the augmented costs of production) is still generally believed in as something partially to be reckoned with, but it is not really a very serious factor, since a number of the makers did not fall in with the movement at all. The matter is practically something of an open question, individual transactions being governed by individual circumstances. There is, at the same time, no doubt about the Rockingham position, which, so far as selling figures are concerned, remains all over the same as before, with the margin of profit to the makers (if any at all) a very slender one. The improved call for these goods from Ireland, referred to in last report, is still kept up, though, with the very low prices current, it is problematical whether this feature is to be regarded as a desirable one, or the reverse.

The Scottish stoneware potteries are reported as being very busy just now, producing jam jars and bottles, in consequence of the very considerable contracts that have been entered into. Some uneasiness, however, is being aroused on account of the persistent tardiness of the season, and its probable effects on fruit crops and the preserve industry. Frost and snow at the beginning of June upset the calculations very badly. Relations between employers and employed at the pottery works of Scotland continue placid, which is so far good.

Of open contracts within these industries, the limits of which run into June, mention may be made of the Electrical Engineers' Department of the Corporation of Partick (Glasgow), involving a year's supply of consumers' installation materials. In the reconstruction of Glasgow Royal Infirmary (tenders due by June 7) the contract for the supply of tiling materials will assume considerable importance.

Legal.

Stealing and Taking.—At Aberavon Borough Police Court on May 6, a respectably attired collier named Wm. Davies, was brought up in custody charged with stealing two fancy jugs (valued 8d.) from a stall in the market, the property of Arthur Shuttlebotham, china merchant. Thomas Gwyn said he was in charge of the stall in the market on Saturday night, and he saw prisoner loitering about the stall handling the goods. Witness proceeded to serve a customer, and on turning back saw prisoner pull his hand from his pocket ; he also saw the handle of a jug. He took prisoner to the market inspector, and then sent for the police. P.C. Smith proved to arresting prisoner, and finding the two jugs (produced) in his possession. Prisoner said, "I did not steal it ; I only took it." He elected to be dealt with summarily, and was fined 30s. inclusive.

Delay in delivering Earthenware.—At Hanley County Court, recently, an action was brought by Clementson Brothers, earthenware manufacturers, Hanley, to recover £9 17s. 9d. for goods sold and delivered from Mr. R. Ireland, china dealer, Apple Market, Kingston-on-Thames. It was stated that in August and September last defendant gave plaintiffs two large orders, and the action was for part of the goods ordered. It was stated that part of the goods were delivered in November, February, March, and some had not yet been forwarded. The total value of the order was £84, and half of these had not been delivered. The defendant complained that some of the goods were not according to sample, and also complained of delay in delivery. His Honour held that the goods had not been delivered in a reasonable time, and gave a verdict for the defendant with costs.

Wives in Trade.—In the City of London Court, on May 14, before his Honour, Judge Lumley Smith, K.C., Mr. H. B. Atkinson, china and glass merchant, West-street, Finsbury-circus, sought to enforce payment of £19 due for china and glass supplied to the defendant, Mr. H. Samuels, china and glass dealer, 338, Caledonian-road. The defendant said he was quite unable to pay the debt as he had nothing. He had been in the china and glass trade, but was now out of it. His wife was carrying on the business which was formerly his. His landlord had been very harsh with him. A distress had been levied. Plaintiff's solicitor said that the defendant was still living with his wife, and was assisting her to carry on the business, which was obviously still his.—Defendant : No ; I am trying to get work.—Plaintiff's solicitor : She seems to feed you and you look after the shop when necessary.—Defendant : No ; I help her when necessary.—Plaintiff's solicitor added that the defendant was formerly in the china and glass trade at Holloway-road, but he was now in Caledonian-road. It was evidently more convenient for the defendant's wife to have the business in her name. Plaintiff had been defied all along.—Defendant said it was only a small business. The rent was £50 a year.—Judge Lumley Smith : Had she private means of her own ?—Defendant : No. Judge Lumley Smith : It is really your business. You must pay 5s. a month.

Prospecting for China Clay.—At Helston County Court recently, before his Honour Judge Granger, Mr. E. Freeman, of London, was sued by John Hosking and Thomas Beare, miners, of Breage, for £6 5s. Mr. A. R. Thomas appeared for plaintiffs, and said defendant acquired a licence to explore ground at Ashton in search of china clay, and engaged plaintiffs to dig pits threo feet by six feet, and to go to a depth of 15 feet unless they came upon rock or water, in which ease they were to dig fresh pits. They were to receive 2s. per foot. In November they sank three pits, the total depth of which was 30 feet, and received £2, with a promise of the balance of £1 in the course of a week. They were also engaged to fill up a pit, for which they were to receive 5s. They were also engaged to dig a group of pits, the total depth of the whole of which was 110 feet. In March defendant's local agent, Mr. Eustace, offered the plaintiffs £4 10s. in settlement of theic claim, which they refused. Defendant had paid £2 10s. into Court. For defendant, Mr. A. E. Ratcliffe said plaintiffs were limited to 75 feet. In the receipts signed by plaintiffs in respect of two amounts they received on account of the work done the words "on account of 75 feet" appeared. Tho whole work was included in one contract. His Honour said he had come to the conclusion that the plaintiffs' recollection of the events would be more clear than defendant's. He gave judgment for the amount claimed, with costs.

Damage to a Traveller's Phaeton.—At the County Court, Bromley, on May 3, G. L. Gent & Son, china and glass merchants, Holborn-circus, sued the Bromley Borough Council for £2 14s. for damages done to a phaeton and to goods, which, it was alloged, were caused through the negligent driving of the defendant's servants. Mr. Dent, barrister, appeared for the plaintiffs, and called the plaintiffs' driver, John Webster, who said that Mr. George Gent acted as traveller for his father, and that he had himself been a driver for a good many years and never had a collision before December 10. On that day, about noon, he was driving Mr. George Gent, jun., and made a call in High-street, Bromley. He proceeded along High-street in the direction of the Bromley South station. When he had gone a little way he came to a part where there were three broughams on the off side. He was not going more than about four miles the hour, and he was on the left-hand side. He then met the corporation dust cart coming from the opposite direction at tho rate of from eight to ten miles an hour. He made an effort to draw to the near side, but as he did so the defendant's cart collided with his phaeton. The front wheel was touched, and witness pulled up to prevent a more serious collision. The cart hit the phaeton on the box of the off fore wheel. The spring of the phaeton was damaged. Mr. George Lewis Gent, who was with his phaeton, gave corroborative evidence. His driver was very steady, and had never had an accident before. The cart was going at from eight to ten miles an hour ; the phaeton's rate of travelling was from five to six miles per hour. Mr. Whiffen, a coach builder, in the employment of Mr. Puttriss, said that the repairs done to the phaeton were quite necessary, and £2 was quite a reasonable charge It was a very reasonable price. For the defence, John Bratten, tho driver of the Corporation cart, said he was not going more than six or seven miles an hour. There was a turning, and he was going up the town. As he turned into that part of the road there were two big covered vans 30 or 40 yards down that portion of High-street. They were in the middle of the road. There was a "commercial" conveyance on his off side, and there was a van ahead of him. He pulled his horse sharp on to the near side. At that time he was not going more than three or four miles an hour. He was in the centre of the road, and then went to the side. If he had gone to the other side, the cart would have collided with one of the private carriages. The Judge said that he did not think there was any doubt about the case. There was nothing to support the contention that the driver of the Corporation cart was trying to avoid a collision with the carriages standing in that part of the road. In his opinion this was an accident caused by the negligent driving of the defendants' driver, and the case was made worse by the fact that the driver refused to give his name after the collision. The claim made was a bona fide one, and there must be judgment for the plaintiffs for the amount claimed with costs.

Imitation Worcester.—At the Police Court, Worthing, on May 15, Mr. William Henry Flack, Montague-street, was summoned at the instance of the Worcester Royal Porcelain Company, Worcester, for three offences under the Merchandise Marks Act, 1887, in respect of a cup and saucer : (1) For unlawfully applying a false trade description, to wit, "Worcester." (2) For causing it to be applied. (3) For selling the cup and saucer with a false trade description. There were also three summonses for the same offences in respect of a coffee cup and saucer. A plea of not guilty was entered. Mr. Southall, for the prosecution, said the Worcester Royal Porcelain Co., Ltd. had carried on the manufacture of china continuously for more than 150 years, and their goods had gained a wonderful reputation in the market. The temptation, therefore, to copy and imitate was very strong indeed. It had been decided in the High Court, that the word "Worcester" had a special moaning, as applied to china, and that firms other than the Worcester Royal Porcelain Co., Ltd., had no right to apply the word "Worcester" to their china at all. This was, of course, a most valuable decision to his clients, giving them the sole right to use the word "Worcester" applying to china manufactured and sold by them. It was of the greatest importance that this right should be maintained, and they also owed a duty to the public, in protecting them. Mr. John Porter, an agent of the Worcester Royal Porcelain Co., Ltd., stated that he was in Worthing on January 19, and saw an ancient cup and saucer in the window. He entered the shop and inquired about it. The shopman, whom he took to be the principal, produced it from the window, and said, "This is Worcester." He examined the china, and found it was not "Worcester." He saw at the back of the saucer the word "Worcester," written in ink. 27s. 6d. was asked for the cup and saucer, and he bought it. The shopman volunteered to show him some more, saying, "I have some more 'Worcester,'" and showed him a coffee cup and saucer (produced), for which he asked 9s. 6d. This he also purchased, and on the receipts given, the articles were described as "Worcester." Cross examined : They were, in his opinion, very indifferent imitations of "Worcester" china. Mr. Edward Robert Evans, managing director of the Worcester Royal Porcelain Co., Ltd., stated that the first cup and saucer (produced) was a copy of that manufactured at Worcester, and an exact reproduction of a similar decoration of "Worcester" china of the period of 1770 to 1780. He produced an original piece of "Worcester" of 1775. The value of a genuine cup and saucer of that period would be from £6 to £8. The first cup and saucer referred to in the summons was of French manufacture, and the coffee cup of Vienna production, bearing the old Vienna mark. This closed the case for the complainants. Defendant, giving evidence, said the coffee cup was of Vienna manufacture, and he did not display it as "Worcester." The other cup he had had in his shop some years. It was marked in ink "Worcester," but he did not remember writing it. If it was not real "Worcester," it was "as near as possible like it."

Mr. Rowand Harker: When you wrote it on there had you any intention of foisting it off on anyone as "Worcester," when it was not "Worcester"?—Defendant: Certainly not. Did you honestly believe it was "Worcester"? I did. Samuel William Lindsay, Tarring-road, who said he had been a good deal in India, and that he took charge of Mr. Flack's shop, as a friend, during his illness, deposed to serving Mr. Porter with the china. He had had no experience at all of china, and knew nothing of trade marks. He had an idea of the colour of "Worcester," and thought the predominanting colour was blue. Mr. Porter asked him what he called the cup and saucer, and he said he believed it was "Worcester." He had no intention of infringing the Act, or to defraud. He did not know until afterwards that the coffce cup bore the Vienna mark. Mr. Rowand Harker, addressing the Bench for the defence, urged that defendant had no intention to defraud, and that both Mr. Flack and Mr. Lindsay had acted absolutely innocently throughout. The Chairman said defendant would be fined £1 10s. and 5s. 8d. costs, on each of the six counts—a total of £10 14s. Mr. Harker said the case was of some importance, and asked the Bench to state a case for the High Court on a question of law. This they agreed to.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

KIDD BROS (Herbert Kidd and Albert Kidd), Percival-street, Collyhurst-street, Oldham-road, Manchester, glass manufacturers and merchants. April 18. Debts by A. Kidd, who continues in his own name. (April 23.)

Private Meeting.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

DALZELL AGNES (deceased), late China Warehouse, High-street, Newtownards. A meeting of the creditors of this estate was held in the offices of Mr. D. H. Spiller, solicitor, High-street, Belfast, on Wednesday, May 1. A statement of affairs shows liabilities amounting to £350, and assets £342 15s. 11d., less £25 preferential claims, leaving £317 15s. 11d. available for dividend, and subject to realisation. There was an offer of composition made of 7s. 6d. in the £, but in view of the value of the assets some of the creditors were of opinion that they should be paid a larger dividend.

Notice of Intended Dividend.

CUTLER CYRUS, 56, Park-street, Walsall, glass dealer. Claims to S. W. Page, 30, Lichfield-street, Wolverhampton

Notices of Dividends.

BOYSON WM., 17, Warrington-road, Platt-bridge, Hindley, earthenware dealer. First and final, of 3s. 2½d., at O.R.'s, Bolton.

COLE JOHN T., 25, Claremont-terrace, and 23½, Feasegate, York, glass merchant. First and final, of 2s. 7½d., at Poppleton, Appleby, & Turner's, 3, East-parade, Sheffield

Notice.

THOMSON JOHN (deceased), 7, Sandgate-street, Ayr, glass and china merchant. Business acquired, April 17, from executrix-nominate by Miss Mary Mills Forrest, who was principal assistant to Mr. Thomson for the past seven years. Miss Forrest will collect all outstanding accounts. (May 17.)

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. P. G.)

POWIS ROWLAND, 15, Bridge-street, Pontypridd, china dealer. Dated May 1. Filed May 8. Liabilities unsecured, £301 1s. Property, after deducting secured claims, £40. Tr., C. Richards, 1, Gas-road, Pontypridd. The following are creditors:—Davidson Bros., London, £10; Hoods, Ltd., Birmingham, £29; Bristol Porcelain and Glass Co., Bristol, £17; A. J. Wilkinson, Ltd., Burslem, £18; Sadler & Sons, Burslem, £13; J. Wilson & Sons, Fenton, £22; S. Higgins & Co., Fenton, £12; Shaw & Copestake, Longton, £12; Smith Sampson, Longton, £11; C. Waine, Longton, £15; A. Machin & Co., Longton, £12; J. P. Humphreys, Tunstall, £19.

SMITH EDMUND JAS., trading as J. Smith & Co., 317, Brockley-road, S.E., china and glass merchant, &c. Dated May 1. Filed May 8. Liabilities unsecured, £604 19s. 11d. Property, after deducting secured claims, £204 10s. 10d. Tr., O. Berry, Monument-house, Monument-square, E.C. Secured creditors, £50.

Bankruptcy Proceedings.

BRIDGE FREDERICK WALLACE, Regent-street, Stowmarket, Suffolk, china and glass dealer, &c. The public examination of this debtor was held last month at the Guildhall, Bury St. Edmunds, before the Registrar, Mr. Salmon. In reply to the Official Receiver (Mr. F. Messert, Ipswich) debtor said that he knew that the oil tanks, harness, &c., which he had estimated to be worth £30, had been sold by auction and had not realised nearly so much. He had hawked hardware round the country, selling goods from the cart, and had been steady and stuck to his work, but bad luck with horses and illness had brought about his misfortunes. He had lost £12 10s. over one horse deal, and had lost money on each of seven horses he had bought, horse dealers being too fly for him. He had about £70 of his own when he commenced business, and he first realised he could not pay his creditors in full a year ago last April; but he thought with the money he obtained under the bill of sale that he would be able to pull round and pay off his debts gradually. He had only contracted one or two debts he thought, since he realised his position after the bill of sale was entered into. Asked what reasonable expectation he had of being able to pay these the debtor said he hoped to pay a little off per month. They had been allowing him to do this. He had not kept any books showing how he stood with his creditors, or the amount he took day by day. He was now living with his father, but would shortly be taking up a situation. The examination was adjourned. The first meeting of the creditors was to have been held later on the same day at the Angel Hotel, Bury St. Edmunds, but no creditors appeared; no resolutions were therefore passed, and the estate will accordingly be dealt with by the Official Receiver in the usual way.

CARTER WILLIAM ALFRED, glass and china dealer, 85, St. Thomas's-road, Derby. The adjourned public examination of this debtor was held on May 14 at the Court House, St. Peter's-churchyard, Derby, before Mr. Registrar Woodforde. The case had been adjourned for the debtor to supply a cash account, and he said he had now done this to the best of his ability. The Registrar, remarking that the case seemed rather unsatisfactory, allowed the debtor to pass.

CLITHEROE JAMES. glass and china dealer, 36, Lytham-street, Blackpool. The examination was closed at the Preston Bankruptcy Court on May 10, as the Official Receiver had no questions to put. The bankrupt's liabilities amounted to £948 4s. 7d., leaving a deficiency of £587 18s. 3d. He was adjudged bankrupt on his own application on March 6, and, according to the observations of the Official Receiver, he commenced business seven years ago with £10 borrowed from his wife, and £550 (value of the stock) from his father-in-law. The interest on this money had been paid. A proposal to pay a composition of 3s. in the £, guaranteed by the bankrupt's father-in-law, had been refused. It was shown in the statement of accounts that one of the debts—£27—was in respect of money lent by the bankrupt's wife in November, 1906, and another £610 was in respect of goods and money lent by the bankrupt's father-in-law at various times. Bankrupt gave as the cause of his failure: Shortness of capital, keen competition, and bad trade.

HEMUS CHARLES GEO., 61, Riland-road, and 8, Coles-lane, Sutton Coldfield, china dealer, &c., late trading in co-partnership with &c. as &c. R.O., May 2. Exam., C.C. Birmingham, June 24. Adj., May 10.

SAMPSON HENRY ALLEN, china manufacturer, Grindley Cottage, Blyth Bridge, late Jubilee Works, Longton, Staffs. The public examination of this debtor was held recently at the Town-hall, Stoke-on-Trent, before Mr. Reg. Marshall. The unsecured liabilities were stated at £734, and the assets £708, the debtor ascribing his failure to bad debts, bad trade, insufficient capital, and a long illness. He admitted that he had known for over two years that he could not meet his engagements, and he also agreed that it was rather doubtful whether his properties would realise sufficient to discharge the mortgages on them. Debtor was ultimately allowed to pass. The following are creditors:—Cox Bros. & Co., Derby, £18; King Bros., Stourbridge, £10; Stephens Bros., Fenton, £16; Thompson & Beck, Fenton, £15; H. Warrington & Sons, Stoke-on-Trent, £16.

SCHNEIDERMANN LEON, china and glass dealer, &c., 27, Beaufort-street, Stapleton-road, late 92 and 98, Lawrence-hill, Bristol. The adjourned public examination of this debtor was held last month

POULENC'S LIQUID GOLD.

2 GRANDS PRIX—PARIS, 1900.

BROWN GOLD. LUSTRE COLOURS.

TRADE MARK.

WORLD'S FAIR, ST. LOUIS, 1904.

DEPT. C, GROUP 23, CHEMICAL PRODUCTS.

GRAND PRIX

DEPT. D, GROUP 45, CERAMICS.

GRAND PRIX

LES ÉTABLISSEMENTS POULENC FRÈRES, MANUFACTURING CHEMISTS, 92, RUE VIEILLE DU TEMPLE, PARIS.

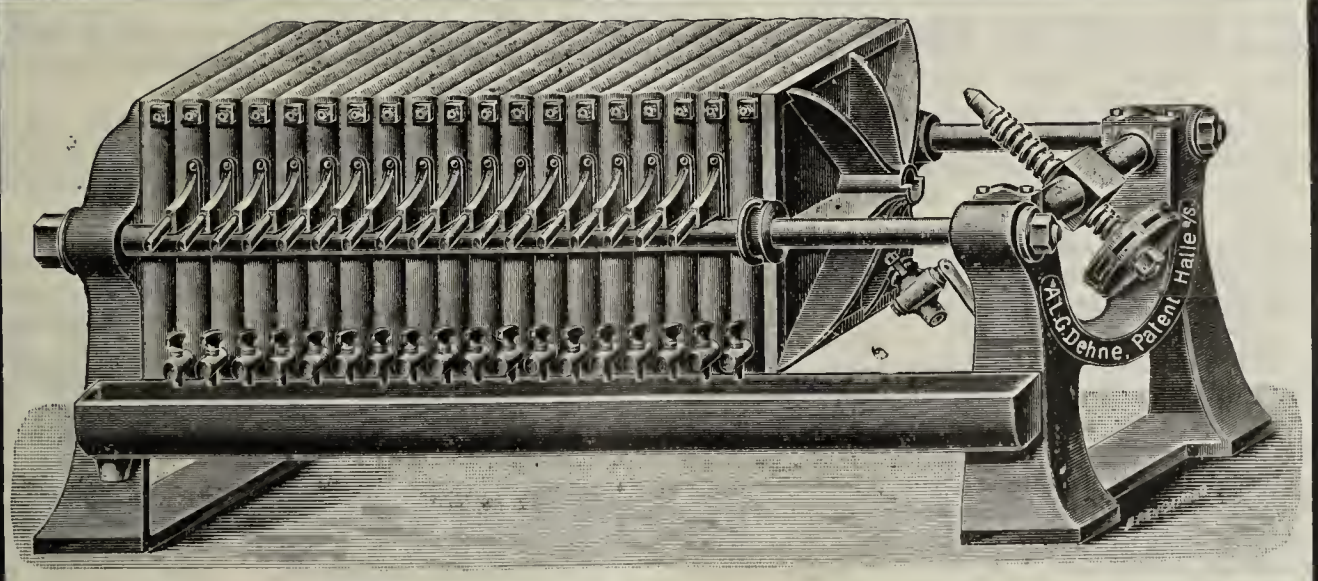
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at the Guildhall, Bristol, before Mr. Registrar Wright. The debtor was further questioned with reference to arrangements as to certain money matters at the time of his marriage. He was handed a letter written in the Russian language, and was asked to translate it. After some trouble he said the letter was from his brother-in-law in Russia, and referred to a loan of 750 roubles. He relied on his relative's honesty to repay him. There were goods on the premises occupied by his wife, but he could not say whether they were goods he had sold her. A further adjournment was ordered. The following are creditors:—Bettman & Kupfer, London, £32 18s. 7d.; British Xylonite Co., Ltd., London, £15 13s. 2d.; S. Dornberger & Co., London, £17 9s. 8d.; E. Enderlein, London, £104 4s. 9d.; J. S. Hind & Co., London, £17 1s. 3d.; H. Pahl & Co., London, £12 9s.; W. E. Peck & Co., London, £14 11s. 9d.; H. L. Sterkel, London, £18 0s. 11d.; Weiss & Biheller, London, £31 19s. 6d.; M. & A. Wolff, London, £36 15s.; Year Clock Co., London, £19 15s. 10d.; Bradley & Co., Ltd., Bilston, £47 4s. 10d.; Smith & Armstrong, Bilston, £11 1s. 9d.; Bullpit & Sons, Birmingham, £17 17s. 3d.; Celtic Tin Stamping Co., Birmingham, £18 11s. 1d.; Fisher & Ludlow, Birmingham, £13 16s. 10d.; Harrison & Co., Birmingham, £27 1s. 11d.; Hatcley & Bassett, Birmingham, £14 4s.; Hyndman Bros., Birmingham, £17 4s. 5d.; Jones & Barclay, Birmingham, £14 8s. 9d.; Ludlow Bros., Ltd., Birmingham, £25 15s.; Charles Osborne, Birmingham, £14 15s.; Pratt Bros., Birmingham, £21 3s. 3d.; J. & D. Smallwodd, Birmingham, £25 7s. 9d.; Messrs. C. W. Smith, Birmingham, £12 3s. 2d.; B. Stokes & Co., Birmingham, £18 1s.; Topham & Snushall, Birmingham, £18 11s. 6d.; W. Williams & Sons, Ltd., Birmingham, £55 14s. 5d.; Gwynne & Co., Ltd., Briton Ferry, £16 14s. 11d.; M. Holland, Bruges, £10 15s. 5d.; Vincent Le Bret, Bruges, £23 5s. 1d.; Phillipsbourne, Ltd., Chesham, £22 16s. 2d.; S. W. Bullas & Sons, Cradley Heath, £30 1s. 9d.; J. Crawford & Sons, Ltd., Dudley, £21 12s. 4d.; Messrs. H. Marlow, Dudley, £13 2s.; Poole & Lovell, Ltd., Dudley, £22 12s. 10d.; Von Hagen & Arns, Elberfeld, £13 14s. 9d.; Emil Goldschmidt, Frankfort, £19 10s. 9d.; Brunne & Co., Frieberg-in-Sachen, £17 10s.; Schurhoff Bros., Gevelsburg, £37 6s. 6d.; Louis Laterre, Gosselies, £31 6s. 6d.; Izons & Co., Ltd., Great Bridge, £36 11s. 8d.; Kaiser & Wolff, Hilden, £18 11s.; Branckmann & Rahmede, Ludensheid, £25 9s. 8d.; Acme Tin Stamping Co., Manchester, £22 13s. 4d.; Forrest & Lym, Manchester, £13 16s. 4d.; Schill, Seerbohm & Co., Ltd., Manchester, £40 2s. 6d.; John Stevens & Co., Manchester, £10 18s. 9d.; W. H. Edwards, Morriston, £20 14s. 6d.; Schmidt, Nake & Co., Paris, £19 4s.; Hilger & Sochne, Remscheid, £36 17s.; Gebruder Judick Schlossfabrik, Rheinald, £10 7s. 1d.; Friedr Ein Wald C., Rheinl, £33 2s.; Muller & Mimmer, Schlotheim, £17 17s.; Sebastian Hellers Sohne, Schmalkalder, £10 13s. 7d.; Ed. Flemming & Co., Schoenheide, £12 16s. 4d.; C. A. Argyle & Co., Sheffield, £13 19s. 6d.; H. Barnascone & Son, Sheffield, £17 18s. 7d.; Cooper Bros. & Sons, Ltd., Sheffield, £12 2s. 6d.; J. Derby & Son, Sheffield, £28 13s. 9d.; T. R. Ellin, Sheffield, £12 7s. 11d.; J. McGlory & Sons, Ltd., Sheffield, £31 8s. 6d.; W. L. Ramsbottom, Sheffield, £17 5s. 3d.; Jos. Rodgers & Co., Sheffield, £36 14s. 6d.; Jos. Rodgers & Sons, Ltd., Sheffield, £13 4s. 4d.; Saynor & Co., Sheffield, £18 17s. 6d.; J. Tyzack & Son, Ltd., Sheffield, £27 6s. 9d.; Samuel Williamson & Sons, Sheffield, £20 10s. 4d.; John Wragg & Son, Sheffield, £15 9s. 6d.; J. & D. Croft, Ltd., Stourbridge, £33 6s. 8d.; Hill & Boaler, Stourbridge, £24 0s. 4d.; Baldwin, Son & Co., Ltd., Stourport, £13 6s.; Hans Bauer, Tabrik Stollberg, £19 18s. 3d.; H. Ulbricht & Co., Venstadt, £64 15s. 2d.; C. Werner, Villengen, £14 15s. 7d.; E. J. Shaw & Sons, Walsall, £43 13s. 11d.; Hillier & Co., Wells, £12 15s.; Beech, Hill & Co., Ltd., West Bromwich, £21 3s. 10d.; W. & J. Laidley, West Bromwich, £13 7s.; H. Printz, Westfallen, £13 18s. 2d.; W. Robinson & Co., Wolverhampton, £36 10s. 4d.; Liabilities, £2,031 6s. 3d.

WHITFIELD JOHN, china dealer, 11, Waldron-street, Bishop Auckland, Durham. The public examination of this debtor was recently resumed before Mr. Reg. Marshall, sitting at the Court House, Old Elvet, Durham. The statement of accounts showed liabilities amounting to £146, and assets £25, or a deficiency of £121. Debtor was further questioned by the Official Receiver (Mr. W. A. Ellis), in reply to whom he stated that since the previous examination he had filed an amended deficiency account. That account showed a net loss on carrying on business last year of £7 19s. When he began that business he owed £20, and not, as he had previously stated, only £6. It was over £20, and his books would show that. The £20 was a sort of current debt which his wife was owing. The Official Receiver: You did not make proper inquiries before you started this business?—No. You ought to have done so.—Perhaps it would have been better if I had made inquiries. It really amounted to a rash speculation on your part?—I thought I would have done well. Don't you admit that you ought to have made proper inquiries?—Yes. If you admit that, then you were making a rash speculation?—Yes. Lastly, I suggest to you that you did not give enough supervision to the business?—As I said last time, I gave as much as I could afford. I suggest to you that you did not give a proper amount of supervision?—Perhaps there was not a proper amount. No creditors being present to oppose, the debtor was then allowed to pass.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

BLOWN GLASS ARTICLES, No. 11,061.—A. J. Boult. (C. Barrez, France.) Improvements in or relating to machines for the automatic manufacture of blown glass articles. May 11, 1907.

CHAMBER UTENSILS, No. 7,835.—C. W. Meinecke and D. Hogan. Improvements in chamber utensils, slop pails, and the like. (Date applied for under Patents Act, 1901, December 5, 1906.)

CLAY MILLS, No. 9,835.—T. R. Brittain. Improvements in clay mills. (Date applied for under Patents Act, 1901, April 25, 1906.)

COMBINATIONAL LAVATORY, No. 7,227.—G. A. Toplis and W. Toplis. Combinational lavatory for use where space is an object. March 26, 1907.

COVERS FOR JUGS, No. 10,415.—S. Hall and J. Fox. Improvements in or relating to covers for jugs, teapots, and like vessels. May 4, 1907.

DECORATING EARTHENWARE, No. 8,687.—A. Lovatt, J. Lovatt, and A. E. Lovatt. Improvements in the process of decorating or finishing earthenware or pottery. April 15, 1907.

EGG CUPS, No. 9,084.—S. Frankenstein. Improvements in egg cups. April 18, 1907.

FEEDING BOTTLES, No. 10,724.—Mary Le G. Burley and G. W. Tarver. Improvements in or pertaining to feeding bottles for infants and the like. May 8, 1907.

FIRE-RESISTING PORCELAIN, No. 9,394.—A. Schöfl, F. Trautmann and C. Mayer, trading as Traumann & Mayer. Process for the manufacture of fire-resisting porcelain. April 23, 1907.

FLOWER POTS, No. 6,450.—Gibson & Son, Ltd., and A. H. Gibson. Novel or improved construction of flower-pots, flower-pot holders. March 16, 1907.

FLOWER POTS, No. 8,859.—J. Marett. Improvements in and relating to flower pots and the like. April 16, 1907.

GAS FIRING KILNS, No. 6,164.—C. F. Priest and G. Fenn. Means for applying gas firing to brick, pottery, earthenware, and other kilns. March 14, 1907.

GLASS ARTICLES, No. 9,575.—R. S. Pease. Improvements in apparatus for use in the manufacture of articles of glass. April 24, 1907.

GLASS BLOWING MACHINERY, No. 9,340.—W. W. Pilkington. Improvements in or relating to glass blowing and working machinery. April 22, 1907.

GLASS BOTTLES, No. 7,609.—W. E. Evans (J. C. Curtin, France). Improvements in and relating to machines for the manufacture of glass bottles and similar hollow ware. March 5, 1907.

GLASS FURNACE, No. 8,268.—C. J. Koenig. Glass furnace. April 9, 1907.

GLASS FURNACES, No. 8,855.—F. Wieltschnig. Improvements in glass furnaces. April 16, 1907.

GLASS LETTERS, No. 5,941.—A. Stenderup. Improvements in glass letters for signs, advertisements, and analogous uses. March 12, 1907.

GLASS TILES, No. 9,151.—A. J. Boult. (Firm Vereinigte Zweissler und Pirmaer Farbenglaswerke Akt.-Ges. Germany.) Improvements in or relating to the manufacture of glass tiles. April 19, 1907.

GLASS OR VITREOUS SUBSTANCES, No. 8,704.—F. A. Lindemann & C. L. Lindemann. Improvements in or relating to glass or vitreous substances and the production and use thereof. April 15, 1907.

GLASSWARE, No. 10,997.—G. A. W. Turner and G. A. Shaw. Improvements in or relating to glassware, chinaware, stoneware, metalware and all articles of a similar nature. May 11, 1907.

GLASS-WORKING MACHINERY, No. 9,340.—W. W. Pilkington. Improvements in or relating to glass blowing and working machinery. April 22, 1907.

GROOVED TILES, No. 9,110.—J. von Gersum and J. Brost. Improvements in grooved tiles. April 19, 1907.

HEATING KILNS, No. 5,976.—C. Dellwik. Improved method of heating kilns and the like. (Date applied for under Patents Act, 1901, March 22, 1906.)

HOLLOW GLASSWARE, No. 6,012.—C. J. Koenig. Apparatus for producing hollow glassware. March 12, 1907.

INKSTAND CONSTRUCTION, No. 7,911.—E. Davis. Improvement in inkstand construction. April 4, 1907.

JOINTS FOR PIPES, No. 10,287.—H. G. Humphreys. Joints for stoneware or similar pipes. May 3, 1907.

KILNS, No. 9,036.—J. L. Thomas. Improvements in or connected with kilns for treating bricks, pottery, and the like. April 18, 1907.

KILNS, No. 10,777.—J. W. Mackenzie. (M, Caragol, L. Caragol,

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Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
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Catalogue on application.

and E. Cole, United States.) Improvements in kilns. May 8, 1907.

Lamp Chimneys, No. 5,874.—H. M. Webb. Improvements in lamp chimneys. March 11, 1907.

Lavatory Basin, No. 5,931.—J. Shepherd, R. W. Patey, and Pountney & Co., Ltd. Improved lavatory basin. March 12, 1907.

Pipes of Plastic Material, No. 10,626.—R. Cadman and G. Cadman. Improved means for making pipes or tubes of plastic material. May 7, 1907.

Presses for Making Pipes, No. 6,446.—Yarrow & Co. (Bolton), Ltd., and W. R. Haworth. Improvements appertaining to presses for making earthenware pipes. March 18, 1907.

Screening Potters' Slip, No. 7,194.—W. Podmore. Novel or improved construction of apparatus or machines for screening potters' slip. March 26, 1907.

Securing Covers, No. 9,262.—G. W. Parker and J. Dunlop. Improved method of securing and fastening covers, lids or such like, to jars, bottles, pots, tins, and the like. April 22, 1907.

Soda Compounds for Glass, No. 7,298.—J. Hargreaves and J. Hargreaves. Improvements in producing soda compounds and materials suitable for use in the manufacture of glass. March 27, 1907.

Spittoons, No. 7,273.—J. S. Bean. Improvements in spittoons. (Date applied for under Patents Act, 1901. May 27, 1906.)

Tiles, No. 9,052.—W. Breach. Improvements in tiles, slabs and other surface coverings and means for securing same in position. April 18, 1907.

Urinals, No. 8,964.—W. Cassels. Improvements in urinals. April 18, 1907.

Wash-Basins, No. 9,225.—C. A. James. Improvements in connection with wash-basins, urinals, baths, sinks, and the like. April 20, 1907.

Wash-Basins, No. 11,016.—W. I. G. Lewis. Improvements connected with wash-basins, sinks, baths, and such like. May 11, 1907.

Specifications Published.

1906.

7,367.—Mackenzie (Haegle & Zweigle Metallwarenfabrik). Spittoon.
7,852.—Hughes, Quinlan, & Middleton. Machine for moulding and pressing heated plastic material.
13,662.—Heap. Tiles for roofing.
15,539.—Engelhorn. Treatment of corundum for the manufacture of ceramic and other compositions.
17,518.—Twyford. Stall urinal ranges.
25,846.—Garrison. Dishes.
21,721.—Oppermann. Pouring pots having slot discharge openings for use in the manufacture of plate glass.
9,815.—Roche & Roche. Appliance for grading the uppers, soles, and insoles of boots and shoes.
15,292.—Chambers. Combined glass tank and pot furnace.
27,799.—Sievert. Glass pressing and blowing machines.
29,427.—Mayer. Furnaces for burning glass, porcelain, majolica, stone-ware, and like articles. (Date applied for under International Convention, December 29, 1905.)
12,220.—Rendle & Callow, Wright & Hewlett. Ltd. Glass tiles and the like.
12,915.—Boult (Soc. J. Lecomte-Falleur & Co.). Glass-melting furnaces.
24,148.—Sclickeysen. Clay presses.
25,693.—Hebling Deco. Aktiengesellschaft. vorm. G. Helbling & Co., and Leeds Fireclay Co. Fireclay baths.
9,384.—Thomas. Sanitary commode or bed pan.
14,129.—Morrison. Lavatory basins.
14,814.—Hellyer. Water-closet pans, slop sinks, and the like, and the means by which water is supplied thereto.
15,554.—Conradson. Machines for grinding inner surfaces, particularly of the necks of bottles.
18,382.—Weiss. Printing or transferring designs on to pottery, earthenware, and similar surfaces.
24,463.—Levick. Attachment of hinged seats and lids or covers to earthenware water-closets and analogous basins.
25,386.—Gitchcock & Negus. Jug and measure combined to act as gauge to quantity of fluid contained within.
6,112.—Stidder. Machine for moulding plastic or like substances.
17,103.—Mawlam. Cups or other vessels for holding liquids.
24,680.—Williams. Mustard pots.
29,009.—Beardsley. Bed pans.
7,331.—Smith. Jars or pots for containing liquid cements.
10,244.—Shott. Manufacture of blocks, tiles, or slabs for paving and other purposes.
11,002.—Adams. Bath-room wash-basins and fittings therefor.
27,662.—Helbling & Deco. Akt.-Ges. vorm G. Helbling & Co., and Leeds Fireclay Co. Water-closet basins.
17,779.—Fry. Glass-melting pot.
27,572.—Helbling & Deco. Akt.-Ges vorm G. Helbling & Co., and Leeds Fireclay Co. Bidets.
27,798.—Sievert. Glass pressing and blowing machines.

1907.

5,874.—Webb. Lamp chimneys. (Date applied for under International Convention, March 13, 1906.)
3,413.—Nosworthy & Prescott. Bottles and like vessels and stoppers therefor.
1,241.—Miller, Filler, & Rottman. Divided glass melting pot. (Date applied for under International Convention, February 2, 1906.)

Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement.

496,216.—Doulton & Co., Ltd., Lambeth, S.E.
496,275.—Doulton & Co., Ltd., Lambeth, S.E.
496,279.—Shepherd & Shepherd, Ltd., Fetter-lane, E.C.
496,493.—Tooth & Co., Bretby Art Pottery, Woodville.
496,752.—Grimwades, Ltd., Stoke-on-Trent.
496,830.—Wileman & Co., Foley Potteries, Longton.
496,830.—J. Billison, 42, Orchard-road, Twickenham.
496,832.—W. H. Goss, Edward-street, Stoke-on-Trent.
496,833.—Grimwades, Ltd., Stoke-on-Trent.
496,836.—Leeds Fireclay Co., Ltd., Wortley, Leeds.
496,863.—Rhodes Tile Company, Ltd., Reginald-street, Burslem.
496,966-8.—T. A. Simpson, Ltd., Furlong Tile Works, Burslem.
496,960-79.—Henry Richards Tile Co., Pinnox Works, Tunstall.
497,086.—J. Unwin & Co., Cornhill Works, Longton.
495,682.—Falk, Stadelman, & Co., 83, Farringdon-road, E.C.
496,414.—W. R. Ward, Smithfield-road, Gleadless, Sheffield.
496,583-4.—Johnson & Jorgensen, Ltd., 4–6, Bury-court, E.C.
497,199.—Lovatt & Lovatt, Langley Mill, Derbyshire.
497,201-6.—F. Sidney, 2, Church-court, Clement's-lane, E.C.
497,268-9.—H. & R. Johnson, Cobridge.
497,270.—H. & R. Johnson, Elder-road, Cobridge.
497,306-7 and 497,310-11.—S. Reich & Co., 23, Aldermanbury, E.C.
497,350.—J. & M. P. Bell & Co., Ltd., Stafford-street, Glasgow.
497,376.—Carter & Aynsley, Ltd., 54, Bishopsgate-street Without, E.C.
497,377.—F. W. Bourne, 225, Vicarage-road, Leyton.
497,461.—Burroughs, Wellcome, & Co., Snow-hill Buildings, E.C.
497,462-3.—W. Adams, Greenfields Potteries, Tunstall.
497,527.—Booths, Ltd., High-street, Tunstall.
497,532.—Johnson & Jorgensen, Ltd., 4–6, Bury-court, E.C.
497,533-4.—Hart & Sons, 23, Goswell-road, E.C.
497,216.—Albert Marquis de Dian & C. Bouton, 36, Quai National, Seine, Paris.
497,610.—Wileman & Co., Foley Potteries, Longton.
497,684-5.—Wiltshaw Robinson & Son, Stoke-on-Trent.
497,724.—J. Lang & Son, 16, Bury-street, E.C.
497,725.—Saunders & Shepherd, Ltd., 58–61, Fetter-lane, E.C.
497,726.—A. Ruch & Co., Bush-lane House, Cannon-street, E.C.
497,872.—J. Lang & Son, 16, Bury-street, E.C.
498,028-34.—Henry Richards Tile Co., Pinnox Works, Tunstall.
498,035.—Coalport China Co. (J. Rose & Co.), Ltd., Coalport.
496,812.—E. J. Dobbins, 28, Victoria-street, S.W.
497,108.—J. M. Copelevitz-Josephson, 30, St. Paul's-road, E.
497,308.—S. Reich & Co., 23, Aldermanbury, E.C.
497,704.—M. Emanuel & Co., 41 and 42, Shoe-lane, E.C.
498,152.—H. & R. Johnson, Elder-road, Cobridge.
498,153-5.—Doulton & Co., Ltd., Nile-street, Burslem.
498,162.—Weiss & Biheller, 70 and 71, Chiswell-street, London.
498,339.—Sandlands & Colley, Ltd., Hanley.
498,496.—H. T. Robinson, Cannon-street, Hanley.
498,630-1.—Batty & Co., Ltd., 127, Brayards-road, Peckham, S.E.
497,677.—C. J. Alexander, 42, Argyle-square, W.C.
498,156.—M. J. Adams, Scotswood-on-Tyne.
498,338.—Wade & Co., High-street, Burslem.
498,709.—Barker Bros., Constitution-hill, Birmingham.
498,710.—J. Maddock & Sons, Ltd., Newcastle-street, Burslem.
498,762.—Rubian Art Pottery, Ltd., Park-road, Fenton.
498,847.—J. A. Maier & Co., 19, St. Dunstan's-hill, E.C.
498,950-5.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
498,957.—Henry Richards Tile Co., Pinnox Works, Tunstall.
498,958.—J. Lang & Son, 16, Bury-street, E.C.
499,022.—Johnson & Jorgensen, Ltd., 4–6, Bury-court, E.C.
497,351.—J. & M. P. Bell & Co., Ltd., Stafford-street, Glasgow.
499,155.—H. Salsbury, 124, Long-acre, W.C.
499,156.—Worcester Royal Porcelain Co., Ltd., Worcester.
499,174.—Adderleys, Ltd., Daisy Bank Pottery, Longton.
499,175.—T. Rathbone & Co., Newfield Pottery, Tunstall.
499,235.—G. Evans, 39, St. Dunstans-crescent, Worcester.
499,334.—Johnsen & Jörgensen, Ltd., 4, 5, and 6, Bury-court, E.C.
499,445.—Mrs. M. Priem, 12, Princeton-street, Bedford-row, W.C.
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497,354.—H. Mew, 11,High-street, Sandown, Isle of Wight.
499,912.—Tooth & Co., Bretby Art Pottery, Woodville.
499,913.—E. Parr, North-road Works, Burslem.
499,974.—Schindler & Co., 9, Aldermanbury-avenue, E.C.
499,985.—M. Emanuel & Co., 41 and 42, Shoe-lane, E.C.
500,073.—Coalport China Co. (H. Rose & Co.), Ltd., Coalport.
499,234.—J. Moir & Son, Ltd., 9-10, Great Tower-street, E.C.
499,986.—H. Gebhardt & Co., 9, New Broad-street, E.C.
500,207.—W. C. Powell, 5, Cotham Park, Bristol.
500,397.—Mrs. S. Frankenstein, 21, Leicester-street, Southport.
500,502-3.—J. W. Walsh, Soho Glass Works, Birmingham.
500,554.—H. Aitken & Co., Railway-street, York.
500,649.—Grimwades, Ltd., Stoke-on-Trent.
500,650—Schindler & Co,, 9, Aldermanbury-avenue, E.C.
500,751.—F. S. Pitt-Taylor, The Lawn, Rock Ferry, Birkenhead.
500,863-70.—W. H. Goss. Edward-street, Stoke-on-Trent.
496,215.—Furnivals, Ltd., Cobridge, Staffs.
496,217.—A. J. Wilkinson, Ltd., Burslem.
496,222.—Clarke, Nickolls, & Coombs, Ltd., Hackney Wick, E.
496,413.—J. H. Paiton and J. T. Paiton, 28, Freehold-st, Rochdale.
496,449.—G. Boehm, 38, Moreland-street, Goswell-road, E.
496,490-92.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.

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New Foreign Patents.

United States Patents.

843,044.—La Fayette Moore, Jacksonville, Fla. Dry kiln.
846,057.—J. Schies, Anderson, Ind. Apparatus for feeding and delivering glass.
845,946.—J. F. Haffey, Tiffin, Ohio. Jug-top.
845,962.—G. A. Macbeth and H. A. Schnelbach, Pittsburg, Pa. Lamp globe.
846,834.—Naomi Egan, Danville, Cal. Combined bed-pan and douche.
846,559.—J. Gamble, East Liverpool, Ohio. Continuous decorating kiln.
847,027.—H. G. Slingluff, Hartford City, Ind. Glass drawing and blowing apparatus.
846,719.—C. S. Baron and J. F. Haffey, Tiffin, Ohio. Protective covering for glass or other fragile receptacles.
847,018.—J. Maddock, Trenton, N.J. Lavatory and means for supporting same.
847,696.—J. Riling and C. W. Sagee, Philadelphia, Pa. Glass-forming machine.
847,666.—C. J. Koenig, Alton, Ill. Automatic glass gathering and blowing machine.
847,632.—W. O. Amsler, Pittsburg, Pa. Glass-melting furnace.
847,454.—N. Baldwin, Coldwater, Mich. Moulding machine.
848,078.—A. Weill, Brussels, Belgium. Apparatus for forming tiles provided with flanged edges.
849,149.—N. A. Lybeck, Kearney, Nebr. Glass-cutting device.
849,021.—S. O. Richardson, Jun., Toledo, Ohio. Glass furnace.
849,237.—G. W. Heath, Crayford, England. Prism monocular and binocular glass.
849,254.—W. J. Minns, New York, N.Y. Combined sink, bath, and washtub.
849,461.—T. J. Conway, Muncie, Ind. Glass-press.
850,066.—J. A. Shumaker, Hyndman, Pa. Kiln.
849,383.—J. E. Fruin, New York, N.Y. Sanitary T.
850,029.—G. H. Meeker, Media, Pa. Method of sealing metal in glass.
850,323.—C. Schwarzkoff, St. Louis, Mo. Flower-pot machine.
850,233.—C. J. Koenig, Alton, Ill. Glass-furnace.
850,538.—S. Hipkins, Martins Ferry, Ohio. Glass-mould.
850,538.—C. O. Newman, Jackson, county Mo. Glass ornamentation for panels, floors, &c.
850,833.—W. E. Heal, Coffeyville, Kans. Method of treating glass.
851,262.—C. A. Tatum, New York, N.Y. Glass-blowing machine.
851,317.—A. L. Reinmann, Hanover, N.J. Opaque glass.
851,163.—C. F. Cox, Bridgeton, N.J. Process for the manufacture of hollow glassware.
852,098.—W. E. Bock, Toledo, Ohio. Method of shaping glass articles.
852,196.—R. S. Pease, Alleghany, Pa. Apparatus for delivering molten glass.
852,197.—R. S. Pease, Alleghany, Pa. Method of drawing glass.
852,129.—G. A. Macbeth, Pittsburg, Pa. Method of forming apertures in glass.
652,396.—R. S. Pease, Alleghany, Pa. Apparatus for making glass.
852,098.—W. E. Bock, Toledo, Ohio. Method of shaping glass articles.
852,099.—W. E. Bock, Toledo, Ohio. Mould for glass-shaping machines.

Obituary.

ARTHUR PRICE, AGED 49.

THE glass trade has suffered a loss by the death of Mr. Arthur Price, of Villa-road, Handsworth, Birmingham, which occurred at his residence on May 3, after much suffering, at the early age of forty-nine. Mr. Price was not much known outside his own county, but he was a prominent character in the flint glass trade, and also in the municipal and political life of Birmingham. His father was in the service of John Walsh Walsh, of the Soho Glass Works, for a number of years as manager, and thirty-six years ago the deceased commenced working for the firm. He has been a faithful servant ever since, for many years past in the capactiy of manager. He was a judicious manager, and is described by one who knew him intimately as "an expert in all the intricacies appertaining to the manufacture of glass." Locally he will be remembered as the assiduous honorary secretary of the West Birmingham Relief Fund, started in 1891, and the precursor of relief funds in other districts. Ill-health compelled his retirement from this position in December, 1893. Mr. Price was an energetic worker on behalf of Conservative associations in Birmingham, and also took a great interest in the local affairs of Handsworth. He became a member of the District Council there in 1893, and in 1903 was elected Chairman. The funeral took place on May 7 at the Parish Church, Handsworth, and was attended by representatives from nearly every public body and association in the district, embracing members of every religious and political opinion. As indicating the respect entertained for him by those who knew most of him, we may mention that the deceased was followed to his grave by Councillor L. J. Murray, all the members of the firm of John Walsh Walsh, and by nearly all the workmen. The deceased has left a widow and five children. One of his sons is in the service of the firm—the third generation in their employ.

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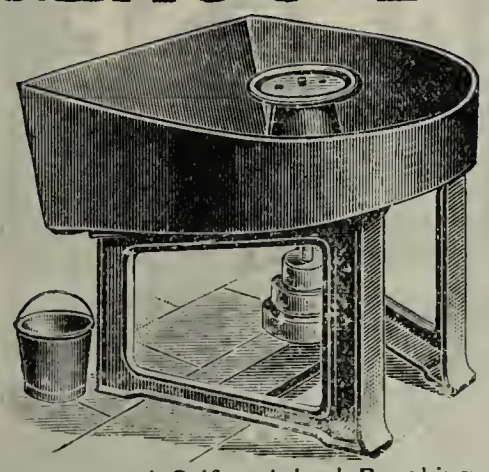
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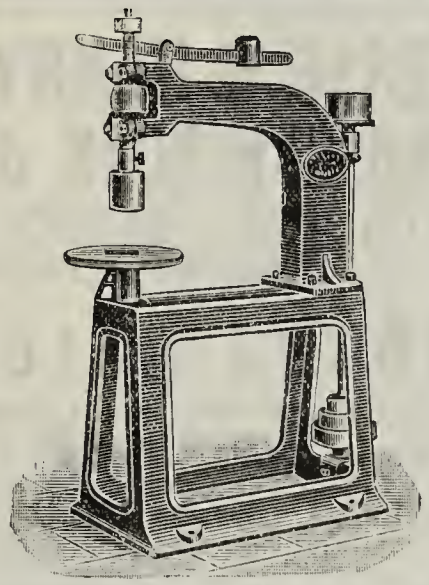
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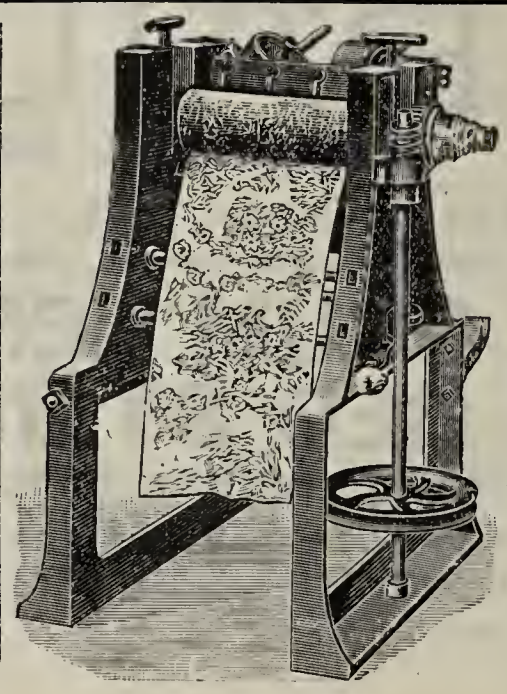
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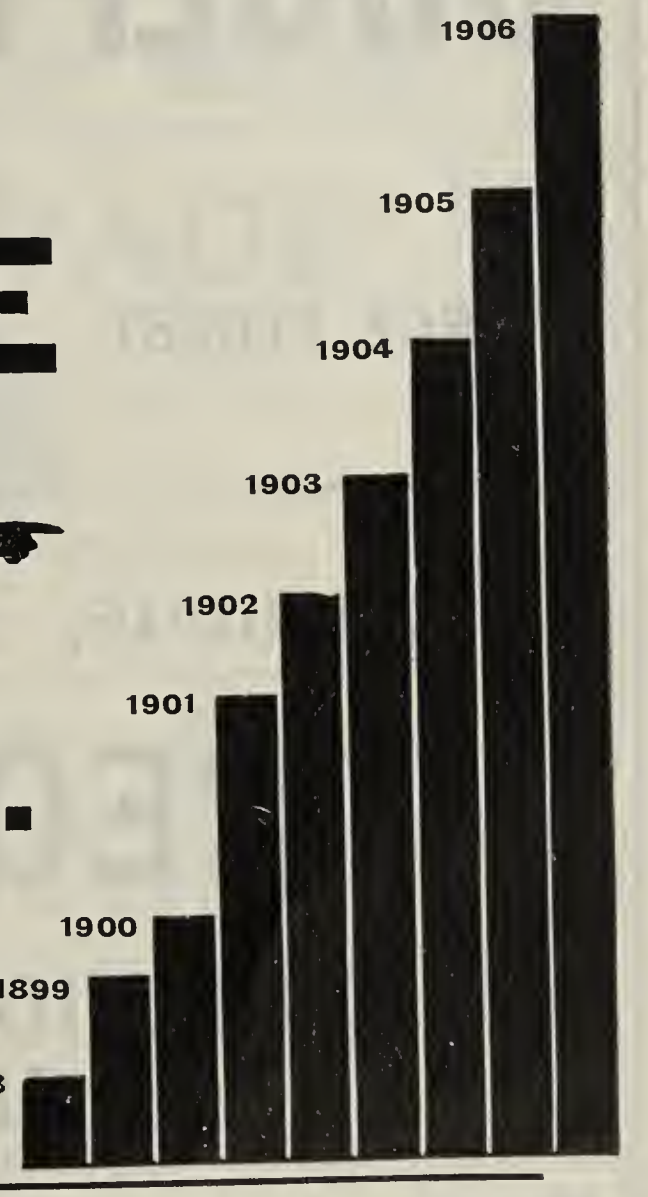
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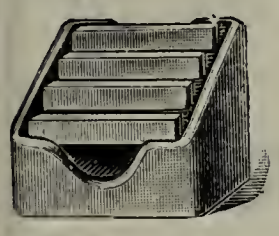
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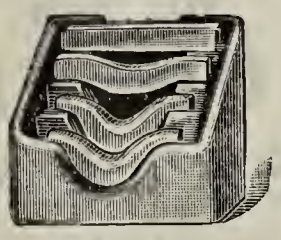
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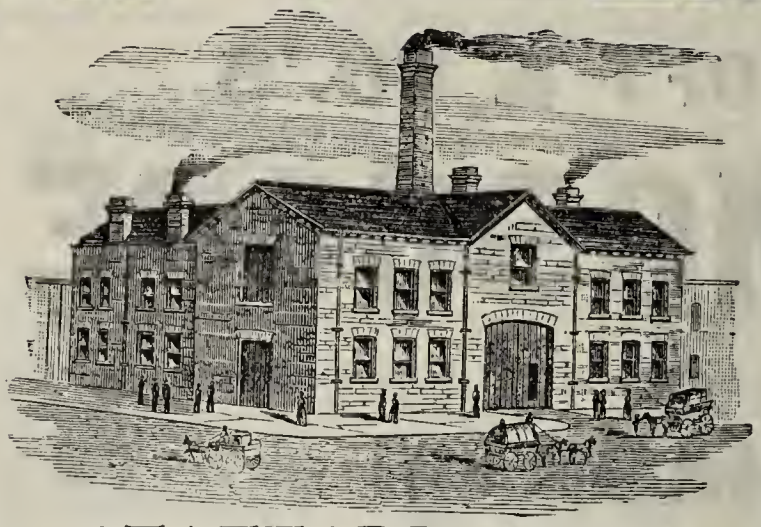
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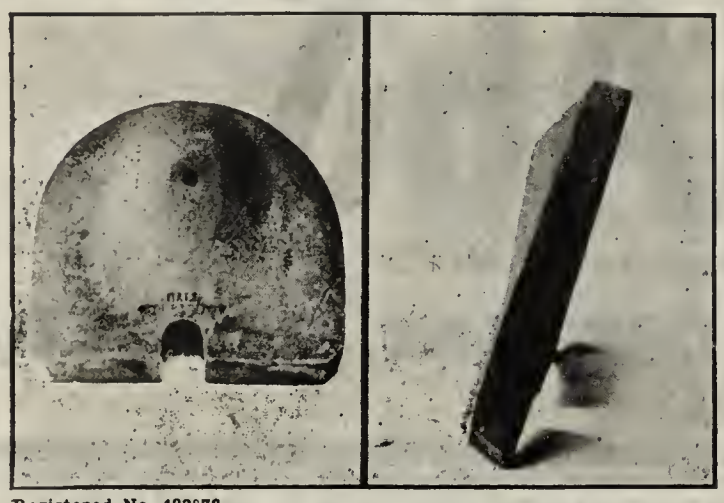
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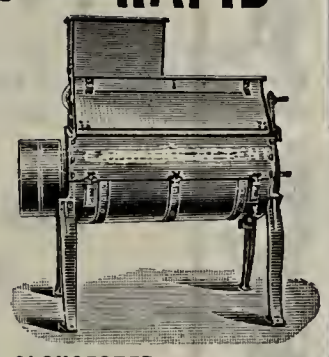
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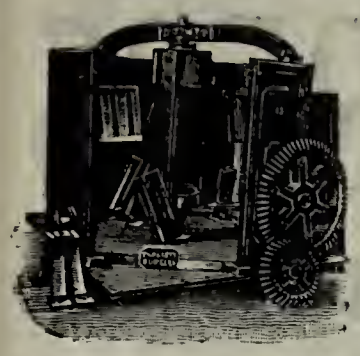
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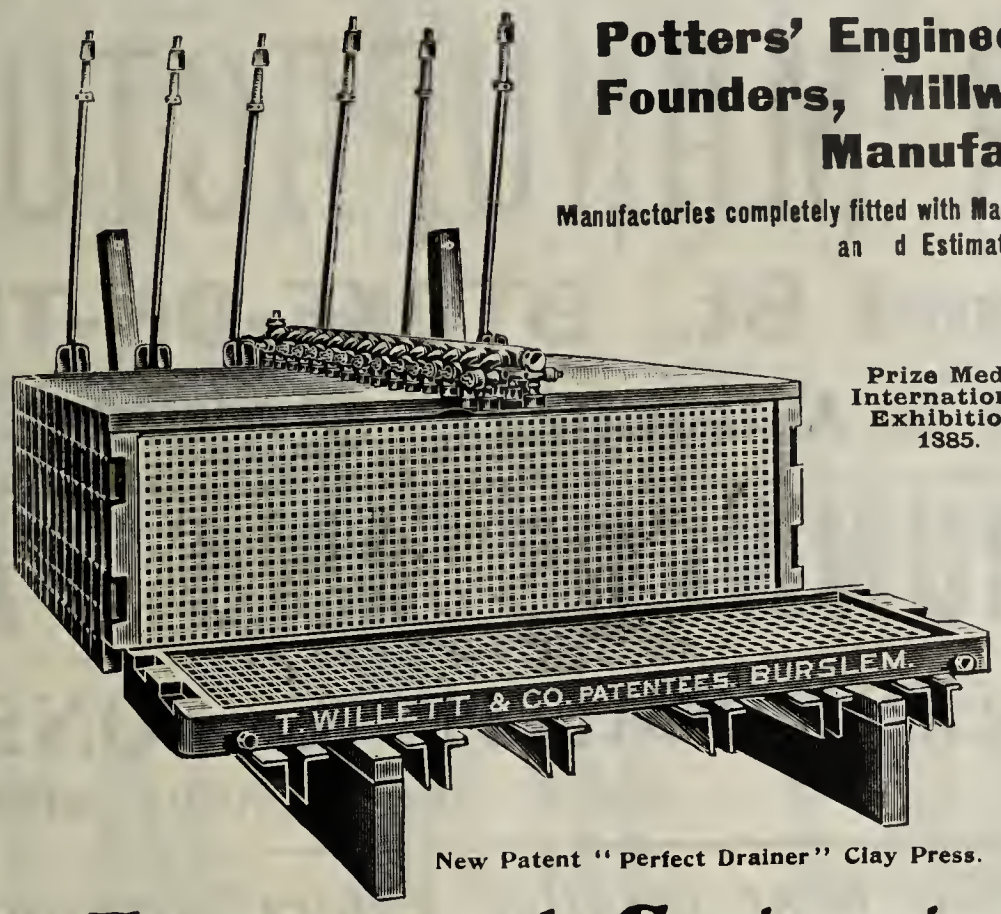
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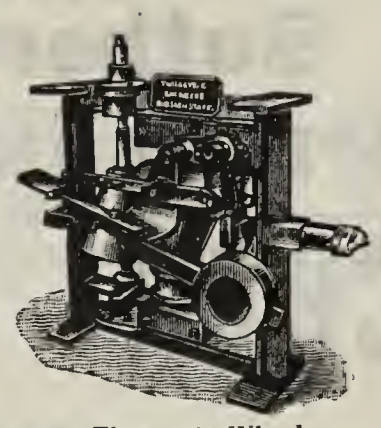


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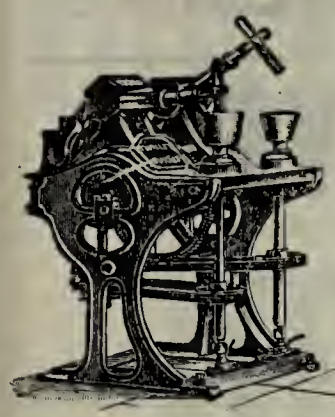
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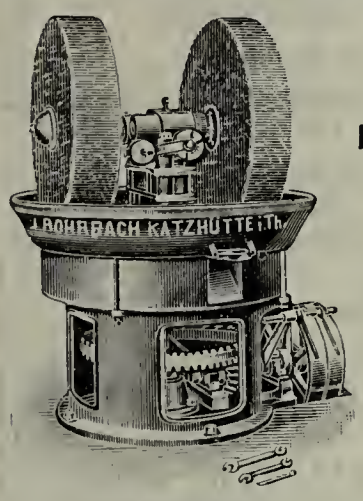
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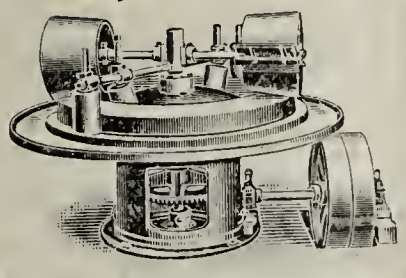
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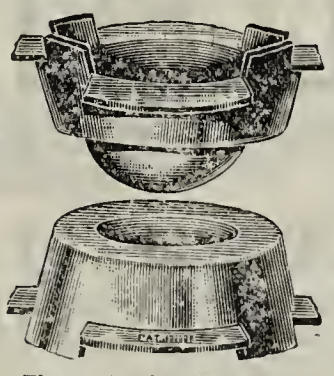
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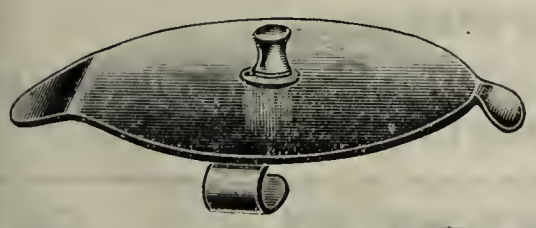
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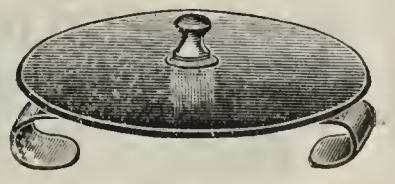
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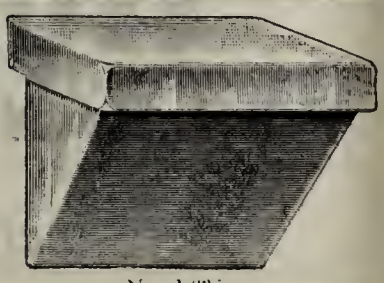
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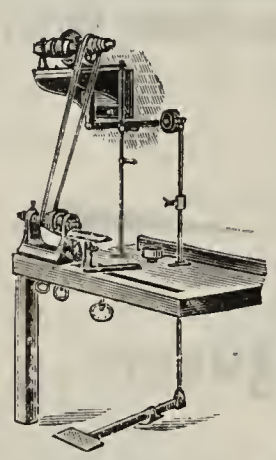
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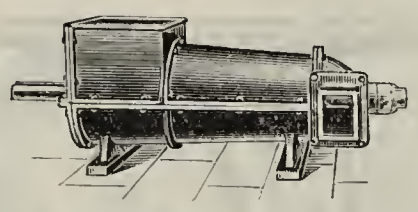
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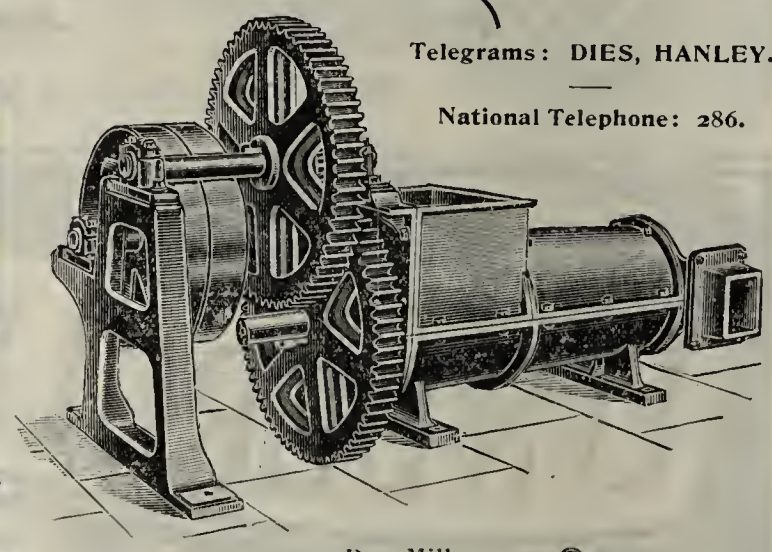


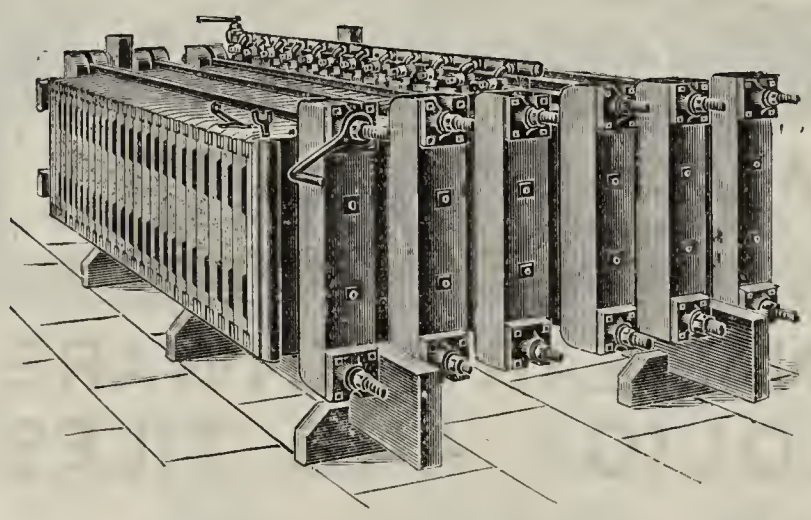
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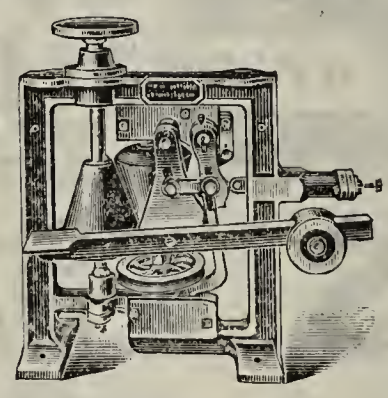


Pug Mill (without Gearing).



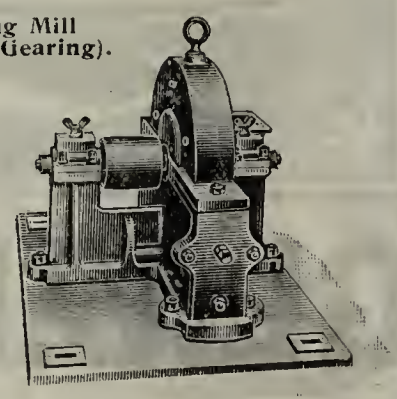


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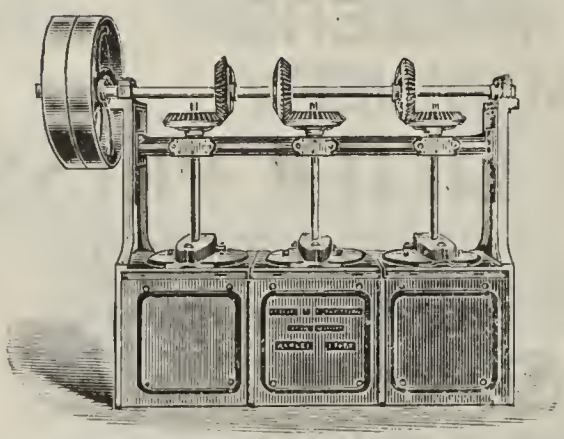


Throwing Wheel.

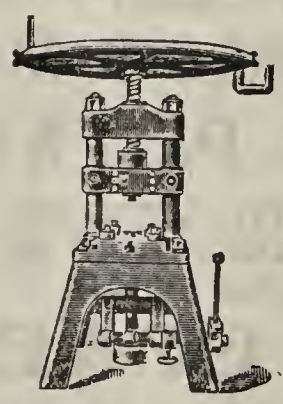
Pug Mill (with Gearing).



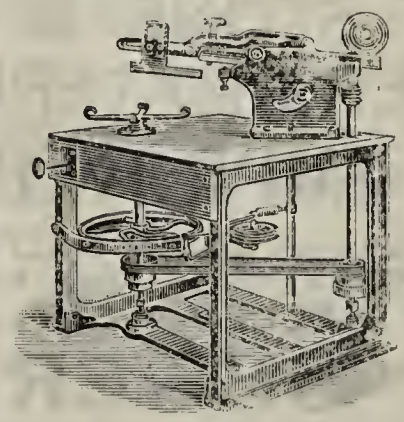
Damped Clay Disintegrator or Dust Mill.



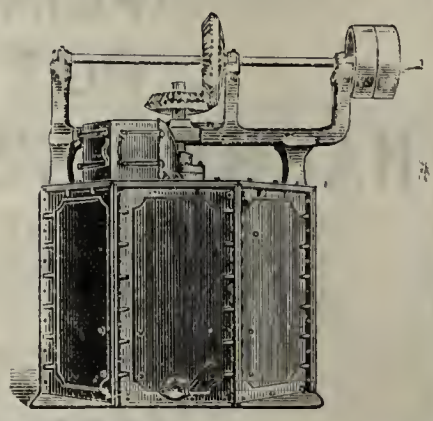
Colour and Enamel Mill.



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All announcements for this Heading for August issue must reach us by July 29th.

Special Trade Announcements

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Continued on page 748.

496,217

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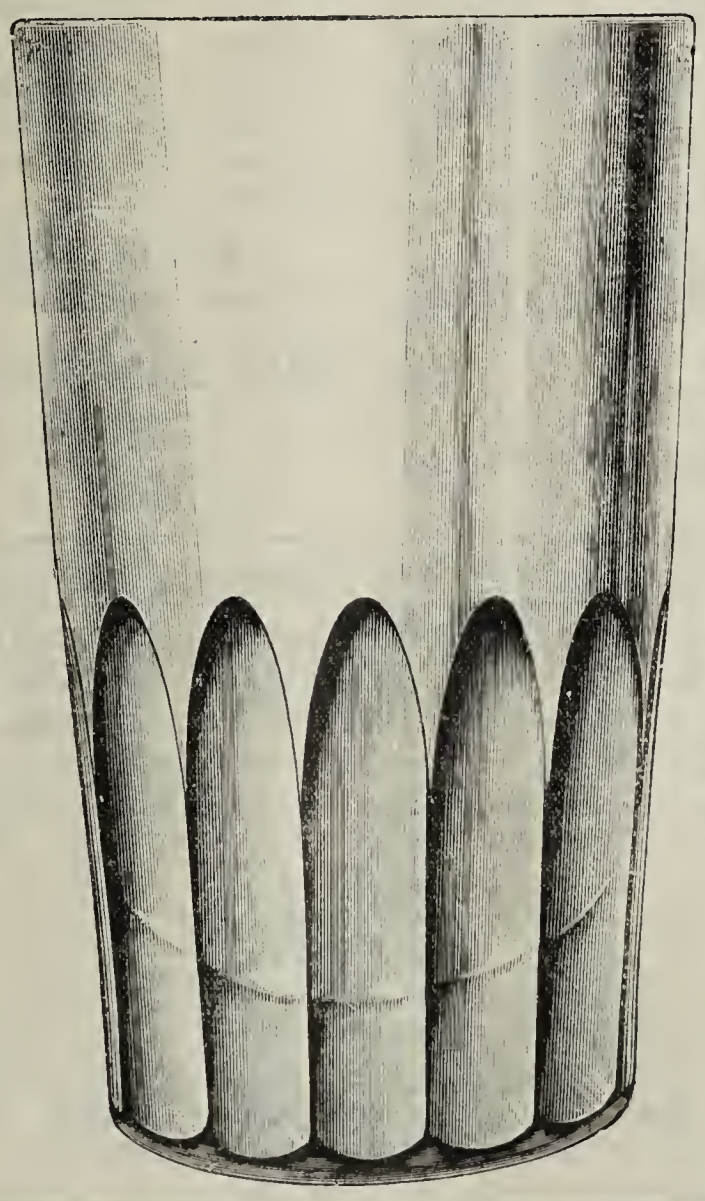
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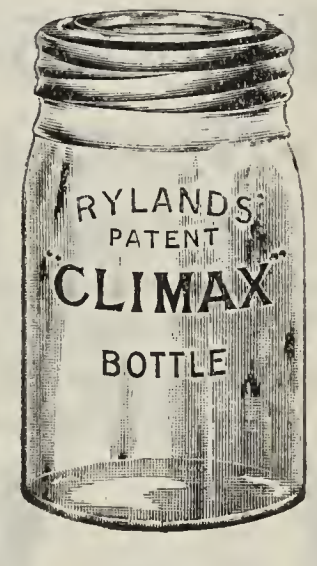


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HULME, THOS.	*Potters' Merchant*	855
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JENKINS, JOHN	*Agent*	780
JENKINS, S.	*Basket Manufacturer, &c.*	858
JOHNSON BROS. (HANLEY) LTD.	*Earthenware*	ii
JONES, ALBERT E., & CO.	*General & Decorated Earthenware*	762
JONES, JOHN	*Potters' Materials*	848
KAY BROTHERS, LTD.	*Pottery Cements*	858
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VILLEROY & BOCH	*Earthenware, &c.*	745
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GENERAL GOODS FOR HOME AND COLONIAL MARKETS.

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BUYERS WOULD DO WELL TO CALL AND SEE OUR NEW AND UP-TO-DATE PATTERNS

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HIGH-CLASS ART WARE.

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Tea Sets, Pots AND *Pedestals, Vases* AND *Flower Pots* IN **GREAT VARIETY.**



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IMPERIAL MAZARINE BANDS in Dinner, Tea and Toilet Ware.
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HAMPERS FITTED

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JUGS—

$\frac{1}{16}$ pint. 8d. $\frac{1}{8}$ 10½d. $\frac{1}{6}$ 1s. $\frac{1}{4}$ 1d. $\frac{1}{3}$ 1s. 9d. 1 3s. 6d. doz.

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TEAPOTS—

6 cup. 7s. 6d. doz.

Good Quality, Colour and Finish.

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Old Delft and Rouen Ware.

GEORGES MARTEL,

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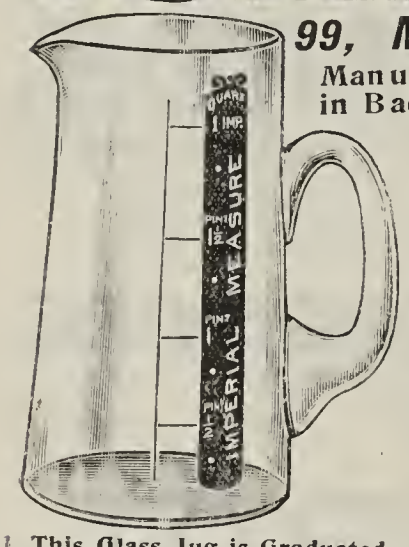
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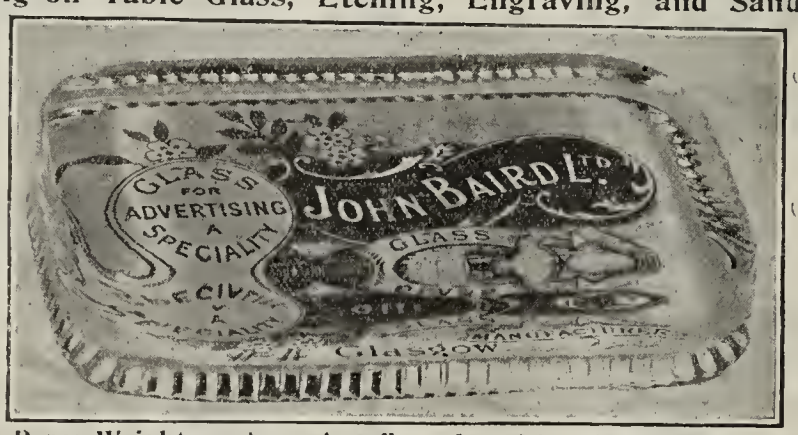
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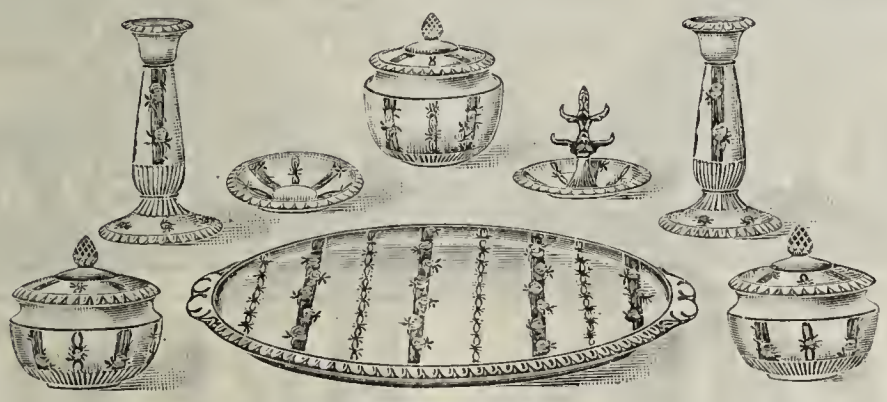
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DEWES and COPESTAKE
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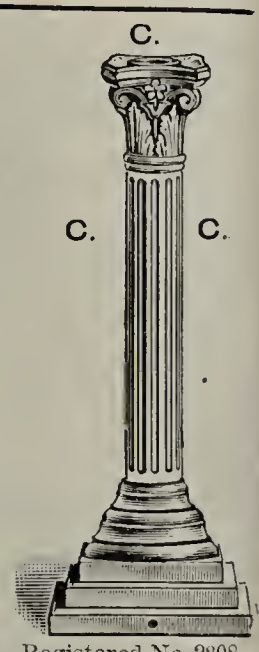
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An exact reproduction of the Corinthian Column so designed that it may be utilised either for Candlestick or Electric Light Pedestal.
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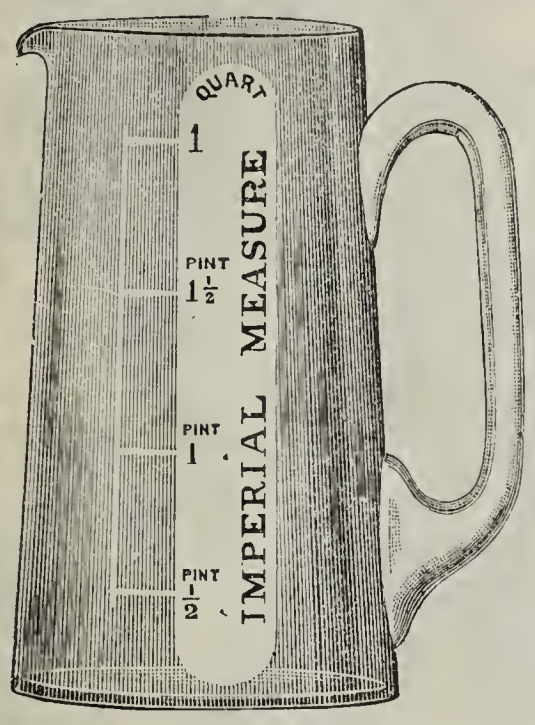
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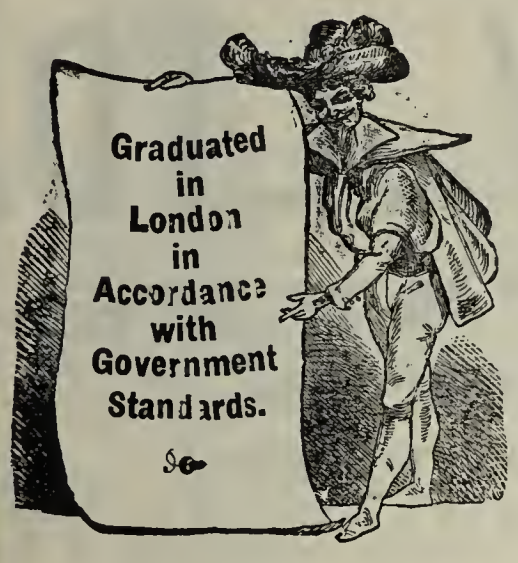
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8/- CASH WITH ORDER

It's your customers' friend, order at once, and secure the cream of the business.

It politely tells the milkman that there is a possibility of offending a good customer if proper measure is not given.



Pays for itself,

AND

Saves 10% on the Milk Bill.

Packed in cases of 6 dozen; can be Assorted if desired.

1 PINT SIZE, 6/- DOZEN, 1 QUART SIZE, 7/6 DOZEN.

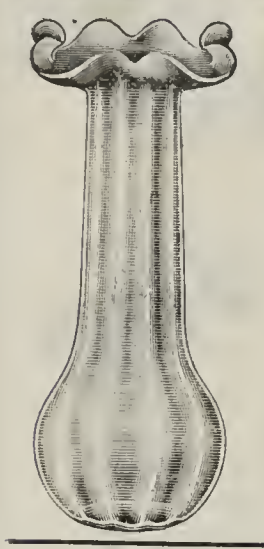
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We are presenting free (with each 6 dozen case of jugs) 1,000 handbills, printed at foot with your name and address. The handbills, if distributed to your local residents, will immediately create a demand for these jugs.

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Call and see Patterns.

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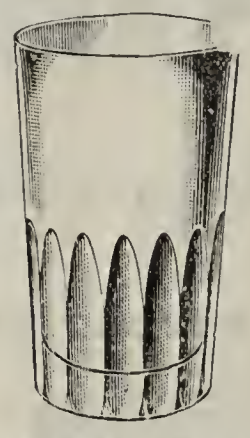


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TUMBLERS, Plain, Cut, and Etched in every shape and size.

WINES, Grogs, Ales.

SODA TUMBLERS, ugs, Pressed Glass, &c. &c.

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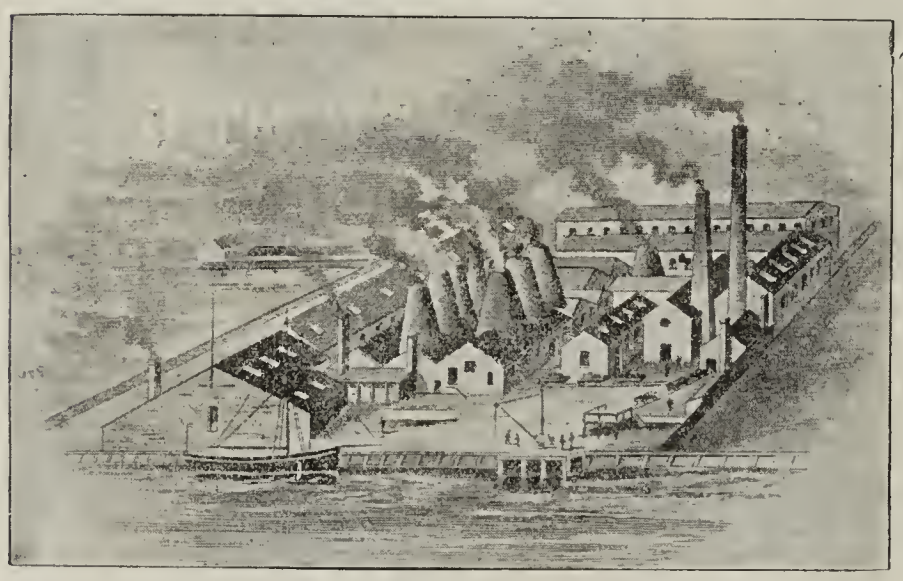
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WINDSOR CHINA WORKS,

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Before ordering CHINA TEA SETS and GENERAL LINES again please write for particulars to the above House.

GOOD SELECTION. PRICES LOW.

If you require Good, Up-to-date, Saleable Goods, call on

Manufacturers of

G. & J. GOFF,

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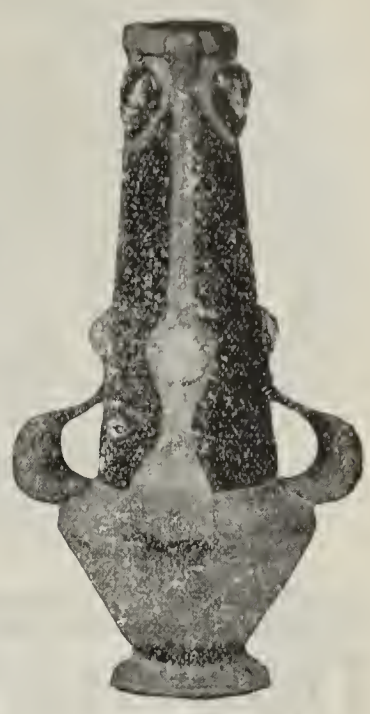
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Fancy and General Earthenware.

HIGH-CLASS TOILET, VASES, FLOWER POTS, JUGS, TEA WARE, STEAK AND BACON DISHES, &c.,

OF UP-TO-DATE DESIGNS AND DECORATIONS.

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BRONZE AND JEWELLED VASE.

Messrs. TOOTH & CO. have pleasure in calling special attention to their latest success as shown in their

"BRONZE & JEWELLED WARE,"



"LIGNA" JARDINIERE.

which, together with other decorations, viz.:—

"LIGNA,"
"CARVED BAMBOO,"

Parti-Colours, Plain, Shaded, and Mottled Effects,

go to make up an unparalleled variety eminently suitable for present day furniture and requirements.

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COTTAGE PHEASANT WARE, Banded and Printed.
TOILET AND DINNER SETS in various Colours
Up-to-date Designs and Shapes.

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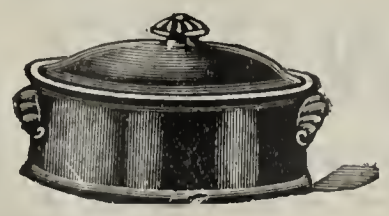
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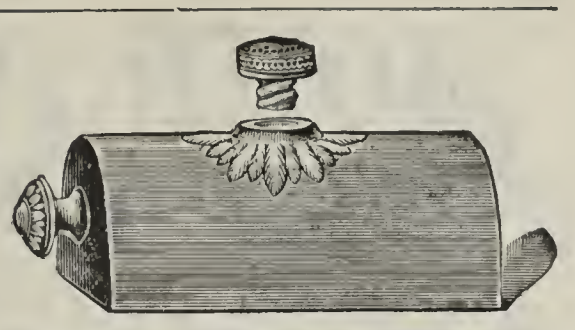
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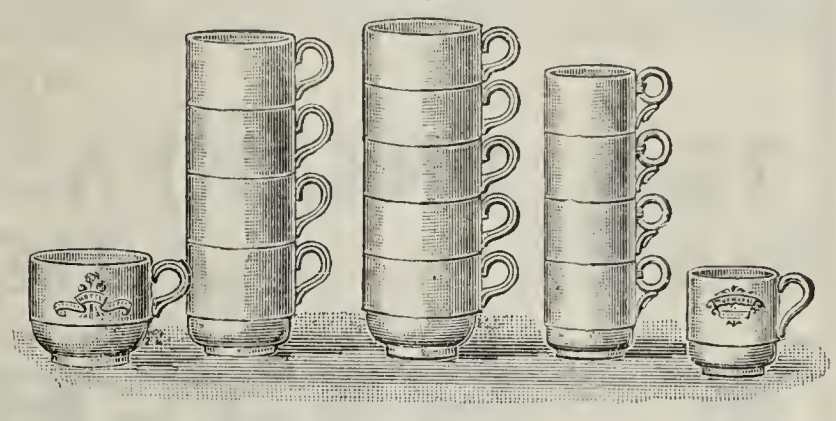
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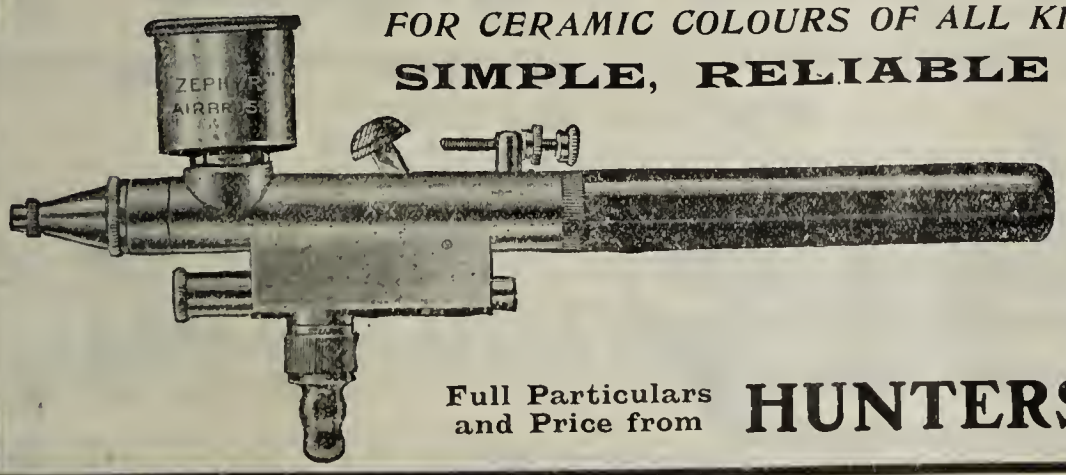
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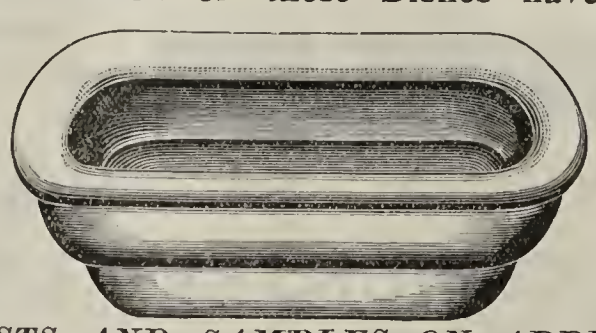
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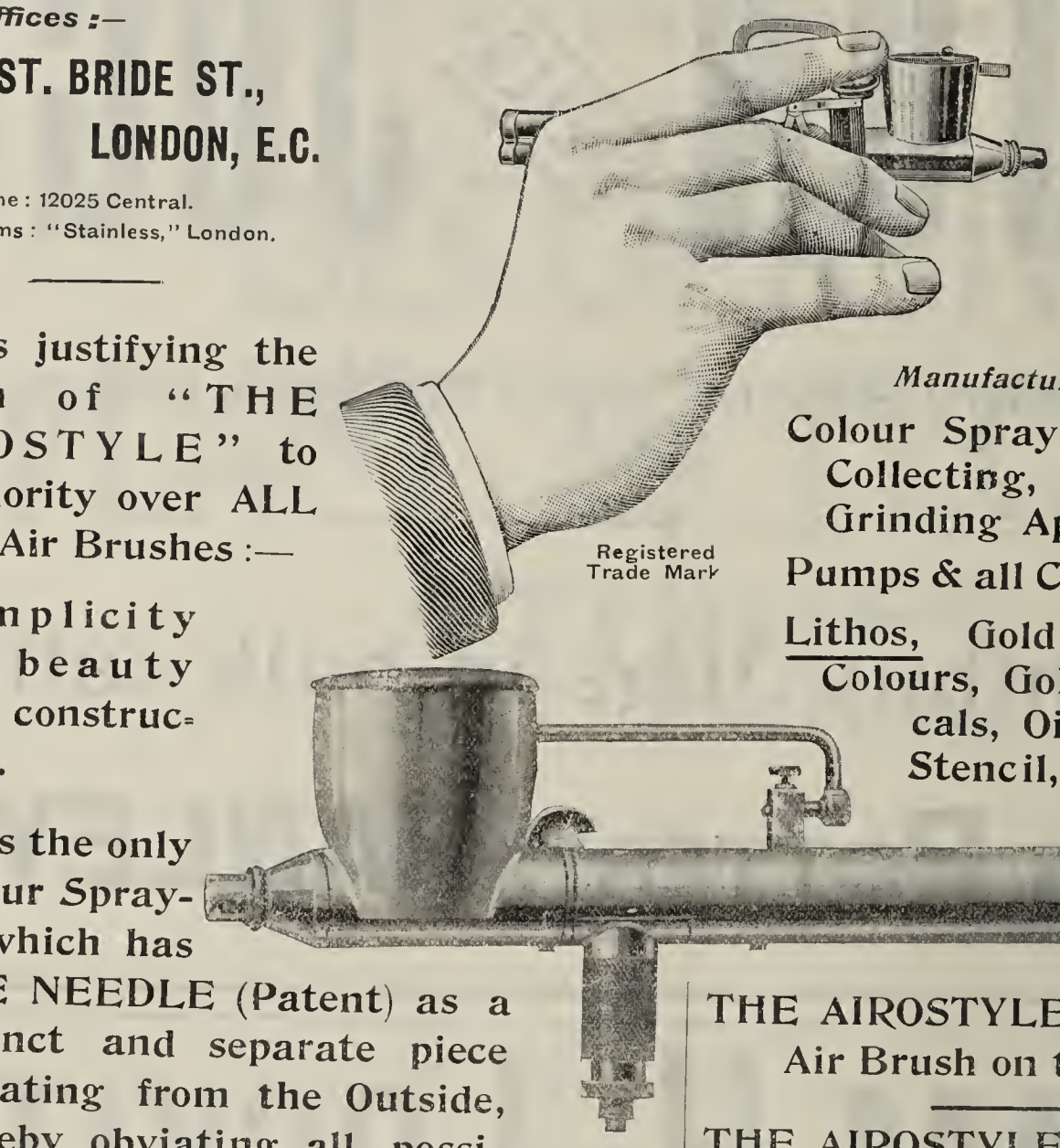
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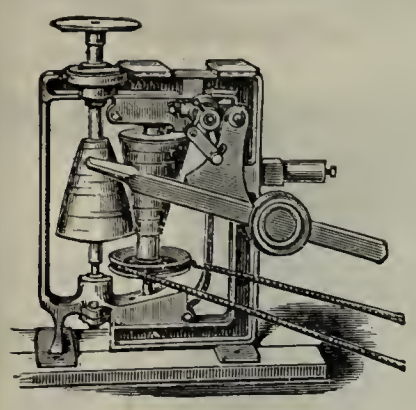
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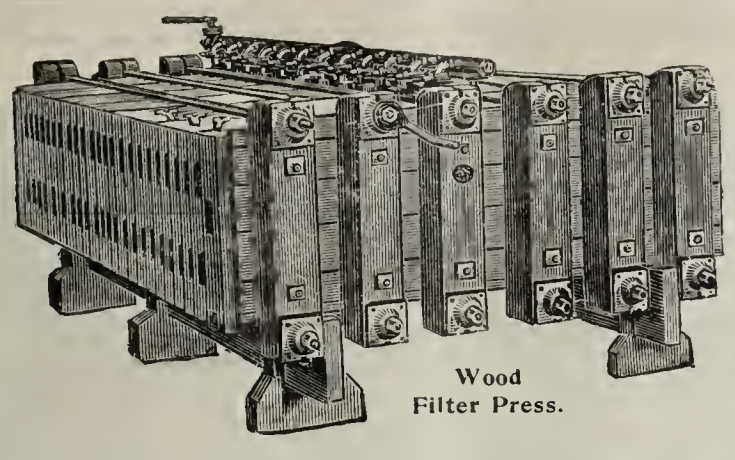
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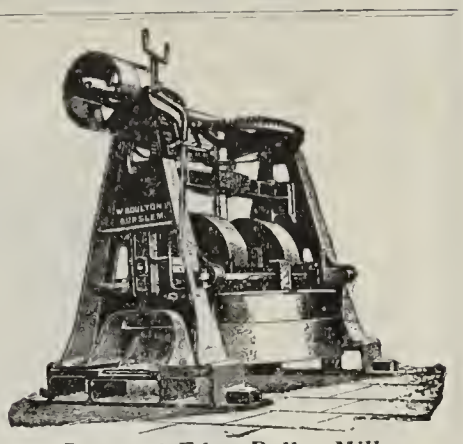
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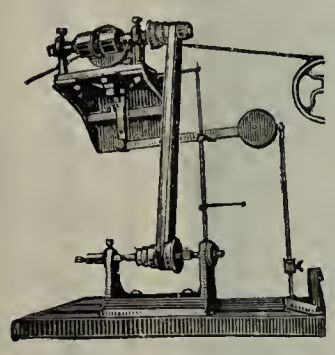
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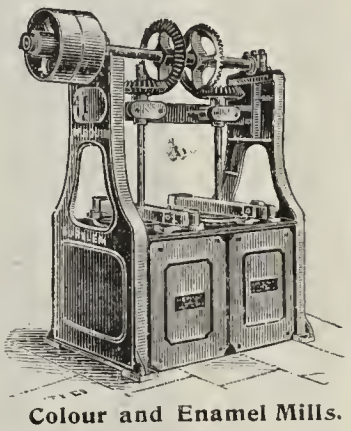
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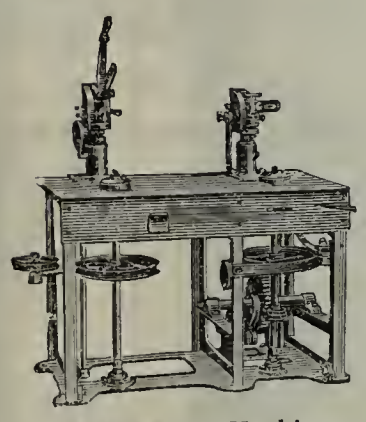
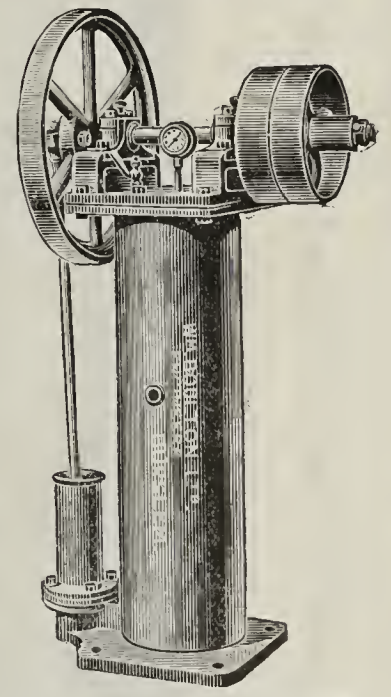
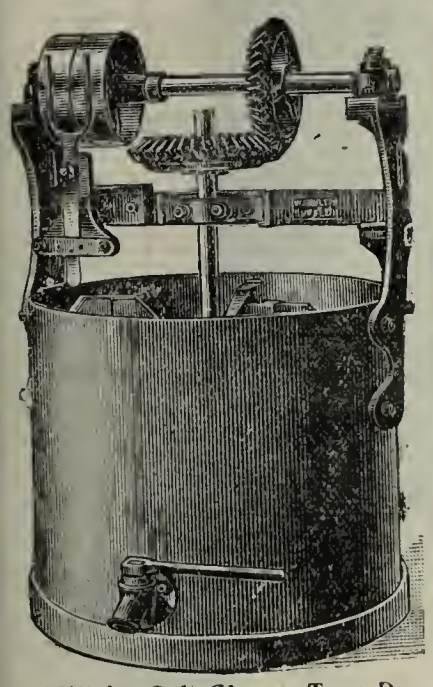


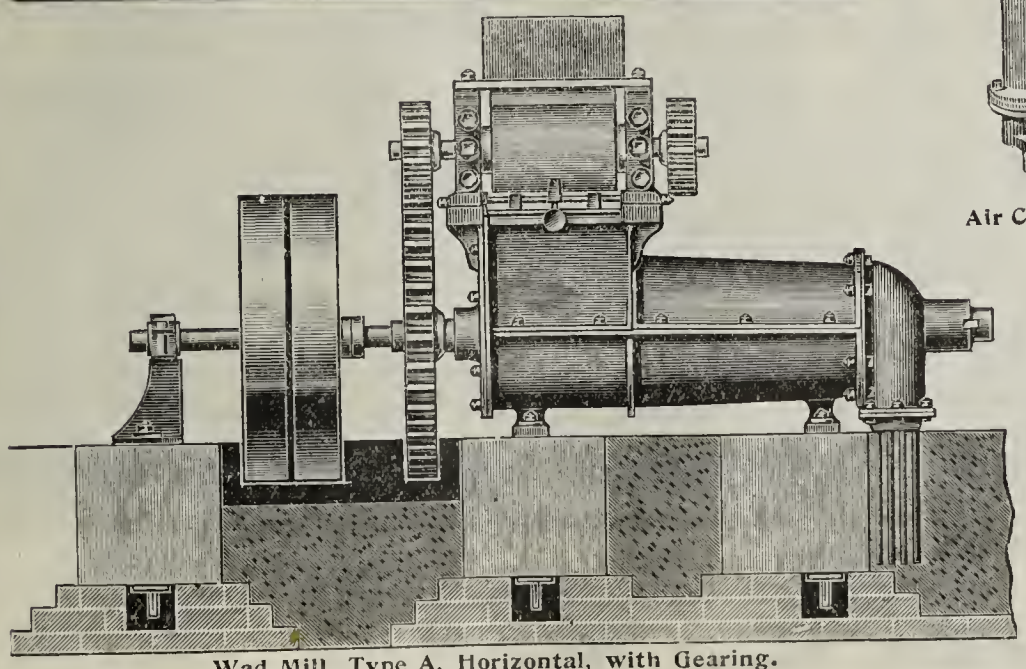
Plate-making Machine.



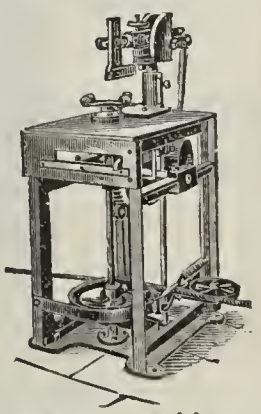
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Editorial Notes.

FEDERATION OF THE POTTERY TOWNS.

THE question of federation has often been discussed, but never has there been such widespread interest in it as there is at the present time. If it was merely a local question, we should not venture to comment upon it, but it is admittedly a question with very far-reaching consequences. No doubt the greatest advantage will be the consolidation of the various local authorities into one central government. That is a phase of the subject which may well be left to the inhabitants to deal with. But federation is going to have a very important influence upon the chief local industry—the potting trade. It will give improved technical training to pottery workers; it will (more than any other movement could do) enable manufacturers to secure cheaper rates for the carriage of their produce. Federation will strengthen the hands of manufacturers, whenever they have occasion to approach Parliament on any trade question. The federation of the five governing bodies into one large municipality, such as would be created by the fusion would add to the importance of the district as a great manufacturing centre, and also in a national sense. At present there is no local power strong enough to grapple with the transit question and other obstacles to profitable trading. If it is properly handled, federation will not only confer advantages on the pottery towns, it will improve the condition of the potting trades.

THE IMMIGRATION OF GLASS MAKERS.

THE case heard before the London Immigration Board on June 6, and reported on another page, discloses an unpleasant anomaly in the glass trade. For years past we have been lamenting the decadence of the glass bottle trade, and yet at Woolwich we find a firm of English manufacturers importing German workmen. It transpired that they have been doing this for six years, and yet we have English glass bottle makers out of work! Asked if they were unable to obtain British workers, they replied that they would prefer to do so, but, owing to the attitude of the trade union, German workmen had to be imported. The trade union says the men shall work five days of ten hours each, but the manufacturers find it more convenient to employ them six days in eight-hour shifts. This is more than a trade question—it is a national one. Surely this is a case in

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which judicious intervention in the way of arbitration could have effected a settlement. Here is an English firm employing skilled German workers at £2 a week when equally skilled English workmen are idle. These foreign workmen are working under the rules of a foreign trade union, and English employers are willing they should. Our industries should find employment for our own citizens first. There is something wrong when foreigners are given the preference. A trade union cannot have the interests of an industry at heart when it permits foreign workmen to earn forty shillings a week each whilst its own members who could do the work are idle. But the case should clearly have been submitted to arbitration, and national interests demand that employers and employed shall be required to submit such cases to a proper tribunal for settlement.

GLASSMAKERS IN AMERICA AND IN ENGLAND.

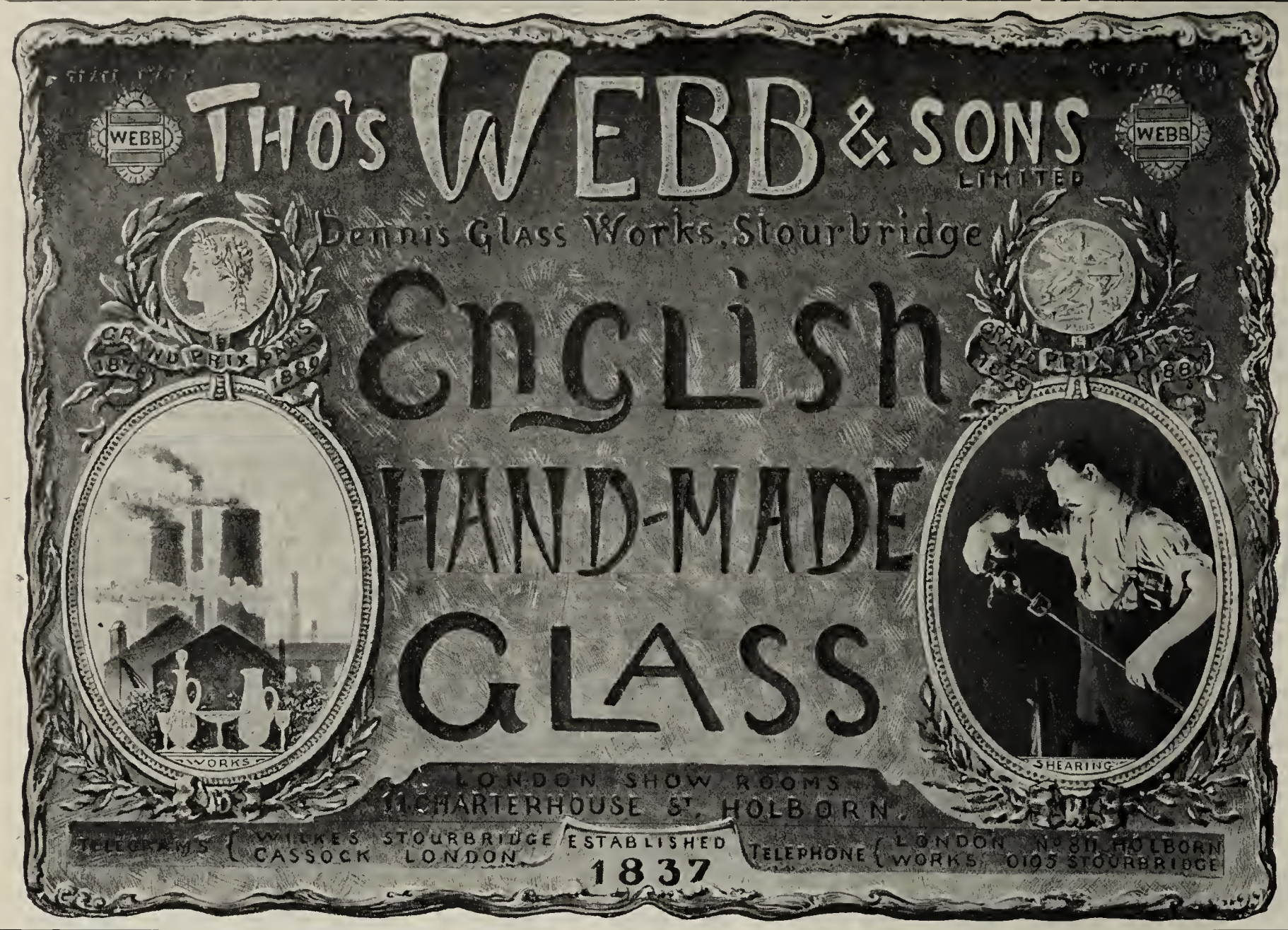
WE publish a communication from a correspondent who contrasts the position of glass makers in the States with that of those at home. He quotes from a letter from Toledo, U.S.A., giving a glowing account of the flint glass trade there, where all glassmakers are working full time, and he laments (as we all do) that so many British glassmakers are out of work. Our correspondent is doubtless, to some extent, correct when he ascribes the abundance of work for glassmakers in America to Protection, which keeps out foreign-made glass. And to the same extent he may be correct when he says the want of work by British glassmakers may be due to Free Trade, which permits foreigners to send here goods that our glass makers should make. But there is another cause of the present condition of glass manufacture in this country, which he does not comment upon. The policy of the Glassmakers' Society for years was (1) to limit the work of each man; (2) to keep the trade in as few hands as possible; and (3) to limit the number of apprentices. The result of this is that now there are not enough men qualified to do the work for which there is a demand. When the trade in cheaper goods was cut up by foreign competition it should have been the policy of the Society, with regard to the future, to train as many apprentices as possible to do the high classes of work which foreigners cannot do. But they did not do so—on the contrary, they opposed it. When skilled workers have died or removed (to America many of them, unfortunately) there have been few to take their places. One of the largest glass making companies was crippled by the scarcity of skilled workers, and were led to ignore the restrictions of the Society and to train their own, and were successful. There is now a demand for makers of high class-goods, yet the Glassmakers' Society, out of all its unemployed, cannot find them. Our authority for this statement is the Quarterly Report of the Society. Referring to the state of trade, the report says it is similar to last quarter, applications and discharges being about balanced, but "nearly all applications are for first-class workmen, as cheap foreign competition is surely reducing the trade to the production of first-class goods only. Showing the difficulty of such applications, the veteran —— having resigned, we filled the position with the only member likely to suit. He unfortunately failed, and having no other workman we could recommend, the chair is working single-handed." The Society took no thought for the future. The members appear to have considered themselves only. Instead of increasing the number of skilled workers from their own members, they kept it as small as they could, and our manufacturers are obliged to look outside the Society for their workmen.

MOND GAS FOR FIRING OVENS.

WE seem to be on the eve of a very interesting and important industrial development. Mond gas appears to be the coming pottery fuel, and the recent exhibition of what can be done with it in the way of firing potters' ovens was a great success. Those unacquainted with the facts have charged our manufacturers wilth dilatoriness in making use of what were assumed to be ascertained means of employing gas as fuel for pottery purposes. The operations at East Liverpool, U.S.A., during the past four years have been repeatedly pointed to as conclusive evidence that gas could be advantageously used for the purpose, and the question has been asked, "Why do not our own manufacturers try it?" The truth is, a few have tried it, but, from one cause or another, have abandoned their efforts to use it. We understand their greatest difficulty was that they found the caloric power of Mond gas was not high enough to fire potters' ovens. As far as the public were concerned, the matter rested with the conclusion that Mond gas was not commercially adapted for the purpose. Happily, however, there was a select few who thought otherwise, and who continued practical investigations into the matter. The potting trade (and as will be seen, all residents in the vicinity of potteries) will be greatly indebted to Mr T. W. Twyford (of Twyford's, Limited) and to Mr. T. C. Moore, for the persistency with which they have faced the numerous difficulties they met with in their attempts to adapt gas to pottery purposes. It now transpires that they took the Royal Victoria Pottery, Hanley. They laid down a plant for generating Mond gas there, and the result of their expensive and laborious experiments was made known when they invited a large number of manufacturers and others, first to see their oven in process of firing with Mond gas, and afterwards to see the oven drawn. The ware was found to have been well and thoroughly fired, and those who had previously been sceptical were compelled to admit that pottery ovens could be fired with Mond gas. Mr. Twyford and Mr. Moore have, we understand patented their ingenious invention by which the temperature of the gas is raised high enough to enable it to fire pottery. We all know the cleanliness of gas in comparison with coal, that is an important feature in a factory, but the public will be delighted to learn that during the whole time the oven was being fired there was no smoke. A smokeless "Potteries" sounds like a fairy tale, but it may become a fact if Messrs. Twyford and Moores' invention can be generally adopted. All that is wanted now is the supply of the gas to manufacturers in adequate volume and at a reasonable rate. This is one of the many things the single municipal body contemplated in federation could easily and no doubt profitably accomplish.

Earthenware and Porcelain are dutiable at the rate of 6 per cent. ad valorem on importation into the Dutch East Indies, under the new tariff which has just come into force. Earthenware roof-tiles, floor-tiles, and bricks are admitted duty-free.

New Chinese Glassworks.—A British Consular Report from Chinkiang states that at Suchien, on the Grand Canal, glass works, known as the Jao Li Glass Works, are almost completed. The sand from the bed of the old Yellow River at Suchien will assist to provide the raw material. The installation is the work of a British firm, and the contract output of the plant is 40,000 pieces of bottles and 150,000 square feet of window and rolled glass in 24 hours. No skilled labour is required, but the engineer in charge of the works states that it takes six Chinese to do the work of one white man, and that the works will probably give employment to 1,000 Chinese.



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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

TRADE SHOW DAYS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Replying to your inquiry in this month's GAZETTE, the best City day for us is Friday, because of the cheap week-end tickets, which are 12s., as against 16s. —Yours, &c., BRIGHT'S STORES, LTD.

Bournemouth, June 6, 1907.

[It is quite clear there are two sides to this question, and that Friday as one of the show days has its advantages. We wish dealers would respond to our request, and give us their opinions. We are only anxious to ascertain the wishes of the trade and to assist in carrying them out.—EDS. P.G.]

FROM AUSTRALIA.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I am writing to tell you, gentlemen, that I have invented a non-refillable bottle to prevent frauding, and my bottle would also do for brewers or other bottlers. And it would do away with wiring corks down, I have got it patented in America, and am applying for the Canada patent, and I am getting it patented in other countries later on; and I want to know if it would be any use to you. If it would, I would sell the sole right of it reasonable to you, or else let you manufacture it on royalty for me when I have taken the English patent out. You can obtain all particulars at Munn & Co., 361, Broadway, New York, U.S.A.—Yours, &c.,

WM. HARRISON.

Brick Yards, Daydawn, West Australia, May 21.

DELAY IN DELIVERY.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Your reports of cases in the law courts are useful. The knowledge gained by experience is, as a rule, the most easily retained, and next to one's own experience, that of another similarly situated is especially valuable. It is for this reason I find your report in the June number of the case heard in the Hanley Court most useful to me. I venture to draw attention to it in the hope that it may be useful to others also. I have frequently had difficulty with manufacturers about the late delivery of goods, but I have not gone so far as to refuse to pay for them. After the experience of the dealer at Kingston-on-Thames, I shall be inclined to do so in future. I can see that we should be careful in placing an order for a large amount (£84 would be a large order for me) to make the time of delivery part of the contract. Then if we do not get the goods in time to be of full use to us, it seems clear we need not pay for them. I shall read your legal reports more regularly than I have done.—Yours truly,

June 15, 1907. A COUNTRY DEALER.

ANSWERS TO CORRESPONDENTS.

L. R.—We have sent you the name of the manufacturer; but the pattern is a very old one.

Subscriber.—THE POTTERY GAZETTE should always be delivered to you on the first of the month—unless that happens to be Sunday.

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J. H.—The hours for closing for glass and china shops in London are different in different localities. The average medium-class shop closes about 8, keeping open in the suburbs till 10 on Saturdays. They close for the half day on either Wednesday or Thursday. West-end shops close earlier. In market neighbourhoods many of the shops keep open till 9 and on Saturdays till nearly midnight.

CORRESPONDENTS' INQUIRIES.

L. [257] asks for makers of Ridgway Blackie's Sunrise ware.

F. [343] asks for name and address of firm making Mr. E. J. D. Bodley's Thorn pattern.

OLD PERSIAN POTTERY.

CONCLUDING NOTICE.

(BY OUR OWN REPRESENTATIVE.)

THE second visit to the exhibition of the Faïence of Persia at the Burlington Fine Arts Club was even more interesting than the first. We were no longer tempted to look upon the exhibition as a whole (though it is probably the most remarkable one of its kind ever held), but were able at once to devote attention to particular pieces. It would be a difficult task to describe the exhibits in detail, and no good purpose would be served by doing so here, even if the task was not a severe one. Visitors to this unique exhibition cannot fail to be deeply interested in the simple, massive forms, the elegant and harmonious colour schemes, and the natural grace of the infinite variety of floral patterns, but it would be almost futile to attempt to convey a faithful conception of the real beauties of these to those who do not see them. All the pieces exhibited have their origin in Persia and in what is now the Turkish Empire. Our knowledge of Persian ware is more complete than our acquaintance with Turkish faience. Indeed, it is only comparatively recently that Turkish ware has been classed separately. Up to forty years ago it was all classed as Persian, but Mr. Read tells us that "during the past generation the broad distinction of Rhodian and Damascus has divided the bulk of it into two classes with well-defined characteristics." This is probably the finest collection of what, rightly or wrongly, is called Rhodian ware that has ever been shown in public. The dishes in cases N and O are truly splendid in colour and beautiful in all the qualities of decorative design. The majority of these are lent by Mr. F. Du Cane Godman, who has a marvellous collection—such as could only be acquired by an enthusiast with the most discriminating taste. He, Mr. George Salting, Mr. Frank Dillon, Mr. Henry J. Pfungst, Mr. C. H. Read, Mr. Henry Oppenheimer, and others have conferred a special favour upon lovers of artistic pottery in submitting such choice specimens of ancient art for their inspection.

The majority of the Rhodian exhibits are ascribed to the sixteenth century, but no information is given as to their place of origin. As a rule, the Rhodian (or Persian ?) potter seems to have delighted in simple floral schemes in quiet colours. But some exceptions are shown. On the top of Case N there is a large dish painted in blue, green, and red, lent by Mr. H. J. Pfungst. In the centre there is a conventional rose, with blue centre and green calyx within circles in black. On the outside there are six conventional roses with green centres between which are scrolled pendants in blue, and a shield-shaped ornament of

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leaves—green on a red ground. The design is surmounted by a coronet in blue, from which there are two branches in green. In the case immediately underneath it, is a dish with narrow rim, painted in thick red, deep blue, and copper green. Across the centre a panel with waved edge encloses a green spray with red flowers, flanked by two sprays of similar flowers reserved in a blue ground, on the rim five irregular scrolls reserved in white on a ground of cloud diaper in green and blue. This is lent by Mr. Godman. In the next case—O—there is a quaint tankard lent by Lord Justice Fletcher Moulton. It narrows towards the mouth. The entire surface is covered with an open arabesque trellis in blue, with touches of red, enclosing a scroll with green ground. The groundwork of the piece is red, and there are angular cable borders at top and bottom. But we must pay attention to the undoubted Persian wares shown. Though most of us had not before seen the choicest specimens exhibited here, we were familiar with them from Mr. Henry Wallis's appreciative descriptions. His catalogues of Mr. Godman's collection are inspired by his intimate acquaintance with the most reliable Persian authorities, while many of the pieces here are fully described by Mr. Wallis in his "Early Persian Lustre Vases." For instance, the Vase No. 9 in Case B has been both illustrated and described in that work and also in "Persian Ceramic Art." It is Persian, of the thirteenth century, and is one of the most interesting pieces in the present collection. Mr. C. H. Read speaks of it as "probably the most important document of its kind in existence." The vase is thirteen inches high, moulded with vertical ribs, covered with a cream-coloured tin glaze, and decorated with brown lustre having golden lights. The upper portion of the design consists of eight standing figures of women (each with a halo) divided from each other by a band of scrolls. The lower zone has similar bands of scrolls, but dividing panels of formal ornament on a lustre ground. On the outside of the neck is a band of small scroll work, while inside is glazed in starch-blue. This vase contrasts strongly with the Rhodian and Damascus pieces to which we have referred. It illustrates the artistic skill of the early Persian potter. Mr. Read says :—"Gorgeous and grandly decorative as are the productions of Damascus and Rhodes, there can be no question that the Persian potter moved on a higher plane and breathed an infinitely rarer atmosphere." Mr. Read is an authority from whom it would be almost heresy to differ, but the so-called Rhodian dishes in the collection are so resplendent as almost to call in question even his opinion. The different classes are so arranged as to enable the visitor to grasp the differences between the early Persian (thirteenth century) and the so-called Damascus wares (sixteenth and seventeenth centuries). A deep dish (C 7), eminently characteristic of Persian pottery of the thirteenth century, is lent by Mr. Henry Wallis. (This is referred to in his "Notes on Persian Pottery.") The edge is moulded in sixteen lobes, painted in black outline with dark blue and turquoise. In the centre there is a circular medallion, in which a hare is seated among formal flowers in turquoise on a dark-blue ground. The lobes contain alternately a formal flower in black and a band of blue dots. On the outside there are blue dots. The dish has acquired a curious iridescence from long burial. Some tiles from the collections of Mr. J. E. Taylor and Mr. George Salting are fine examples of rich colours and beautiful lustres. A Prayer Niche from a Mosque, lent by Sir William Preece, is formed of two large tiles moulded in relief and painted in blue turquoise and brown lustre. It is signed by the artist and dated A.H. 663 (that would be A.D. 1264). The ground is covered with floral scrolls on golden lustre. The condition of these still bright tiles clearly shows to what perfection the early Persian potter had brought the art of lustre production. Lustre ware then, as now, furnished examples of the richest types of ceramic decoration.

This almost unprecedented collection of the Faience of Persia will be on exhibition at the Burlington Fine Arts Club until July 14. Admission is only possible by the invitation of a member or the introduction of the committee.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN MAY.

The Pottery Trades.—From particulars obtained by the Board of Trade, and published in the "Labour Gazette," it appears that employment in the pottery trade in May continued good, and was better than a year ago. It was good in Staffordshire, at Glasgow, and at Bristol. In Devonshire it was fair, and better than a month ago ; it was also fair at Newcastle-on-Tyne. With clay tobacco-pipe makers it was very good at Manchester, and fair at Gateshead, Waterford, and Glasgow.

The Glass Trades.—Employment continued fairly good, and was better than a year ago. Returns received from firms employing 9,768 workpeople in the week ended May 18, and paying £11,835 in wages, showed a decrease of 0·8 per cent. in numbers employed, and an increase of 0·1 per cent. in the amount of wages paid, as compared with a month ago. The decline in numbers employed was confined to the glass bottle branch, and this department was the only one to show a decrease in the amount of wages paid. Compared with a year ago there was an increase of 10·1 per cent. in numbers employed, and an increase of 13·3 per cent. in the amount of wages paid, the increases being shared by all the principal districts and departments, with the exception of the plate glass branch, which showed a decline both in numbers employed and the amount of wages paid.

Employment with glass bottle makers was generally good, but showed a slight decline on the previous month. At Leeds, Castleford, and Mexborough it was fair. Employment with medical glass bottlemakers at Leeds was fair. It was generally fair with flint glass makers and cutters. At Birmingham and Barnsley, however, it was good. It was also good with cutters at Wordsley and Stourbridge. Employment with plate glass bevellers at Birmingham was fair. It continued good with sheet glass makers and flatteners at St. Helens. It was good with London glass blowers. Employment with pressed glass makers on the Tyne and Wear was moderate, and short time was still being worked.

Table showing the number of persons employed, and the amount of wages paid them on the last pay day in May :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	6,434	£8,073
Plate Glass	846	991
Flint Glass Ware (not Bottles)	2,106	2,350
Other Branches	382	421
Total	9,768	£11,835

Number of persons employed in each district, and the amount of wages paid to them on the last pay day in May :—

Districts.	Number Employed.	Wages Paid.
North of England	1,510	£1,723
Yorkshire	4,544	5,847
Lancashire	910	978
Worcester and Warwick ..	1,512	1,814
Scotland	838	1,045
Other parts of United Kingdom	454	428
Total	9,768	£11,835

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AUSTRALIA—51, PALING'S BUILDINGS, SYDNEY.

Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Doulton & Co., Ltd., Royal Doulton Potteries, Lambeth, are manufacturers of many distinct classes of pottery, and each on a very large scale. This is one of the houses of whose world-wide high reputation we in England are proud. Doulton's showrooms on the Albert Embankment form one of the most interesting galleries of ceramic art wares in the kingdom. I have, however, had more frequent opportunities of noticing in these columns the beautiful and useful productions of the company's Burslem pottery than of describing the equally beautiful and useful wares that emanate from the Lambeth works. The pottery manufactured at the two works is very different in character. For instance, at Burslem they make all kinds of pottery for domestic use and ornament. Their dinner services, tea and breakfast sets, dessert services, and toilet ware are of the most diversified descriptions, while their art wares include a large number of neat, pleasing, and inexpensive pieces, a great variety of cleverly painted subjects on classical and other graceful forms; and recently they have been most successful in experiments in the reproduction of the glowing ruby glazes made by the early Chinese potters, and which have lately received so much attention from chemist-potters. At Lambeth the useful pottery is of a much heavier class, and embraces all kinds of sanitary ware (including drain-pipes), lavatories, baths, gas retorts, and large pottery requisites for chemical experiments and operations. It was as a maker of utilitarian heavy pottery that Mr. Henry (afterwards Sir Henry) Doulton first achieved success. It is only about thirty-five years since the first modest efforts to produce art ware at Lambeth were made, but the experiment was immediately successful, and "Doulton ware" became famous at a bound, and it has never ceased to advance towards perfection. One reason for this is that it is distinct in character and different in many respects from other English pottery. It was largely owing to Mr. Doulton's enterprise that the application of faïence to mural and structural work became popular, and it is admitted that the influence of "Doulton ware" was marvellous in stimulating the production in England of artistic pottery for useful ornamental purposes. It was in recognition of this that Mr. Doulton was presented with the Albert Gold Medal of the Society of Arts, and that later on he received the honour of knighthood from the Sovereign. It is just thirty years since Messrs. Doulton



FIG. 2.—BOWL AND PEDESTAL DESIGNED BY M. V. MARSHALL. DOULTON & CO., LTD.

commenced the manufacture of fine earthenware and china at Burslem, and they were as successful in those branches as they had been with the productions at Lambeth. It would be impossible to imagine a greater dissimilarity than exists between the original "Doulton ware" made at Lambeth and the productions of the Burslem works. I called at Lambeth a few days ago and my attention was drawn to some of their many recent productions. Salt-glazed decorated stoneware constitutes the principal output of the Lambeth potteries. Salt glazing is not a modern process. It was introduced into the Potteries by the brothers Elers, and at one time was extensively made use of in Burslem; but it was practically abandoned till Messrs. Doulton revived it in the seventies. Their facilities for the manufacture have been greatly extended, and their methods improved,



FIG. 1.—SALT GLAZED WITH LUSTRE EFFECTS. DOULTON & CO., LTD.

since then, particularly in their colour treatments, but the principal characteristic of the ware remains the same. It is essentially a plastic process. The work of ornamentation, whether modelling, incising, carving, perforating, or slip-work, is all accomplished before the pieces have been fired at all. One firing in the salt-glaze kiln completes the work, but the process occupies a much longer time than the firing of ordinary earthenware. The greatest care is required, as the actual fire comes in contact with the ware itself. In spite of the experience gained in recent years, the anxieties attending the production of art stoneware have not decreased. The risks are as numerous and as great as ever. The firing is still carried on in large open kilns, so that while, within certain limits, coloured effects can be provided for, definite results in colour combinations are still more or less uncertain. The types of design seen in their galleries to-day prove that Messrs. Doulton have carried the possibilities of artistic stoneware a long way towards perfection. They have improved their methods of dealing with the plastic material, and they have discovered and made use of many new colours. The restless enterprise of the company is proverbial. Success in one line never induces them to remain satisfied with their work, but acts as an incentive to further effort in other directions. The artists of the Lambeth Potteries seem to be always striving for something fresh, and although we might have supposed the capabilities of salt-glazed stoneware were by now exhausted, Messrs. Doulton's resourceful workers are continually proving that this is not the case. They have been interesting themselves lately with (amongst other experiments) the production of lustre effects on stoneware. In Fig. 1 we illustrate a group of vases—plain art forms with a striking metallic reflection. These were fired in the open salt-glaze kiln, and, so far as Messrs. Doulton know, give an effect entirely new to this kind of ware. It will be seen by practical potters that the art forms, with plain surface, are especially adapted for displaying lustre effects to the best advantage. This is particularly true of the large vase standing on an ornamental slab. The graceful curve from the neck over the broad shoulder, and tapering to the base, intensifies the charming iridescence of the lustre. Lustre ware, ancient (especially Persian) and modern, is receiving special attention just now from our artist potters. Messrs. Doulton's productions are valuable contributions to the development of this interesting revival. In another direction Messrs. Doulton have recently developed a series of colours for salt-glazed ware with only a half-gloss. Applied to the larger pieces of horticultural ware—vases, fountains, &c.—this is described by them as "Doulton Antique." These pieces are very handsome and artistic, and we are informed they are proving to be a good selling line. In Fig. 2 we illustrate a large bowl and pedestal designed by Mr. M. V. Marshall, in which a similar dull-surfaced colouring has been utilised. The conventional ornamentation is strictly appropriate to the outline. It is almost superfluous to say this, because all who are acquainted with Mr. Marshall's creations know that one of the strong features in them all is the perfect harmony of form and ornament. Amongst the new and unique pieces recently executed is an altar candlestick in "Doulton Ware" designed by J. A. Reeve, Esq., architect, and executed for Lambeth Parish Church. It has an octagonal base with a series of panels round it. The pillar is in three sections, narrowing towards the top. The first section is sexagonal and the others are round. In quite another line of art there is a very pleasing repeat tile pattern done in Parian designed by Miss A. M. Cummings, and a dado in stoneware tiles designed by Mr. A. E. Pearce. The plinth and rail are in white "Carrara," the filling in salt glaze or "Doulton Ware."

Wildblood, Heath & Sons, Peel Works, Longton, have a very good array of samples at their London showrooms, 4, Thavies-inn, Holborn-circus, E.C. I met their Mr. Fred H. Heath at the London rooms, and he showed me their latest productions in "Clifton China"—the distinctive name they have given their ware. They are specialists in china tea and breakfast ware. They make other china also, but their principal attention is given to tea ware, with the result that they have attained considerable success in that department. They are happy alike in their shapes and ornamentations; some of the latter, on new art lines, are in very good taste. The tall "Empress" shape is a nicely modelled, fluted cup, with an almost imperceptible widening at the top—it can scarcely be called a flange—and a faintly serrated edge. The "Titian" pattern applied to it is a conventional design, neat and simple in character, in light blue, with narrow edge of darker blue, and the handles in solid dark blue. Another good shape is the "York," with "Durer" decoration. This also is a conventional design in two colours, with dark handles. The "York" and the "Florence" shapes are shown in several ornamentations. The latter is not a new shape, but the decorations are quite new. The "Lily" is another shape that I think I have seen before, but the treatment of it is quite in accordance with the taste of to-day. It has a tapered cup with eight broad flutes, and is ornamented with bright floral designs. The firm are showing many attractive enamelled and gilt patterns. They have a full range of Queen's white fluted, embracing all table requisites. They are showing good forms in china vases, variously decorated. One very rich pattern is enamelled in blue, red, and gold on the Japanese lines. The shapes of the vases lend themselves to many varieties of ornament, and these will, no doubt, be shown in time. The firm have several useful stock lines, including arms ware.



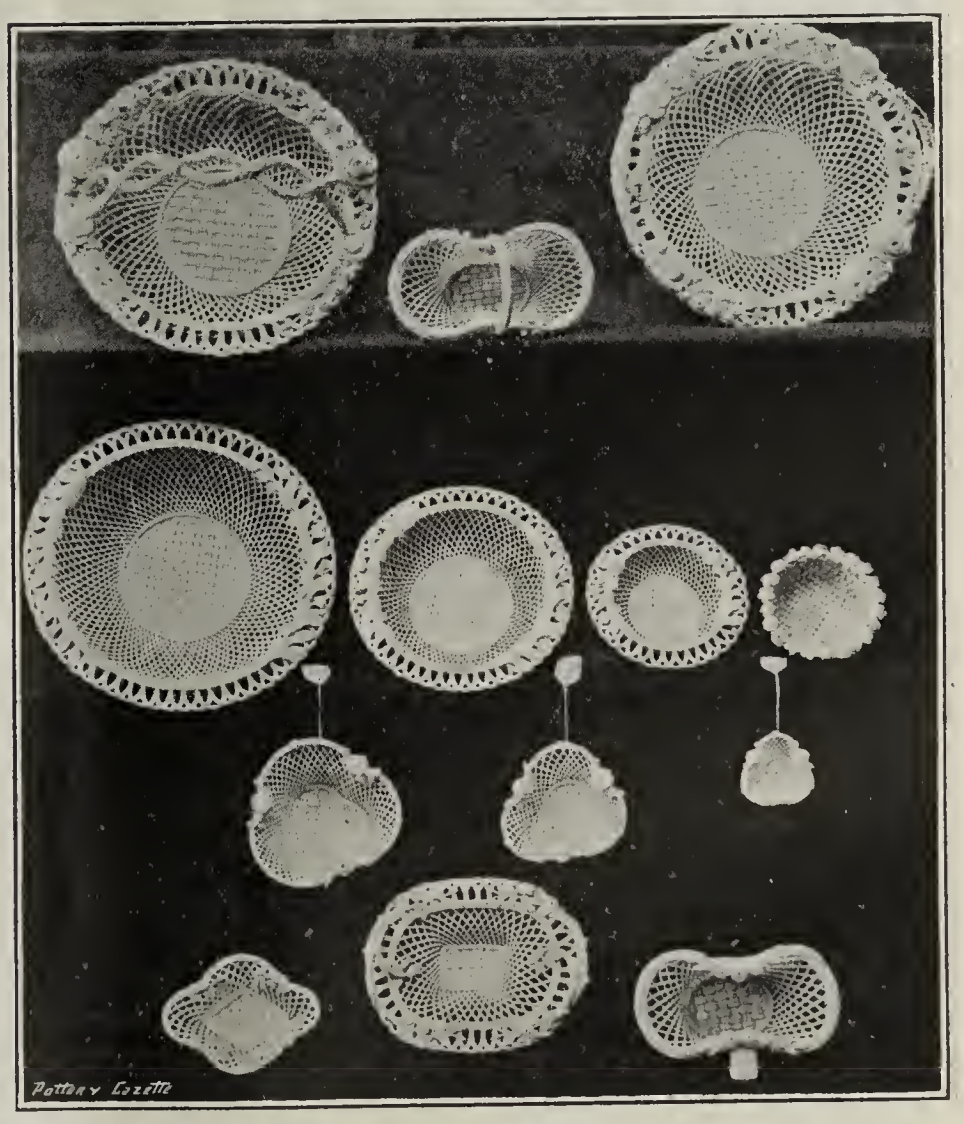
WILDBLOOD, HEATH & SONS.

The "Nautilus" Porcelain Company, Possil Pottery, Glasgow, have now fully completed the equipment of the works, after a considerable time of careful elaboration. Possil Pottery is situated on the northern outskirts of the



THE NAUTILUS PORCELAIN CO.

city of Glasgow, in a convenient position alike with regard to facilities for obtaining raw materials and for distribution of finished products, having a railway in the immediate vicinity, and the Forth and Clyde Canal navigation almost, if not quite, as near at hand. Originally the works were situated in the east end of Glasgow, but here the possibilities of expansion were too contracted, and accordingly some ten years ago or more the purchase was made of ground and buildings in Possil Park district. The additions carried out subsequent to this purchase have been on a comprehensive scale, more particularly in 1903, these comprising two new ovens, one for "biscuit" ware, in which the china receives its first fire, and the other as a "glost" for the firing of the ware a second time, after having been immersed in the glaze. These important additions bring up the equipment in this special section to a total of six ovens, all of large dimensions, and planned in accordance with the latest ideas in the science of pottery firing. During 1904 the machinery and power sections were fully overhauled and reinstated, these operations including the addition of a 60 h.p. engine and a number of new mixing and grinding cylinders, the whole by that time fully qualifying the proprietors within the circuit of their own premises for the grinding and other manipulations of the whole of the materials necessarily included in the manufacture of china and earthenware. During this same year (1904) a large building of three stories was added at the rear of the general works, and a number of other important alterations and amendments effected; while, subsequently to that, and onwards to the present time, the process of development has been continued. The name "Nautilus" is based on the distinctive characteristics of the leading speciality in the production of the pottery, that is to say, the "Nautilus" porcelain ware. In lightness and delicacy of texture this ware vies with the natural shell structure of the interesting marine genus of cephalopod which bears the name of "nautilus." In lightness, delicacy of texture, and rare beauty of surface, this now well-known "Nautilus" ware has through various perfecting processes been brought up to a very high mark in point of quality; naturally, of the many artistic forms it is capable of taking, articles which suggest sea shells are not neglected, and indeed in the whole career of the pottery shell-like shapes and colours have always been a main feature of the manufacture. During a visit of inspection which the writer of the present article, on behalf of THE POTTERY GAZETTE, paid to the works and showrooms at Possil Park, he was much struck with the wonderful variety here displayed in form, decorations, and dimensions, as illustrating this special make of the finest of china—that is to say, of pure ivory porcelain—which is daily to be found in process of production. It is impossible to do full justice to the finished examples shown in mere writing, and accordingly some portion of the approbation due must be taken for granted, even when backed up by the accompanying reproduction of photographs. Of the fine "Nautilus" china, beautiful examples are shown in hand-painted tea, dessert and trinket services, and vases, centre pieces, fruit trays, &c., also a great and exquisite variety of wicker-work basket ware, all the items of charming design, beautifully chaste alike in tints, form, and texture. In this class of delicate and intricate work the whole is necessarily of hand manipulation—every flower separately modelled by the artist and put in its destined place; each stalk, petal, &c., coming in for a like individual evolution and treatment. This special department of fine porcelain production has proved to be very popular, attracting admiring attention, and the baskets more and more exclusively used as card receptacles. As a variety in the range of production within this special category, the makers have turned out a large number of small-sized designs suitable for coats of arms, views of different towns, localities, &c. Indeed, the variety is marvellous, seeming to include, so to speak, almost every imaginable variety of form and design. It has to be noted that in these smaller items of production the ware is endowed with the same beauty and fineness as in the case



THE NAUTILUS PORCELAIN CO.

of the larger articles (wicker baskets), presenting themselves as gems of airy lightness and delicacy. A variant of considerable importance on which these makers have for some time embarked is found in their semi-porcelain ware, which

presents the appearance of an ivory body, not with so much of transparency as in the other class, but attractive of look, and really constituting an excellent fabric suitable for a great diversity of purposes. Of finished goods within this semi-porcelain division are shown fine examples in teapots, flower pots, cheese dishes, fruit dishes, vases, and centre pieces, a number of these in dark flown blue patterns and others in floral designs. Considering the amount of careful work evidently expended on these, and the excellence of the finished presentment, the moderate figures at which they are marked for the market come as a surprise, even in the case of observers who have something of the expert in them. The classes of artistic and other ware more particularly particularised in the criticism as above, form, of course, the body of the claim of distinctive specialisation which these works justly put forth; but before closing it should be stated that the range of production by these makers likewise includes the other more ordinary classes of manufacture in fancy and general earthenware. The proprietors are at all times most willing, in the case of visitors to Glasgow who favour them with a call, to show fully over the works, and to explain the various processes followed in connection with the manufacture of their "Nautilus" china.



THE NAUTILUS PORCELAIN CO.

James Green & Nephew, Victoria Pottery Galleries and Thames Cut Glass Works, 107, Queen Victoria-street, London, E.C. This is one of the most comprehensive businesses in our trade in London. There is scarcely a line in pottery or glass that they do not handle, and there is not a branch of our trades in which they are not engaged They are retailers, and have one of the handsomest and one of the largest retail shops in London. It sounds somewhat derogatory to call such a large, lofty, and superbly fitted ground floor a "shop"; but a shop is "a building in which goods are sold by retail," and since the firm do sell by retail, we must call that portion of their premises at least their shop. In it there is an admirably arranged assortment of glass, china, and earthenware of all grades, but in this department the medium and best classes of goods predominate. To a stranger visiting it for the first time, Queen Victoria-street does not, perhaps, look like an ideal street for a lady to "go shopping" in; still, it is one of the leading thoroughfares in the City, and if there are no drapers' or milliners' windows to tempt ladies (I have heard City men express satisfaction that there are none), there are plenty of places of interest in the vicinity that attract them. But if there were not, "Green & Nephew, for pottery and glass," is attraction enough. The business is an old-established one, and the firm had a shop quite close to the spot on which their premises now stand long before the removal of the mass of streets which culminated in the construction of Queen Victoria-street (without doubt the finest street in the city proper). The firm have an old-established connection amongst city people, and though their customers have gone to live in the suburbs, or even at a greater distance, they and their families place their orders with the old firm. Our illustration Fig. 1 shows one section of their handsome showroom or shop—a little more than a fourth of it. I had the pleasure (and the advantage) of an interview with Mr. Boyd, one of the principals, a few days ago, and he kindly accompanied me over a considerable portion of their premises. Next to a perusal of the firm's books of account (which, I may say, was not permitted to me), this is the best way to get an idea of the extent and variety of their business. They do a large wholesale and export trade, and are extensive contractors for Government, public bodies, institutions, clubs, shipping companies, and other large purchasers of pottery and glass. For the purposes of these departments they constantly keep a very heavy stock from which they can make quick deliveries. Our illustration Fig. 2 shows a portion of their wholesale showroom, which is on the ground floor. The wholesale department itself is on the floor below the level of Queen Victoria-street, and has an entrance from Upper Thames-street, in the rear of the front shop. When Queen Victoria-street was constructed, these premises were arranged and fitted expressly for the business, and the firm availed themselves of every modern facility dictated by experience. The result is that the arrangements for receiving, stocking, sorting-out, packing, and forwarding goods are as complete as they could be. The bins are strong and well arranged, those in which the best goods are stored being specially constructed to prevent breakages. The bins are numbered in rotation, and the samples on show are marked with the numbers of the bins in which the bulk is stocked. They are glass cutters, engravers, and decorators. I saw a number of their artists at work in their cutting shop, and was shown a variety of their special decorations on table-glass, &c., which they always keep in stock. They supply their own designs in suites of table-glass, and add monograms, crests, or badges to the instructions of their customers. They keep in stock everything in pottery and glass for licensed victuallers' use, and in these goods they supply many of their own registered shapes. Their export and contract departments are very important branches of their business. Mr. Boyd, I have since learnt, takes an energetic interest in both these. He is a shrewd business man, and if anyone could secure a big contract, I fancy Mr. Boyd could—if the tendering was fair. I understand a very large Government order was

tely offered, to be delivered by a fixed but very early ıte. No one accepted it, but Mr. Boyd happened to ıve nearly half the quantity required in stock. He ınted around and found some more of the same goods, but ɔt enough to complete. He was, ɔwever, able to make up the ılance with an article very ɔsely approximating to the one ipulated for. He submitted this ıbstitute for a portion of the ɔods to the authorities. They ·ceepted his offer, and the huge ·der was delivered—practically om stock—well within the time-mit. I have referred to their ımerous registered specialities. have only space to mention vo. One is called the "Mun-ead" flower glass. These are ell-finished glass vases of various seful shapes and sizes. They re capable of holding a large uantity of water, and are at the ıme time strong and inexpen-ve. Squat "Munstead" glass ɔwls are supplied in sets of ıree—two small and one large entre one for use on long inner-tables. The "Munstead" ɔwer glasses are made in up-ards of forty sizes. The other ɔecial line is called the "Khartum" flower glasses. hese also are made solely by Green & Nephew, nd are supplied in various antique and other shapes in live-green and white. They are moderate in price, hold useful quantity of water, and will be found suitable for resents, bazaars, &c. The firm have received the silver nd bronze medals awarded by the Royal Horticultural ɔciety and National Rose Society for these registered ıasses. The firm were china, earthenware, and glass



FIG. 1.—SECTION OF RETAIL SHOW ROOM. GREEN & NEPHEW.



FIG. 2.—SECTION OF WHOLESALE SHOW ROOM. GREEN & NEPHEW.

ıanufacturers and decorators by special appointment to er late Majesty Queen Victoria, and have been honoured ·ith a similar warrant of appointment as manufacturers o his Majesty King Edward VII.

Villeroy & Boch, manufacturers of earthenware, stone-ware, terra-cotta-tiles, and also of crystal and demi-crystal glass, are represented in London by Mr. David Nestle, who is showing a selection of samples of their goods at 7, Hatton-garden, E.C. The firm have had these rooms for some years now, and they are well adapted for the variety of manufactures shown. They have seven factories, and they make a different range of goods at each. It will readily be understood that Mr. Nestle is therefore only able to show samples of a portion of the products of each of the works. He has, however, a thoroughly representative assortment of some of the latest productions. The firm have long had a good reputation for their pedestals and pots, and they are now showing many very excellent patterns. Large pieces abound, and are remarkable for the delicacy of the painted and shaded decorations quite as much as for their artistic forms. These pieces say much for the ability of the firm's modellers and potters. It is not an easy matter to get such bulky pieces through successfully. Mr. Nestle is showing many beautiful plaques with skilfully embossed figures artistically painted and gilt. Painted china slabs for mounting and framing should make up into useful presentation pieces. They are quite artistic, and are in several sizes. Dealers who like to have "specialities" of their own can secure them by expending a very little trouble on these slabs. Some fine examples of artistic stoneware, delft ware, and tiles, and of mosaic tiles, are shown from the Mettlack works. There are vases and architectural ornaments and terra-cotta statuary from Merzig, and also specimens of mosaic tiles from the same works. There is a good assortment of all kinds of earthenware, with some special lines for export. The company have

received medals and diplomas from almost every international exhibition, and their trade marks are now well known in the United Kingdom.

Mr. R. H. Leslie, manufacturers' agent, has nice light rooms at Gamage-buildings, 118, Holborn, London, E.C., where he is showing the samples of three firms for whom he is the London representative. He has a good selection of the pressed glass ware of **Edward Moore & Co.,** of South Shields. Moore & Co. make tumblers, dishes—round, oval, and square—sugars and creams, covered sugars, &c. They are very strong in dishes, and amongst their new patterns is one with hob-nails in circles. This pattern is applied to dishes in all shapes and many sizes. Mr. Leslie is showing a new pattern cake-stand in three sizes. Messrs. Moore have a novelty in a registered confection jar standing fourteen inches high. The round jar is in three sections, with a cover for the top one only. The bottom of the second jar fits into the neck of the first one, and in like manner the bottom of the third or top jar fits into the neck of the second one. The cover is placed on the top one, and there is then a jar in three compartments, capable of holding three kinds of biscuits, fruits, or sweets, and taking up the counter or window space of one jar only. If the contents of the middle or the bottom jar are wanted, it is a simple and easy matter to lift the sections apart. By obtaining two extra covers, three separate jars and covers are available if they are wanted. The idea is an ingenious one, and should prove useful to small shopkeepers who want to economise space. Mr. Leslie is also representing **Barkers & Kent, Ltd.,** earthenware manufacturers, Foley, Fenton. They are manufacturers of medium-class dinner ware, toilet ware, and fancy vases. Some new samples arrived the day I called at the showroom. The company have sent up some good shapes and neat patterns. There are some nice shaded effects. They make some good lines in inexpensive fancy vases. Most of the shapes are familiar (they are none the worse for that), but there are several new schemes of ornamentation. Some pleasing decorations, shaded, on vellum ground, make attractive vases. A new decoration applied en suite to all table pottery is a pretty combination of pansies and violets in natural colours. A new dinner service is the "Cairo" shape. It has an oval cover dish, and is shown in the "Trent" pattern in canton and other colours. The "York" and the "Osborne" are two new shapes in flower pots. They are ornamented with flowers and figures, shaded and stippled gold. **Barker Brothers,** Weir Works, Longton, are also represented by Mr. Leslie at the same London address. They are manufacturers of tea and breakfast ware in a nice variety of shapes and decorations. Some novelties have recently been received at the London rooms, and amongst them the new "Dover" shape with decorations on new art lines. The "Victoria" white fluted ware is a useful stock line. The company give special attention to orders for badged ware for hospitals, restaurants, &c.

A Stourbridge Glass Cutter.—Mr. Nehemiah Packwood, who died recently at Sandwich, Mass., of pneumonia, was an expert Stourbridge glass-cutter when he emigrated to the United States in 1868. He was an especially clever designer, and did much to enhance the reputation of the Boston & Sandwich Glass Co. by whom he was employed for some years. In 1888, in partnership with his son and Mr. John Jones, he established a new glass-cutting firm under the name of N. Packwood & Co. Mr. Packwood was 71 at the time of his death. For 39 years the United States glass trade has profited by the labours of this expert Stourbridge glass-cutter, and by the labours of dozens of others. If their labour had been "protected" here they would not have left us.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Mr. Hughes, china and glass dealer, has opened premises at 68, New King's-road, Fulham, S.W.

Mr. H. Church, china and glass dealer, has acquired the premises 31, High-road, Willesden, N.W.

Gain & Co., china and glass merchants, have relinquished the business at 375, High-street, Lewisham, S.E.

The "Enterprise" china and glass stores have been opened at the Green, Lower Edmonton, N.

Mrs. M. Mandelborn, china and glass dealer, has relinquished the business at 452, Hornsey-road, Holloway, N.

Mr. W. H. Yarroll, china and glass merchant, has relinquished the business at 64, Church-street, Stoke Newington, N.

The China used at the King's Garden Party at Windsor on Saturday, June 22, was all manufactured by Adderleys, Ltd., Longton.

Jacobs' Stores, 71 and 73, The Broadway, Cricklewood, N.W., held a three weeks' sale of china, glass, &c., commencing on June 1.

Mr. M. Zeller, china and glass dealer, announces his intention of shortly vacating the premises 33, Goldhawk-road, Shepherds Bush, W.

Mr. John Burnett, the chief labour correspondent of the Board of Trade, who has held the appointment for twenty-two years, is about to retire.

Mr. T. James, china and glass merchant, has taken the premises, 53, King's-road, Chelsea, S.W., which he will open as soon as alterations are completed..

Mr. J. A. Edwards, sole agent for Knauer & Co.'s ceramic transfers in this country, has removed his offices from Longton to No. 1, Oldhall-street, Hanley, Staffs.

The Weather has seriously interfered with the mineral water trade, with the inevitable result that bottle makers are short of orders. Not for many years has there been so great scarcity of orders for aerated water bottles.

Doulton & Co., Ltd.—The accounts for the year 1906 show that after writing off £7,133 for depreciation and £500 for goodwill and paying the preference dividend, there remains a balance of £12,726, which it is proposed to carry forward.

Else & Co., Ltd.—Registered capital, £1,000 in £1 shares. Objects, to carry on in Liverpool or elsewhere the business of manufacturers' agents for paint, glass, and crockery merchants, &c. Registered office: 38, Crane's-buildings, Church-street, Liverpool.

Ashover Fluor Spar Mines, Ltd.—Registered capital, £1,000 in £1 shares. Objects, to search for, prospect, and explore land supposed to contain minerals and ores in the British Isles or elsewhere, and to carry on the business of miners, financiers, promoters, &c.

New Trade Marks for porcelain and earthenware to the number of 53 were registered in the United Kingdom last year The annual number of registrations shows a steady growth. This is also the case with those for glass, for which 28 trade marks were registered.

Living Porcelains are taking the place of living statues for spectacular purposes. At the Oxford Music Hall, London, there has been an exhibition of what is described as "Dr. Angelo's original living porcelains, giving a reproduction of the different kinds of china in colour, dress, and the pose of each pattern."

Porcelain as Regatta Prizes.—The German Emperor has presented several valuable prizes for competition at the Royal Yacht Squadron Regatta at Cowes in August.

The principal one is a handsome silver cup, thirty inches high. The other gifts are a large Dresden china vase of floral design and a Dresden china tea set.

The Tyne Glassmaking Industries have been freely discussed during the present Parliamentary campaign at Jarrow. Tariff Reformers contend that the industries have suffered from foreign competition, while the Free Importers state that they have not been driven out of the country, but have only been transferred from one district to another.

Tenders Accepted.—Paddington Guardians have accepted the following tenders for half-yearly supplies :—J. Defries & Sons, Ltd., earthenware, £95 17s. 6d.; Bailey & Co., glass, £12 0s. 10d.—For earthenware for the L.C.C. Asylums Committee: C. T. Maling & Sons, £10 7s. 5d.—For supply of earthenware to the Hull Board of Guardians : Mr. Wilkinson.

James Pearson, Ltd.—Registered capital £12,000, in £1 shares. Objects : To acquire the business carried on at Brampton and Walton, Derby, by Harriet H. Goodfellow, as James Pearson, and to carry on the business of pottery and earthenware manufacturers, brick, tile, and drain-pipe makers, &c. No initial public issue. Registered office, 388, Chatsworth-road, Chesterfield.

An Interesting Visit.—The sketching section of the Staffordshire Field Club recently paid a visit to Holland. Through the personal influence of Mr. A. C. Wenger, of Etruria, the members were able to inspect the famous pottery of Thooft & Labouchere, at Delft. They were privileged to see the artists at work in their studios, and were shown some of the finest specimens of old Delft ware.

Central Potters' Mills, Ltd.—Registered capital £30,000, in £10 shares. Objects : To carry on the business of grinders and manufacturers of bone, stone, flint, clay, marl, sand, plaster, glaze, colours, and other materials used in the manufacture and decoration of china, earthenware, and other pottery, &c., and to adopt an agreement with P. Shelly for the acquisition of a plot of land in Hanley. No initial public issue.

About a Wine Glass.—"Vanity Fair" gives publicity to this :—"One of Lord Rothschild's peculiarities is that he cannot endure to see the ashes of cigars or cigarettes knocked into his wine-glasses after dinner. A lady who once offended in this respect was sharply told that the glass was thus rendered unfit for use, whereupon she calmly broke the costly cut crystal wine-glass on the edge of the table, to the evident dismay of her host."

The Queen's Purchase.—At the Queen's Fête for Crippled Children, held at the Mansion House, London, Her Majesty personally made purchases at most of the stalls. Lady Mary Howard had a collection of pottery and small goods for sale, and from this stall the Queen bought a little brown teapot with "The cup that cheers" in white letter relief on the side. If the manufacturers will overcome their natural modesty and openly admit the pot was their make, there should be a demand for "little brown teapots."

John M. Newton & Sons, Ltd.—This company has been registered with a capital of £25,000 in £1 shares. Objects : To adopt agreements (1) with J. M. Newton, J. Newton, and E. Y. Newton ; (2) with the said J. M. Newton ; and (3) with the said J. Newton and E. Y. Newton, and to carry on the business of bottle manufacturers, glass bevellers, &c. as formerly carried on by the said vendors as John M. Newton at 21-3, Charles-street and 8 and 10, Bleeding Hart-yard, Hatton-garden, and at 7, New Inn-yard, Shoreditch. No initial public issue. Registered office : 22-5, Charles-street, Hatton-garden, E.C.

Keeling & Walker, Sutherland Mills, Stoke-on-Trent, have issued a new price list, well printed, and bound in a smart red cover. It supplies particulars concerning the large variety of chemicals, colours, enamels, glazes, sundries and utensils which they supply. The firm's laboratory is equipped with the latest appliances and is under the supervision of a trained ceramic chemist, so that, besides ensuring the high quality of their own productions, they are able to undertake the analysis of materials for pottery manufacture.

Death of Mr. S. J. Waring.—Mr. S. J. Waring, head of Waring & Gillow, Ltd., died last Sunday at Llandudno, in his seventy-first year. He was formerly in business with his sons in Liverpool, trading as S. J. Waring & Sons. About fourteen years ago they opened a branch in London. Soon afterwards they amalgamated with Gillows, Collinson, and Locke, and other firms in the Limited Liability Company "Waring & Gillow." The company have an extensive pottery and glass department in their fine new premises in Oxford-street. The late Mr. Waring was a highly respected citizen of Liverpool.

Cornwall and China Clay.—Addressing the members of the Royal Institution of Cornwall, recently, Mr. Howard Fox, the president, dwelt on the fact that the Duchy had for a long period been accustomed to the toast of "Fish, tin, and copper," but of recent years its application has not been so apt as formerly. Cornwall did not yield one-thousandth part of the world's annual output of copper, and it was a question whether it should not in future be, "Fish, tin, and china clay." The china clay industry was becoming a most important one in Mid Cornwall, and large numbers of workmen were engaged in it.

Horse in a China Shop.—A greengrocer's horse and trap was proceeding along Brunswick-road, Liverpool a few days ago, when the animal became restive at the approach of an electric car and ran off. The driver did his utmost to check the progress of the horse, but it plunged into the premises of Messrs. Shufflebottom, merchants. Two panes of sheet glass were smashed, while the sash of a window was carried away. Glass and crockery were smashed and hurled in all directions. The horse was badly cut. A number of lady assistants who were in the shop at the time were subjected to considerable shock, one young lady fainting.

Visit to a Fire-clay Mine.—On June 1, the members of the Midland Junior Gas Engineering Association visited the fire-clay mines of Messrs. George King Harrison, Ltd., at Brettell-lane and Nagersfield, at the invitation of Mr. J. A. Mobberley the managing director. Those familiar with large gas works will understand the connection between gas making and fire-clay mining. Gas retorts, which often weigh many hundredweights each, are some of the largest products of the fire-brick works. The gas engineers had an instructive and enjoyable visit, and were photographed in a group at the entrance to the old mine clay workings, at a depth of 170 yards.

The Annual Outing of the china, glass, and lamp department of William Whiteley, Ltd., Westbourne-grove, London, W., took place on Saturday, June 15, at Taplow, where, in spite of inclement weather, there was a very good attendance of makers and representatives. The party, numbering 85 in all—which, by the way, is a record—put up at the Dumb-Bell Hotel, where, after a capital spread, a very pleasant time was spent. Amongst those present were Messrs. Arnott, Bing, Doughty, Dudley, Green, A. O. Jones, Porter, Rhodes, Ridgway, Shoppee, and many other well-known gentlemen, Mr. W. W. Wood of Whiteley's, occupying his usual office of chairman. Various sports contributed largely to the general enjoyment and amusement.

Wedding and Presentation.—At St. Peter's Church, Newcastle, on June 18, Mr. F. T. Maling was married to Miss Violet Ismay, second daughter of Mr. M. P. Ismay, of Sydenham-terrace, Newcastle. Prior to the ceremony,

Mr. Maling was the recipient of a handsome present from the employees of the Ford Pottery. The presentation, which was made at the works by a committee of four (Messrs. Walton, Colman, Griffiths, and Cleminson), on behalf of the workpeople, consisted of a solid silver tea-service, salver, spirit-kettle, and punch-bowl on an ebony stand. In handing over the present, Mr. Walton, on behalf of the workpeople, wished Mr. Maling and his bride health, prosperity, and long life, and every joy and happiness. Mr. Maling feelingly responded.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office under the Factory and Workshops Act in May was 40, as compared with 49 cases reported in April. There were 10 cases reported in house painting and plumbing during May and the same number in April. There were 6 reported cases in the china and earthenware trades in May, as against 10 cases reported in the preceding month. There was only one death from lead poisoning in factories and workshops in May, and that was in connection with plumbing and soldering. The total number of reported cases under the Act for the 5 months ending May 30 was 171, as compared with 254 cases in the same months last year. This shows a satisfactory decrease of 83 cases. There were 28 reported cases in the china and earthenware trades during the first five months of this year, compared with 47 cases reported in the same last year, a decrease of 19 cases. There were five deaths from lead poisoning in the pottery trades in the five months ending May 30 this year, against one death in the same five months last year.

Importation of Glassmakers.—On June 6, after an investigation before the London Immigration Board, four German workmen who arrived from Rotterdam on the previous day were detained on the ground of not having means, and afterwards their wives, who arrived, were also detained. It was stated that the men were part of a large contingent, who had come to work for Moore, Nettlefold, & Co., glass-makers, of Woolwich. Mr. Tyrell, a representative of the firm, stated that work was waiting for all the men, and that houses were ready for them. Owing to a mistake "on the other side," the four men had not their credentials. Asked whether the firm could not obtain English workers, Mr. Tyrell replied that they would be preferred, but owing to the attitude of the trade union, German workmen had to be imported. This had been done for six years, and the present arrivals were to take the place of a number who had left for Germany. The trade union said that the men should work five days of ten hours each, but the firm found it more convenient to employ them in eight-hour shifts six days per week. The men he added, could earn £2 a week, apart from their rent. Having work and homes to go to, the men were admitted.

The China and Glass Dealers' Association.—A committee meeting of the Birmingham branch was held at the Swan Hotel, Birmingham, June 12, Mr. E. J. White (Moseley) presiding. The hon. sec., Mr. W. T. Church, read the minutes, and said that two members had joined since their last meeting. A resolution was passed heartily supporting the motion of the Central Association of China and Glass Dealers in London, concerning the new syndicate, and the question of manufacturers supplying the same. It was unanimously resolved: "That this meeting requests the manufacturers, if they cannot dispose of their seconds abroad, to arrange that such seconds should not be offered for sale in districts where they have regular agents." On the question of packing charges a resolution was passed requesting the manufacturers to consider the matter of excessive charges now made for packing, especially on small packages, which in some cases amounted from 25 per cent. to 50 per cent. on the cost of the goods. The secretary reported that since the last meeting he had visited the Potteries, and seen some of the manufacturers re the weight of packages on the invoice, and found that most of them were in favour of meeting our demands; he had also seen the manager of the goods department at Stoke, and suggested that more care should be taken at the Potteries of returned empties. A deputation had also waited upon the Board of Trade in London, and had been granted an inquiry on the excessive charges made by the railway companies on earthenware packed in cases, but up to the present their decision had not been arrived at. The date of the annual meeting was left for the secretary so as to arrange to meet the convenience of the members.

An Exhibition of Pottery painted by Mr. Alfred H. Powell for Josiah Wedgwood & Sons, Ltd., Etruria, was held last month at 20, Red Lion-square, London, W.C. Mr. Powell is an artist whose aim in life seems to be to extend the application of high art to utility. The artistic ornamentation of useful articles is not a novelty, but Mr. Powell seeks to popularise it. In England art and manufacture are not so invariably associated as they might be. Mr. Powell is making a courageous effort to draw them closer together, but he is doing this on his own lines, and that is why his work, on forms made by the famous Etruria firm, is exhibited for sale at his own studio in Red Lion-square. Mr. Powell's conceptions are best shown in this way, and best offered for sale in this way, too. There is no "going past the dealer" either on the part of Wedgwood & Sons, or of Mr. Powell. The two hundred examples of pottery are not trade lines; most of them are unique productions of the artist, and are interesting to the lover of ceramics almost as much on that account as on account of their merit; That they possess merit is beyond question, though many of the schemes of ornamentation are evidently experimental, and indicate the intention of the artist rather than the perfect accomplishment of it. Plato's ideal of "the virtue, beauty, and rectitude of every utensil" may still be far from attainment even by Mr. Powell, but we are the better for the endeavours of potters and decorators like Mr. Powell to make our useful things beautiful. The two hundred pieces shown exhibit the originality, the boldness, and the variety of the artist, and if we knew, it would probably be found that many of the really fine pieces sold were purchased because of their originality of ornamentation. There are several pieces of exceptional merit. There is, for instance, a pair of quaint blue and white bowls, 5 in. high, tapered, especially modelled from Mr. Powell's instructions. They are almost as thin and light as eggshell china, but their form is their principal charm. There are many original shapes that are well adapted for Mr. Powell's treatment, but which would not be selected by dealers if they were offered as stock lines. Traditional shapes and patterns do not appeal to Mr. Powell so much as his own conceptions. He is fortunate in having such a firm to furnish him with forms to his liking, and throughout the whole collection Mr. Powell shows how thoroughly he understands the importance from an artistic point of view, of making decoration subservient to design. We are pleased to hear that as a commercial venture his exhibition has been a success.

Stettin China Clay Imports.—The imports of china clay into Stettin from the United Kingdom during 1906 amounted in weight to 12,497 metric tons, as compared with 14,932 m. tons imported in 1905 and 11,872 tons in 1904. The total import in the same three years was 15,132 m. tons, 37,600 m. tons, and 40,175 m. tons respectively. The sources of supply other than the United Kingdom are chiefly Sweden and Norway. The figures show that the British share of the trade has been well maintained, while that of other countries has fallen off.

THE WEST OF ENGLAND CLAY TRADE.

(SPECIALLY CONTRIBUTED.)

SOUTH DEVON.—II.

ALTHOUGH quite possible, it is highly improbable that any vessel sailing from Teignmouth harbour in 1907 will be carrying more than the actual amount of clay agreed to by the master, and each succeeding year finds ıerchants more and more inclined to trust to weight and ess to measure, when disposing of their merchandise. It s not practicable, nor would it be reasonable to expect, hat any argillaceous substance, however valuable, should e weighed with the same scrupulous and exact care as old dust. In the weighing of the aluminous earths now nder consideration, some plastic and dough-like, some, n the other hand, highly silicious, great caution must be sed, and a very fine discretion exercised as to what llowance (if any) should be made for loss, shrinkage, &c. No one is infallible, and it is easy to understand how likely would be for errors of judgment to be made even by xperienced heads and hands, and too much or too little allowed, especially in bad weather, for mud on the carts, for weighing machines, &c., for the difference in loading down to her marks, a flat floating in salt water and the same craft floating in fresh water. Indeed, it is a matter for congratulation, all things considered, if clay sent to the station or docks, without previous weighing, approaches even remotely in weight to the quantity ordered. Still more astonishing is it that in many instances the quantity estimated varies rom the quantity required by only a few pounds veight, and this upon 100 or 200 tons of clay. It is tated, on good authority, that there are those conıected with the trade, so competent to judge clay in bulk, nd whose judgment is so true, that they can determine vithin a few cwt. the amount of clay contained in nineteen ut of twenty heaps of various dimensions.



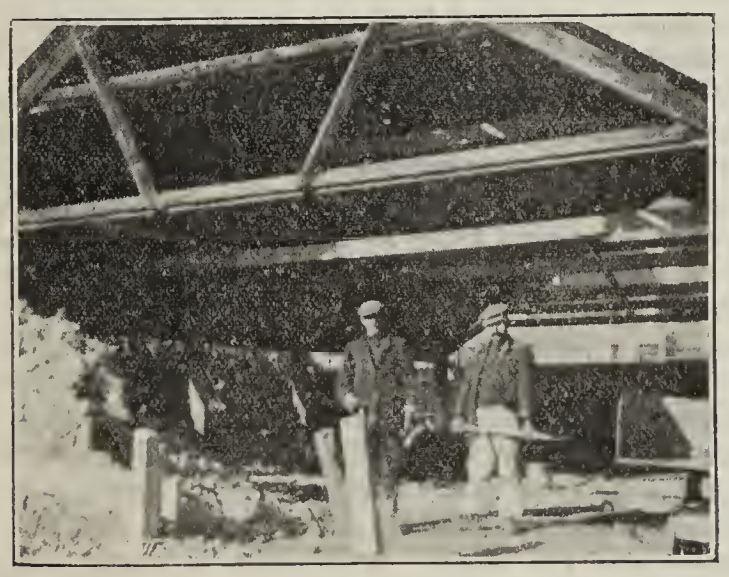
CLAY SHED, OVER-FILLED.

In a recent article on the "Transport of Minerals, &c.," ve find the U.S. Government checkers and weighers' ouchers show large parcels of "green" clay from Devonshire have "turned out" less than 3 cwt. over the mount declared to the U.S. Consul in England, yet this lay would have been carted, heaped, heaped, carted, ailed, barged, shipped and then transhipped as ballast t Liverpool or London, into the hold of an ocean greyound, with engines guaranteed to absorb all moisture, nd finally discharged at, say, Baltimore or East Liverpool, J.S.A. Perhaps it was a wet day when it was dug from rom one of those great sprawling heaps, the envy and adniration of potters in general, and of the American potter n particular. Heaps of tawny, muddy slime, "dirt" heap, some of them, at £5,000 a piece. Loaded in torrents f rain, the haulier knew when he set off on his two-mile journey he would be wet to the skin long before arriving at his destination, but derived no small amount of consolation and satisfaction from the fact that one ton of rain water weighed just as heavy as one ton of clay, and that any little deficiency there might have been at starting would be more than made up, especially if his load was not "dense" but "spongy." In the olden time a driver would consider



CHINA CLAY ON THE TEIGN.

it a point of honour to manage somehow or other to be weighed with his load "in the balance," so as not to be found wanting at least once a day, and as many more times as he possibly could without being found out: a good old custom long since passed away. From the moment the clay leaves the pits' mouth, wastage will commence, and as the cart jolts over the rough rude "stone and twig" roads, some of their contents must surely be spilt. Some will fall by the wayside, to be cleared by the roadmen, some will fall among thorns, a very suitable spot, for the thorns soon spring up and cover it. Some will fall upon good ground, the worst accident that could happen, for the next man, seeing in so conspicuous a spot such incriminating circumstantial evidence against a fellow workman, and willing to screen the offender, hastens to put it on his own cart, and thus a sample of the rich red fertile soil of the "shire of sea heroes" (not sufficient to add weight) finds its way to Staffordshire, Ireland, Scotland, or gladdens the heart of some "Worthy of Devon" in Germany, France, or far-off America. Others will complain of "impurities" and of "foreign substances in the



CLAY SHED, NEARLY EMPTY.

clay," but to him the streaks of red are fairy wands which make him dream of hedges sweet with wild rose, and honeysuckle, of tors and coombes, and winding lanes, and brooks.

If not wanted for immediate shipment, the clay is again heaped, it may be for days, or it may be for years, this time much nearer to the haunts and habitations of

men. In a low-lying country-side situate at he head of a tidal river, and subject to heavy floods, a heap of clay is an inestimable blessing, useful in a multitude of ways, invaluable for stopping up cracks under doorways and crevices of every description, or for damming back water anywhere. Many who could screw up a becoming blush to steal a pin, will take a shillingsworth of clay with a perfectly clear conscience. They refrain from taking "squares," but content themselves with a bucketful of the slushy, "thrown away stuff" which though not nearly so suitable for their purpose, is, although they are ignorant of the fact, so much more precious to the potter, Mixed in equal proportions with river sand, this fine "weathered" clay makes an excellent substitute for fire clay, and is employed by the natives to repair bad and faulty fireplaces; it is also extensively used in conjunction with broken glass to stop rat and mouse holes. Gardeners, too, find the clay convenient for grafting purposes. In loading into lighters still further waste takes place, for there's many a slip 'twixt the bank and the barge, and in one instance, at least, after the lighter was loaded, her cargo was not safe even then from the depredations of river thieves. On a summer's day when the barge in question had been moored off a certain famous river-side inn, the crew of two, having gone ashore for their satisfying, if not highly classical fare of cyder, bread and cheese, and onions, a pleasure boat heavily laden with the members of a young ladies' college came alongside. The Principal decided to improve the occasion by a lecture on clay, presumably bearing chiefly upon that exceeding interesting side of the subject, the action of river water upon the higher pottery clays. No doubt it was very instructive, and when the ladies had watched several large pieces of white clay sink, and then sent several large balls of black to the bottom, each damsel commandeered a good sized lump of each colour for future and further investigation, then pulled merrily down the stream, singing the "Glory Song"! A good policy covers "all perils and risks of the seas and rivers, of men of war, king's enemies, barratry, rats, rovers and pirates," but what protection have shippers from these fair buccaneers? As the clay is passed up the side of the ship still more waste takes place, and when the cargo is aboard and safely stowed, the captain for the time being of the good ship, very appropriately and with gentle sarcasm, born of many year's experience of clay carrying, and not without a sense of the humour of the whole thing, with his hand and seal endorses the bill of lading "weight unknown." It hits off the situation well. Whatever the correct quantity may be, whatever port he may be bound for, it is a certainty less clay will be discharged than was shipped. Who should "lose the loss" is a subject that has been thrashed out too many times for any lengthy reference here. Consideration of the question leads to the old "bone of contention," what is excessive moisture? Amongst the readers of the POTTERY GAZETTE are found those best qualified to answer the above. But how widely their opinions would differ, and when experts disagree who shall decide? Proverbial old-fashioned courtsey, combined with a generous treatment in the matter of shortages, has prevented the acute stage being reached, and the same spirit on each side renders unpleasantness impossible.

There are two clay canals, one a very "short and sweet" affair from the main road at Kingsteignton, to the little hamlet of Hackney, a place said to derive its name from the Hackneid way. Here is an ancient ford, or passage way across the Teign. The canal is the property of the Right Hon. Lord Clifford. There is a long range of long clay cellars on each side, and splenty of spare ground affords ample accommodation for heaping and weathering for three clay companies. This canal is known as the Hackney Canal. The Stover Canal is four miles long, and was cut in 1770 (by James Tembler, Esq.) from Newton Abbot to a short distance beyond the village of Teigngrace sometime known as Teign-Bruer, from having been held at the time of the Domesday Survey by Ralph de Bruer. The canal was formerly much used by barges carrying silver lead ore, from the mines and granite from the Haytor quarries, employed in the building of London Bridge. Here, too, are clay cellars, "ancient and modern." Although used exclusively by one large clay firm, the canal serves a great number of pits, shafts, and quarries. The fifth and last clay firm has its stores, on the banks of the Lemon, a tributary of the Teign. Large quantities of clay are railed to Plymouth, principally clay in ball, for shipment per steamer to Ireland, Scotland, or the Channel Islands, and thousands of tons forwarded direct to the Staffordshire potteries per rail from Heathfield, Teigngrace, and Newton Abbot stations. .Sometimes "parcels" are sent to Fowey and other Cornish ports, to complete vessels carrying part "ball," and part "china" cargoes.

The family of Brewer have left their name in several parts of this country, as Tor-Brewer, Buckland-Brewer, and in 1196 they founded the Nobertine Monastery of Torre Abbey. Now at the end of the centuries, canal and river we find a Mr. Brewer having general supervision of any barges that may be left at the Teignmouth end of their journey. Most of the clay in the eastern part of the clay field passes over the Teign by the famous Teign bridge so interesting to the antiquary, and on the level ground between the curious old thatched clay cellars and the Teign the celebrated South Devon Cricket Club, one of the oldest and certainly one of the most select clubs in the country hold their meetings. The Teign at this point is full of speckled trout and salmon, affording food and sport to otters and anglers (complete and incomplete). The Teign here passes through rich clays, and it was a pet scheme of the old merchants, but one which fortunately for lovers of scenery was never carried out, to cut a straight channel for the river through the "bastard" bodies, or out of the body altogether, and work the winding bed of the ancient river, for the fine clay well known to be there. Generally the bastard bodies are not of much value, but the word is also used in a much wider sense to describe all clays found outside the body. And so we hear the clay man reckoning up his years of service, telling he has worked so many years in the body, and so many years out of the body!

As in other parts of the clay country, it will be found that inspection is *not* invited. "The public are *cautioned* against trespassing on these premises, or on the banks of the adjoining canal." Thick plantations in which are grown the poles used as pit props, and mining timbers, with the gorse used for wreathing the sides of the pits, and the under growth with which the clay roads are made, afford cover for a plentiful supply of birds and rabbits, and on the greensward behind the oldest heaps sits the "merry brown hare." This is an occasion for more boards. In a district where the "lurcher" was considered a sacred animal it is not to be wondered that these notices should in years gone by have been treated with contempt. There is rather a curious board to be seen two minutes' walk from the clay heaps at the end of the Stover Canal. The board bears this strange device: "Beware of the Himam phophyllum, not chained up, bite dangerous." This is in a copse on the Sandford Orleigh estate, which was for many years in the possession of the African explorer, Sir Samuel Baker. As a rule the following is considered sufficient to keep would-be explorers from Clay-land, that west-country Thibet:—"Private," "No Thoroughfare," "Beware of Trespass," "Trespassers will be prosecuted." And another, "All persons trespassing will be prosecuted by order of the exors. of the late ——!" A string of boards warn all and sundry that "Rubbish must not be throw

these pits.'' A small pit or trench in a field may be a trial '' pit—and a very important piece of work for the erchant, but to the average man it is only a place to row old boots and cocoa tins, or to be used as a receptacle r rubbish of all kinds. When we hear of men who ave been connected all their lives with the canals and ay grounds and pits, meeting with serious, sometimes tal, accidents, through taking just one false step, it is early no place for strangers.

Obituary.

THOMAS FORESTER, J.P., AGED 75.

WITH sincere regret we record the death of Mr. Thomas Forester, one of Longton's most prominent manufacturers. He had been ill for some time, and towards the close of last year it became evident to the doctors who tended him that a surgical operation of a delicate nature as necessary. For this purpose Mr. Forester was taken the Longton Cottage Hospital, and the operation was uccessfully performed. He remained some time at the ospital as a private patient, and gained sufficient strength justify his removal to his home at Blythe Bridge. lthough he recovered from the malady for which the peration was carried out, he never got the better of the haustion caused by it. It left the action of his heart ry weak, and although he received the most careful attenon on the part of medical gentlemen and of skilful nurses, relapse occurred on the night of Thursday, June 6, and he died shortly after midnight. The death of Mr. Forester, though not altogether unexpected by the public, caused a deep sensation throughout the town, and was the subject of general regret. As a mark of respect to one who had held prominent offices in the town, flags were hoisted half-mast on the public buildings, and other manifestations of regret were evident throughout the borough. Longton has recently lost several of its ominent men, but probably none who filled so large space in the industrial life of the district as the ceased.



MR. THOMAS FORESTER, J.P.
Photo by Latham & Bott, Longton.

The late Mr. Forester was born at Stoke-on-Trent on ptember 17, 1832, and as his parents were in a humble sition he was put to work when very young, as was the stom in those days, when children were called upon to pplement the earnings of the father. He, however, tended the National School at Stoke, and while working the daytime, he was encouraged by his parents to attend ening classes, the tuition he received there proving of the eatest advantage to him. His father was a warehouseman at Messrs. Minton's china factory, and the son was, quite early in life, engaged in minor duties there. His father had foresight enough to see that a practical knowledge of one branch of potting would give his son a better chance, so he was apprenticed as a presser at Minton's. He remained with that firm for several years, during which he became acquainted with many details of pottery manufacture, and was particularly interested in the supply of the raw materials used.

In 1856 Mr. Forester was engaged as manager at the Victoria Works, Shelton, for Messrs. Lockett, Baggalley & Cooper, and after a short term with them he joined Mrs. Wardle as a majolica manufacturer ; and a few years after he had an offer to take charge of a manufactory at Tournai, in Belgium, which he accepted. In a comparatively short time he succeeded in building up a good, sound business for the proprietors, Messrs. Peterinck & Son, but he could not suppress his longing desire to return to England, and he was not slow in giving effect to it. There is no doubt his successful Continental business experience accentuated this desire. He had been engaged in the manufacture of goods specially for the British market, and with his natural shrewdness he concluded that it would be good business to produce them in Staffordshire. He came home, and in 1877 he took a small pottery in Longton High-street, and without delay commenced the manufacture of flower pots, vases, and other art wares with which the name of Forester has ever since been closely identified. It has been Mr. Forester's misfortune to be greatly and frequently misunderstood. Perhaps no incident in his remarkable business career has been so misrepresented as the manner in which he completely revolutionised the majolica flower vase industry in England. Those who are old enough will remember the quantity of Continental majolica pots that came into this country. English manufacturers made very feeble attempts to stop this influx. They made a better quality than the Continental makers were sending here, and they charged more for them. They said, '' Ours are English ; they are better in body, better in decoration, and better finished, and are worth more than the foreign ones.'' All this was true, but they could not sell them against their less expensive foreign goods. Mr. Forester, with his practical knowledge of Continental ware, and his keen foresight, manufactured flower vases cheaper than English manufacturers were producing, but better value than the Continental makers were sending. The result was just what he expected : he got hundreds of orders that would have gone abroad under the old conditions. His enterprise was so successful that he was soon obliged to take fresh premises in Church-street, and these he reconstructed according to his own ideas, His energy at this time was phenomenal, and this, combined with his acquired technical skill, caused his business to increase so rapidly that in two years from his commencing in the small works in High-street he had not only enlarged the Church-street works, but had taken a large china factory adjoining. There is no doubt whatever that the misrepresentation to which he was subjected at this time was the penalty of his success. What was the " underselling '' with which he was charged ? He simply undertook to make goods in Longton that would sell all over the United Kingdom against goods that were being imported in large quantities from abroad. And he did it. Who was he underselling ? He took no business from other English makers at that time, because he captured a trade which they could not do, as '' their goods were so much better '' —and dearer. At that time Mr. Forester found regular employment for hundreds of workers in Longton, and investigation will show that he practically stopped the importation of cheap Continental vases and flower pots. As to the charge that he "made rubbish," surely no one expected him to supply a hard-fired earthenware body at the prices

he charged. Those prices were necessary to undersell the foreigners. Many years ago, when this subject was broached in his presence, we heard Mr. Forester say, "I made inexpensive pots and vases to compete with the foreign-made wares that were sold broadcast in our market, and I checked the importation considerably. As to quality, our cheap and medium-priced goods are better value—prices and quality considered—than those of any of our English competitors." In spite of his detractors, he lived to become the most extensive manufacturer of vases, flower-pots, and pedestals in England. He has gradually added the production of better-class wares in pursuance of his determination to be constantly advancing, and improving as he advanced. It is no disparagement of the able assistance he has received from his sons to say that the extraordinary growth of the business was due very largely to the determination and untiring activity of the deceased. Those of us who remember the humble factory in High-street are amazed when we see the well-organised and extensive Phœnix Works, with its half-a-dozen ovens and its modern appliances, and the more recently acquired Imperial Works with nine ovens—probably the largest china manufactory in Longton; and when we bear in mind that these all owe their origin to the tact, discrimination, and tenacity of one man. Others have ably assisted him in developing the various branches of potting in which his company are engaged, but the inception of them was, without doubt, due to the deceased. In due time he took his sons into partnership with him, and later the business was converted into a private limited liability company with the title of Thomas Forester & Sons, Limited.

If we were asked to say briefly what we consider the strongest traits in the late Mr. Forester's character, we should say his absolute self-reliance, his tenacity of purpose, his shrewd business instinct, his generosity, and his kindness of heart. Those who did not know him so well as we did may not agree altogether with this estimate of him, but that is because they did not know the man. He had a certain bluntness at times, and resented any attempt at imposition, but he was always ready to help deserving persons who needed help. This he did by finding employment for them, by loans, and by donations—more frequently the latter. There are hundreds in the Potteries who could tell of his generosity, but none but himself ever knew the extent of it. He was a liberal contributor to philanthropic and charitable movements, but had a great objection to his name appearing in subscription lists. Longton owes him something as an employer of labour. The prosperity of a town depends upon the profitable employment of its people. The late Mr. Forester was always on the most friendly personal terms with his employees. Differences arose (as they always will where so many persons are concerned), but as a rule they were easily adjusted. His workpeople understood him—and liked him. Their expressions of good feeling on the occasion of his golden wedding proved this. But, Mr. Forester also understood his workmen, and perhaps we ought to attribute much of his business success to this. He had views and ideas twenty years in advance of his time. He had a great respect for labour, and while as a business man he sought to make the labour of his employees profitable to himself, he was always desirous that it should also be profitable to them. Twenty years ago we heard him give expression to predictions which are being fulfilled to-day. Speaking of the trade of the future, he said, "What we as manufacturers will have to look to in the future more than to scientific investigation, more than to technical education, more than to improved machinery, will be the workman." He saw clearly then that the workman was going to become a more important factor in industrial life. Mr. Forester was always pleased when he could add to the number of his employees, and it was his custom to consult those who had been long in his service on matters of detail connected with the work, thus recognising that their interests in it were mutual.

For several years he took an active interest in local public affairs, and would certainly have taken a more prominent part in them if he had been properly understood. He was several times pressed to accept the office of Mayor of the Borough, but he firmly declined. When he was made a Justice of the Peace for the Borough in 1886 he discharged the duties of the office so energetically and so conscientiously that his fellow townsmen began to realise what useful services had been lost to the town. He was highly esteemed for his genial affability and kindness of heart by a large circle of intimate friends, and was held in great respect by a still larger number who only knew him in his business capacity. For some years to come he will be greatly missed and regretted in Longton, and by none more sincerely than by his workpeople. Mrs. Forester and seven sons and daughters survive him. The funeral took place at Forsbrook Churchyard on June 10, in the presence of a large number of relatives and friends, and of townspeople of all shades of opinion.

MR. T. J. GOODMAN.

IT is with much regret we record the death on June 6 of Mr. Thomas James Goodman, at his residence, 11, The Avenue, Stone. He had been in delicate health for the past two years, suffering from a weak heart, and for between four and five months had been confined to his bed. He died very suddenly on the date mentioned. Mr. Goodman was very widely known, and highly respected in the trade, having for a number of years represented in the provinces Josiah Wedgwood & Sons, Ltd., of Etruria, and later Messrs. Hadley, of Worcester, Furnival's, Ltd., of Cobridge, and the Baccarat Glass Co., of Paris. His loss will long be deplored by a large number of friends, by all of whom he was greatly esteemed for his genial and kindly disposition. His body was removed on Monday, June 10, from his residence for conveyance to London for burial in Abney Park Cemetery, accompanied to the railway station by a large number of old and influential friends, amongst whom may be mentioned Mr. T. Hampton (Mayor of Hanley), Mr. A. Furnival, of Cobridge; Mr. L. W. Hadley, of Worcester; Mr. Cope, Secretary of the North Staff. Branch of the Commercial Travellers' Association; and the members of St. Michael's Lodge of Freemasons, of which he was Worshipful Master. Much sympathy will be felt for his sisters, Miss Goodman and Mrs. Sutton, in their bereavement.

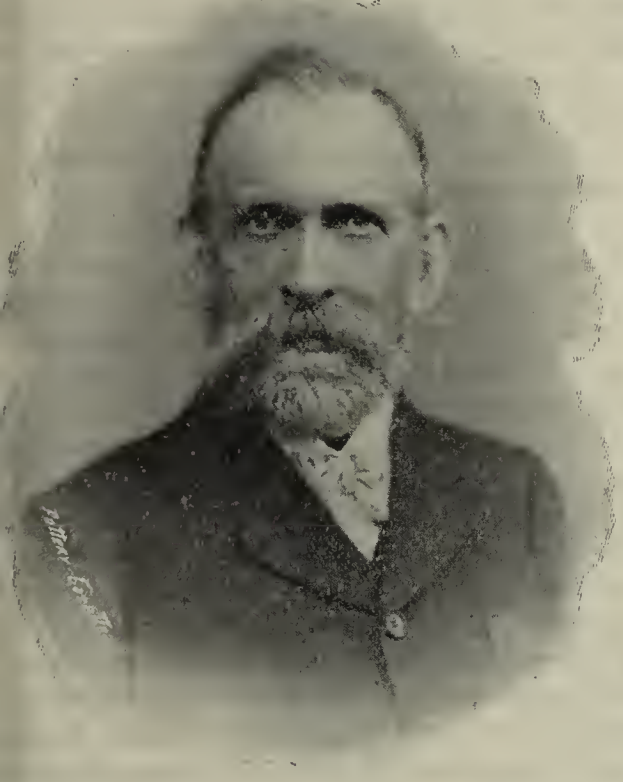
The Pottery Imports into Boston from the United Kingdom during last year were valued as follows:—Undecorated china, £5,306; decorated china, £59,907; earthen and stone ware, £2,406. The total import of china and earthenware from all countries was valued at £196,907, showing a decrease of £5,800 as compared with the preceding year.

Shipments of Porcelain from Bordeaux in 1906 amounted to 76,899 cwts., a decrease compared with 1905 of 7,886 cwts.; 76,360 cwts. were sent to the United Kingdom, a decrease of 2,111 cwts. The average for the last five years stands at 91,479 cwts., the average to the United Kingdom being 76,360 cwts. Exports of pottery, faïence and tiles in 1906 show a slight increase compared with 1905, the total shipped being 6,639 cwts. The average for the last five years stands at 6,315 cwts.

FAMILIAR FACES IN THE POTTERY TRADES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER).

IF the POTTERY GAZETTE circulated amongst the general public as newspapers do, thousands of readers who never saw and never heard of Mr. William Ault would be found to be quite familiar with his productions. Not only in the trade, but amongst lovers of ttractive pottery all over the kingdom "Ault Faïence" as made a name for itself, and enjoys a high reputation or beauty of form, rich colours, and the number and ariety of shaded, mottled, and splashed effects which are ts distinctive characteristics. Many of our readers, however. are familiar with Mr. Ault's genial personality, and eed not to be told that he is the manufacturer of the rtistic ware called by his name. Those who have never met him personally, but are familiar with his goods, will, we are sure, be pleased to see the likeness we give of him and to read a short account of his successful business career. I have other opportunities of occasionally speaking of Mr. Ault's productions, so I purpose just now to pay more attention to his personality. That, however, cannot be altogether dissociated from his work, since it has influnced it from the very commencement to the present time. Ir. Ault is essentially a manufacturer of artistic pottery. He oes not claim to originate himself the countless number f new forms he produces. But he has associated with him killed artists, who specially design forms and ornamentaions in conformity with the demands of the public preailing at the time—when those demands are in good taste ; ut he never supplies either shapes or decorations that are ot in good taste simply because they are popular. The ublic are indebted to Mr. Ault and other high-minded anufacturers (happily we have many such), who take ains to direct public taste in the right direction when hey perceive it is either degenerating or merely erratic. overs of art must be gratified to see culture displayed in he choice of articles of artistic design and in tasteful olours for useful as well as for ornamental purposes. It because we have manufacturers like Mr. Ault, who produce rtistic pottery quite as much because of the pleasure erived in its production as from the profit derived from , that the ceramic art is at present contributing more leasure to the lives of the public than ever it did. I am eferring now to the extensive application of beauty in orm and decoration to domestic articles in everyday use. here is an increasing appreciation of and demand for hese, due in no small measure to those manufacturers who ave with commendable enterprise placed artistic prouctions within the reach of all. Mr. Ault has done this ith marked success. But my purpose is to say something about the man himself, and as he did not commence life by producing beautiful pottery for the million, I must go back to the other end of his career.



MR. WM. AULT.

Photo by Maull & Fox, Piccadilly, W.

Mr. William Ault is not yet an old man, having been born near Burslem on October 23, 1841. This was seventeen days prior to the birth of King Edward VII. He received his first education at what at that time was considered a "superior" village school, but the curriculum embraced little more than the "three R's." This school, by the way, was largely supported by the generosity of the vicar and the Lord of the Manor. Those who can look back to those days will appreciate the improved educational facilities we have to-day, and the much superior advantages enjoyed by the youth of the present generation. Young William Ault lost both his parents in infancy, with the result that he was thrown on his own resources at the earliest moment he gave indications of possessing any. If he was not exactly born a potter, he was soon associated with pottery manufacture, for when fifteen years old he obtained a situation at the Foley Works, near Longton, then carried on by the late Mr. Henry Wileman. His first duties were as packing-house boy. This proved a stepping-stone to the warehouse, in which he soon afterwards obtained a position. Mr. Wileman had another works at Church Gresley, where he made yellow ware ; and a vacancy occurring there in 1863, owing to the removal of Mr. Wileman's brother to other duties, young Mr. Ault was selected to fill the post. This was a more responsible position than any he had held, and he was naturally gratified at having been chosen for it. Mr. Wileman died in the following year, and the business was bought by the late Mr. T. G. Green, in whose employ Mr. Ault remained until 1867. During all his working life young Mr. Ault had taken every opportunity of improving himself intellectually. He was a consistent reader and student. In his leisure he had, as a recreation, acquired some knowledge of phonetic shorthand, and having reason to believe that a more perfect acquaintance with it would help him to improve his position in life (at this time he gave indication of the self-reliance and determination which have been such marked features in his character) he took the rather serious step of giving up his situation and of appropriating some hard-earned savings to enable him to go through a course of training under a professional teacher of phonography, Mr. George Withers, of Liverpool, a nephew of Mr. Isaac Pitman, the inventor of the system. Ater a few months thus spent he was able to obtain a certificate of proficiency from Mr. (afterwards Sir Isaac) Pitman himself, and this enabled him to take a situation with a firm of accountants at Birmingham. His thoughts and aspirations were now all in the direction of accountancy, for which he had some liking, but events soon indicated that he was destined to return to the ceramic art.

Since Mr. Ault left him, Mr. T. G. Green had erected new works for the manufacture of general white earthenware, and, requiring additional assistance there, he sought an interview with Mr. Ault. The result of this was that the latter returned to his former employer, with whom he held a responsible position for the next fourteen years. The arrangement was mutually satisfactory, and Mr. Ault enjoyed the entire confidence and friendship of Mr. Green to the end of that gentleman's life. Mr. Green had always expressed his appreciation of the conscientious services of Mr. Ault throughout their association in business, and he, having been entrusted with considerable authority, acquired useful experience in the conduct of a pottery, which was an admirable training for his future position. About 1882 he felt the time had arrived when he might venture to commence business on his own account, and, in conjunction with Mr. Henry

Tooth, he started a new business at Church Gresley for the manufacture of art pottery. This partnership continued to the end of 1886, when he purchased land at Swadlincote whereon he erected the works he now operates. Having the advantage of clear ground, the buildings were all new, and were planned according to his own instructions. His experience enabled him to arrange them in the most convenient manner for his purpose, and he commenced by installing the most approved machinery and appliances. Mr. Ault says his experience had taught him that where machinery or mechanism of any kind is concerned, the best is the most economical. The works stand on upwards of two acres of freehold land. He has already extended them several times, and there is ample space for further extensions when required. All the arrangements have been made with the view to save labour and to secure the comfort and convenience of the workers. The rooms are light and well ventilated, and there is an air of cleanliness and systematic procedure not always seen in a pottery. The site was well chosen, for the works are admirably situated for business purposes, being within two hundred yards of the Swadlincote station of the Midland railway, with which they are connected by a siding. The electric cars of the Burton and Ashby Light Railway also pass in front of the works at frequent intervals. Although my present purpose is not to describe the works, I may say that I was taken all through them, partly by the proprietor himself and partly by Mr. Tunnicliffe, the works manager. In the first instance, Mr. Ault provided steam power far beyond his immediate requirements. He evidently had an eye to developments and extensions. These have occurred and are taking place still. He has a huge boiler of the Lancashire type and a powerful horizontal engine. The exhaust steam is used for drying purposes, and in winter the works and offices are heated throughout by steam pipes. There is no fire on the premises, except for the ovens, kilns, and boiler. When he built these works Mr. Ault's intention was to manufacture either art pottery or general earthenware, or both. His early efforts in art pottery were so successful that he was encouraged to pay particular attention to this branch. Not having had the advantage of any outside technical training, he pursued more assiduously than ever the studies and experiments in the production of coloured effects in which he had been engaged for several years. It is well known that it is owing to his persistent practical experiments that he has been able to produce the variety of beautiful colour and glaze effects for which "Ault Faïence" has become famous. While he is always ready to make use of suggestions from competent authorities, he is to a great extent self-reliant. His numerous colour schemes and glaze effects are produced from his own formulæ and under his personal supervision. And the glazes themselves are made and ground on the works. He has always given his close attention to all the details of his business, while at the same time availing himself of judicious and, of course, needful help. Mr. Ault does not appear to need much assistance in the evolution of effective and novel colour ornamentation, his most successful efforts in this direction having been the result of his own experiments. Though he does not personally undertake the manipulation of plastic clay into new forms he has a keen and quick perception of the artistic merit of any submitted to him. He has a capable body of artists associated with him, and they are the first to admit that some of the most charming ideas in modelling, as well as some of the finest decorative studies seen in the latest as well as in the earlier productions, are from the suggestions of their principal. Mr. Ault is an acute observer, and is always on the look out for new ideas, and is constantly bringing out novelties in shape or decoration suggested by them. His productions are for the greater part strictly ornamental, but they include a large number of useful articles. In the production of these, manufacturers like Mr. Ault have done much to familiarise the public with, and to induce them to select, the artistic. People are beginning to appreciate pretty flower vases, pretty jugs, and pretty ornaments now that it is proved to them that a beautiful form need cost no more than an ugly one. In its special adaptab lity to meet the increasing popluar taste for the artistic and the beautiful. "Ault Faïence" commends itself to the trade, and this adaptability may be traced to a very large extent to the practical artistic instinct of Mr. Ault himself. His well lighted and artistically arranged London show room at Gamage Buildings further reflects some of the special features of his character.

"Ault Faïence" has received high commendation at various international exhibitions. At the World's Fair, Chicago, it secured the highest award "for the general richness of the glazes, and the artistic shapes and modelling of the pieces." It was awarded a high prize at the Brussels Exhibition, and while I was at Swadlincote Mr. Ault received an intimation that he had been awarded a diploma at the Exhibition at Christchurch, New Zealand. He had also received a photograph of his exhibits there, which he showed me. The stand itself is a handsome structure, in character quite in keeping with the beautiful wares shown. These are arranged in a very attractive and artistic manner. The subject of our sketch has shown commendable enterprise in exhibiting his specialities in competition with those of manufacturers from all parts of the world.

Mr. Ault has always taken an unostentatious interest in local affairs. For many years he was a member of the Church Gresley Burial Board, and also of the Church Gresley School Board. He was chairman of the latter for several years, and it was mainly through his efforts that a course of Gilchrist Lectures was delivered at Swadlincote. Not only as a manufacturer, but as a humanitarian, he has for many years taken a deep interest in what is now called the "Lead Glaze Question." He made hundreds of experiments with the view to ascertain the possibility of dispensing altogether with the use of lead in his class of manufacture, but the result was that it could not be dispensed with. He has always studied to protect the health of his workpeople in every way, and this point received careful attention in the construction of his works some years ago. His arrangements with this object are far in advance of the requirements of the Home Office, and some of the "Special Rules" were anticipated by Mr. Ault, and their provisions were in force at his works, years before they were enacted. He is a member of the Society for the Encouragement of Arts, Manufacture and Commerce, and uses his influence to further the objects the Society has in view.

Mr. Ault has all his life been an active and consistent Wesleyan Methodist, holding or having held nearly every office in that body open to a layman. Though a Nonconformist, he considers the Passive Resistance movement a mistake and unjustifiable. He considers the "Resistance" movement is not calculated to further the true interests of Nonconformity, nor of education, but is rather a hindrance to much-needed educational advancement. Mr. Ault is deservedly held in high esteem by all who know him, and especially by those in his own neighbourhood, and in particular by his workpeople and staff. Mr. Coleman, his cashier and commercial manager, has been with him about 15 years, and long service is a characteristic of many of his employees.

Mr. Ault does not absolutely pin his faith to any political party, believing that at the present time we have

too much partisanship and too little patriotism. He feels strongly the unsatisfactory state of our fiscal system, but believes that the present rigid conservatism on the subject must soon give place to a much-needed and rational measure of reform.

Foreign Notes.

Broken earthenware, porcelain, and tiles will be admitted into Japan free of duty after October 1, 1907.

Pottery and Glassware to the value of £5,970 were imported into Crete during the first six months of last year. The figures show a slight decrease.

Kaolin to the weight of 763 metric tons was imported at La Rochelle during 1906. The trade shows a steady growth, the United Kingdom being the source of supply.

Ceramic Industry Shares to the value of £100,000 were admitted to be dealt in on the Berlin Stock Exchange in 1906. In 1905 the value was £345,000, and in 1904 £323,800.

Glass and Pottery weighing 5,233 cwts. and valued at £15,094 were imported into the Magnesia district of Thessaly last year. Both quantity and value show a steady increase.

Earthenware, Glass, China, &c., to the value of 8,466,000 milreis were imported into Brazil during 1906. The value of the import during 1905 was 6,932,000 milreis (1 milreis equals about 1s. 3d.

The export of glass from Sweden, particularly bottles, continues to decrease; the best year having been 1902. The export in 1906 was 11,788 tons, whereas 12,629 tons were exported in 1905.

The Pottery Gazette Diary for 1908 is now in preparation, and will finally close for press early in September. All advertisements and alterations should reach the publishers during July or August.

Porcelain to the weight of 7,941 cwts. was exported from Bayonne in 1906, principally to Spain and Portugal. The figures are more than double those for 1905, and well above the average for the last five years.

Unmanufactured Clay to the value of £66,962 and weighing 62,455 tons, was exported from the United Kingdom during May, 1907. The figures show a steady increase as compared with those for the corresponding month in recent years.

Glass and China to the value of £4,600 were imported into Monastir during the year 1906. About half the imports of glass, china, &c., comes from Austria-Hungary, especially lamp glasses, bottles, drinking glasses, and mirrors; also some of the lower grades of stoneware. Belgium provides most of the stoneware and china and window glass.

Pottery-making is an important and increasing industry in Lombardy. In the "mining district" of Milan 8,000 men, engaged in 300 kilns, turn out annually 1,000,000 tons of tiles, &c., 2,000 tons of firebricks and clay, 6,000 tons of terra-cotta ware, 4,000 tons of grès, 11,000 tons of pottery, majolica and porcelain, 15,000 tons of glass and crystal.

American Cut Glass has found its way into every large and middle-sized German town, says a British Consular Report from Chemnitz. The retailer is induced to handle it by the convenience of drawing direct from a wholesale stock in Bremen. The same report states that a PORCELAIN factory has been established in Freiburg, and is paying big dividends.

Russian Glass and Pottery Notes (Specially selected and translated).—The Congress of Glass Producers has closed at Moscow, says the "Novoe Vremya." The most interesting item brought to light at the congress was the number of existing glass factories in Russia. Although there are over two hundred such factories, information could be got only of one hundred and forty-four, which employed 35,000 hands. Amongst other things the congress decided to call a conference with representatives of the workpeople in order to come to an agreement on night work for children in factories where production is uninterrupted, and on the proposed reduction of the limit of the age of children that may be employed from fifteen years to fourteen. The total production of the 144 factories of which particulars could be had valued £2,230,000 per annum. The production divided into three heads shows £530,000 value in window glass, bottle glass £800,000, and unspecified £900,000. There are two glass factories in the Moscow district with a total production of £1,000,000 value. The permanent seat of the congress was fixed at Moscow, and the next session was fixed for January, 1908. A telegram from Tcherkass says that the large Miroschnitchenk porcelain factory there has been burnt down. A St. Petersburg agency telegram from Bisk says that the Platonoff glass manufactory, the only one in the Altai district, has been burnt down. It is located in the village of Sokoloffsk. The Glazed Tile and General Pottery Co., of Borovitchack, Novgorod, made a loss of 22,641 roubles (£2,264) in its third (1906) working year.

Limoges China Trade in 1906.—The annual United States Consular report for 1906 states that the general conditions of business in the Limoges district during the past year have been satisfactory. The various manufacturing industries have been favoured with sufficient orders to keep them busy, running full time. The employees appear to be satisfied and have caused very little trouble. The few disagreements between employers and workers have been settled quickly and without material concessions on the part of the employers. As a consequence, there is a general feeling of confidence among manufacturers. Several are enlarging the capacity of their plants. This is particu arly true of those exporting to the United States. The increased exportation of porcelain to the United States from this district is evidence that Limoges china is not losing its hold with the American public. The twelve months ending December 31, 1906, show an increase of $212,042 over the same period in 1905. There is an increased demand for this china in countries other than the United States. Improved methods and machinery have enabled the factories to produce a much larger quantity than in former years, and a new market had to be found for it in order to give employment to the workers. The British Vice-Consul reports as follows:—The trade of the district has been fairly good in 1906. With the exception of a short strike in June among the china kiln operators quietness prevailed all the year to the benefit of the trade. The chief characteristic of the year is an increase in the volume of business and in the prices of all raw materials. The railroad companies were unable to meet the requirements of the trade, and the Chamber of Commerce made several complaints to the Public Works Department. The coal received in the district was about 65,000 metric tons, 18,000 tons of which were Welsh, showing an increase in the demand for and in the output of China. Prices quoted were higher than in 1905, and although contracts were made in advance and the 1s. export tax on coal repealed in November, 1906, prices were for Newport, 14s.; Limoges, £1 6s., at the end of the year, with firm tendency. There was the usual demand for ceramic colours. China works were very busy all the year. There was an output of 3,417 fired, an excess of 218 on 1905. Six big kilns were built in 1906, and are ready for work in 1907. Exports to the United States are increasing and also to Canada. Tile factories were very prosperous.

Empire Notes.

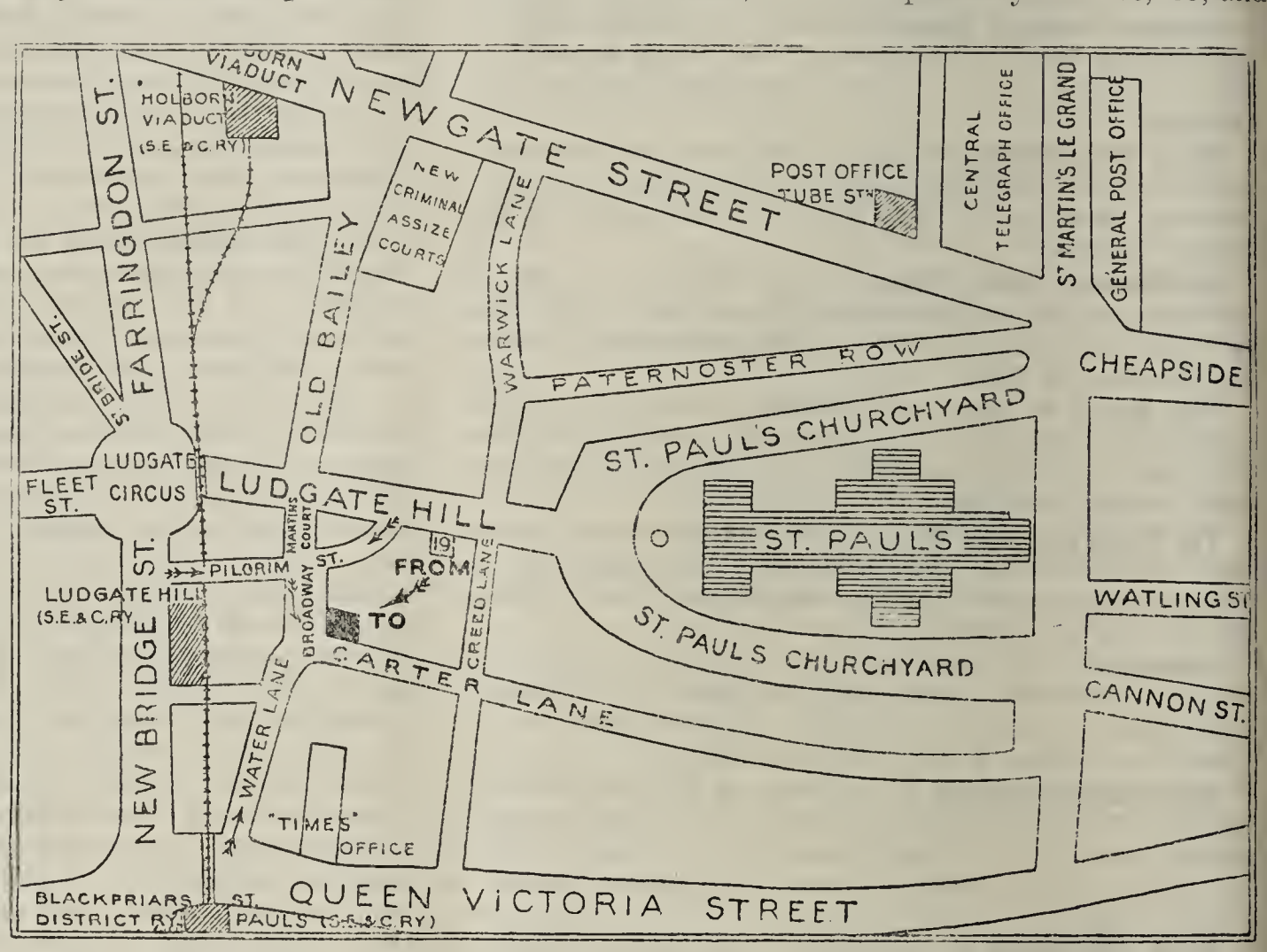
Mr. Wm. Ault, of Swadlincote, has been awarded a silver medal for his exhibit of Ault Faïence at the Christchurch Exhibition, New Zealand.

Glass jars and similar vessels (other than bottles over five fluid drachms and not exceeding nine fluid drachms in capacity) containing goods not subject to ad valorem duty may be admitted, according to a recent decision, into the Australian Commonwealth free of duty, provided their primary and ordinary use is for the purpose only of protecting and conveying the goods ordinarily contained therein, and that they are not by adornment, shape, or in any other way, suggestive of a use other than that for which they were originally intended.

A Plea for Australian Tiles.—Our Sydney correspondent writes:—A great central railway station is at present in course of erection in Melbourne, the capital of Victoria, and tiles are to enter largely into the building of it. A deputation from the Australian Tesselated Tile Co. recently waited on the State Cabinet, and proferred a request that the tender of that company for the supply of tiles for the subways of the new station be given preference to an English tender. On inquiry it was found that the latter was £941 13s. 2d., for high quality tiles, while the amount of the local tender was £1,257 13s. 8d. In the face of this substantial difference in price the English tender had already been accepted. This, it was pointed out to the deputation, included all customs duties, freight, and other charges, and delivery of the tiles right at the station. The deputationists were informed that a 30 per cent. advance on the price of the imported article constituted too great a difference to permit of any preference being given to the Australian tender. The local company have already received orders from the same source for something like £2,000 worth of tiles, and further orders have been promised by the officials of the Railway Department of the State. The deputation replied to the effect that the price of their first contract was £1,862, being 7½ per cent. only in advance of the British tender. They had quoted similarly in their second tender, although, they pointed out, freights on the carriage of coal and clay had advanced 100 per cent. in the meantime. They claimed that the British manufacturers, having lost the first contract, then put in at a considerably lower price, hence the dissimilarity in the amounts of the two tenders. They held that their article was as good as the imported, and supplemented their arguments by the information that their principal factory gave employment to 200 hands, with a wages sheet of about £14,000 per annum. The deputationists concluded somewhat as follows:—"We have put down a big plant and we are endeavouring to establish this industry. We desire a reasonable price and conditions, but the conditions are not equitable when we are compelled to quote with local conditions against the world that dumps." The State Premier held out scant hopes to the deputation that, while such variations in tenders existed, the contracts would be taken away from the British manufacturer, while at the same time "promising further consideration." The matter only exemplifies again that no public body feels itself bound, and rightly so, to support local industry unless that industry is in a position to compete on all grounds with its oversea rivals, and this the Australian pottery cannot by any means as yet do, nor is likely to for many years to come.

Chinaware from the Ching-tê-Chen potteries passed through the port of Kiukiang in very considerably increased quantities last year. In 1905, 54,410 cwts., and in 1906, 71,278 cwts., valued respectively at £160,485, and £243,995, were exported. The harvest and consequent tightness or looseness of money seem to affect this industry a good deal, but the increased export from Kiukiang does not necessarily indicate a greater total output. Most of the manufactured article is carried by road or river to various centres of distribution.

The pottery of San Juan at Seville merits attention as an instance of British commercial enterprise, says a Consular Report just issued. In 1898 the pottery was acquired by its present owners, who rebuilt and fitted it up with machinery from the United Kingdom. The village of San Juan de Aznalfarache, situated on the right bank of the Guadalquivir, about 3 miles below Seville, is entirely supported by these works, where about 300 people are employed. The pottery finds a market in the peninsula, the Canary, and Balearic Islands. The work is supervised by British managers and the coals used come from Scotland. The ball clay, china clay, and china stone are imported from the South of England. The colours, cobalt, and borax also come from the United Kingdom.



I.—Plan showing New and Old Offices of "The Pottery Gazette."

OUR NEW OFFICES.

BROADWAY, E.C., is not a magnificent thoroughfare like its namesake in New York City. Indeed, it is only broad as compared with the narrow lanes around it, which form an intricate network between Ludgate-hill and Queen Victoria-street. But the very fact that so many buildings are crowded into so small an area shows the value of this part of the City of London as a business centre. It is easily accessible, as the accompanying street map shows, from several railway stations and from the great thoroughfares named above and others, with their continuous horse and motor 'bus services. The situation is very suitable for the carrying on of a Trade Journal and Technical Book publishing business. Affording facilities for keeping in touch with the commercial life of the greatest trading centre of the world, and maintaining extensive provincial, colonial and foreign connections, it is placed midway between the chief book publishing district in London — that of Paternoster-row with the adjoining streets to the north of St. Paul's Churchyard —and the great newspaper area of Fleet-street and Whitefriars. In Broadway itself is a large warehouse occupied by The Amalgamated Press, Ltd., while next to the corner building, No. 8, which is to be the new home of THE POTTERY GAZETTE, is the establishment of the well-known publishing firm, George Routledge & Sons, Ltd., in Carter-lane. In this thoroughfare, also, is situated the Post Office Telephone administration building, while close by is Printing House-square, famous as the scene of the publication of "The Times." At the other end of Broadway is Pilgrim-street, a turning off the south side of Ludgate-hill. (See plan ou p. 816.)



II.—No. 8, BROADWAY, E.C., THE NEW OFFICES OF "THE POTTERY GAZETTE."

Here, then, at the junction of Broadway with Carter-lane is the building which the proprietors of THE POTTERY GAZETTE have acquired, and to which they have removed their increasing business. The old offices at 19, Ludgate-hill, which they had occupied for a quarter of a century, had become quite inadequate to accommodate the various branches of publishing trade journals and publishing and dealing in technical books. The new premises, while being quite as conveniently situated, will afford a much larger space, and will allow for further expansion as it comes. The building, which is shown in our second illustration, is a modern red-brick five-floored structure, architecturally unpretentious, but well adapted to the purpose for which it is intended. During the past few weeks it has undergone a thorough renovation, capably carried out by A. E. Taperell & Co., 20A, Barbican, E.C.

The alterations and decorations have been of an unostentatious character, being planned with an eye to increased efficiency rather than display. Electric light and intercommunicating telephones have been fixed throughout, with an ample supply of cupboards and shelving. The woodwork has been thoroughly painted in two tints of green, but anyone making bad puns in connection with the name of the firm will be expected to forward a liberal contribution to The Potteries Benevolent Institution. The main entrance is in Broadway, another door in Carter-lane being reserved for private use. On the ground floor is the trade and general counter, handsomely fitted in fumed oak, and the inquiry office. Below, is a large well-lighted basement, with commodious racks for the storage of books, &c. A lift for heavy packages communicates directly with the street. On the upper floors are the publishing, book-keeping, and type-writing offices, with private rooms for the heads of departments. Attention has been given to providing fire escapes and means of extinguishing fires. The furnishing, like the fitting, has been carried out with a view to utility rather than showiness. With the additional facilities afforded by these new arrangements the proprietors hope that THE POTTERY GAZETTE will enter on a period of increased usefulness to the trades it represents.

Broken Pottery was tried last year as a packing for nitric acid condensers at a large works, but as the result was not satisfactory, it was replaced by the ordinary packing of coke.

Ladies' Moustache Cups —Among the mishaps recalled by a retired merchant is this :—In the eighties, when the moustache cups were so popular that they were used in the highest circles, I ordered from Germany a great number of gift goods for the Christmas trade. There were children's mugs, teacups, coffee cups, moustache cups, and so on, and I had them lettered in gold with inscriptions, "To Father," "To Brother," "To Mother," "To Sister." When the consignment arrived, would you believe that I had on my hands 500 moustache cups labelled "To Sister" ?

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR MAY, 1907.

	Quantities.				Value.			
	Month ended May.		Five Months ended May.		Month ended May.		Five Months ended May.	
China or Porcelain, and Earthenware.	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany .....cwts.	5,657	12,671	25,386	34,007	£6,488	£8,764	£31,143	£32,557
„ France ..... „	2.342	4,812	16,942	22,136	5,545	4,074	25,617	26,300
„ United States of America ..... „	36,739	48,796	187,520	214,689	37,363	58,388	223,324	254,663
„ Brazil ..... „	10,258	14,073	65,123	79,642	9,195	13,451	47,780	62,041
„ Argentine Republic ..... „	50,959	24,178	181,499	160,642	17,144	13,439	75,177	80,903
„ British South Africa ..... „	14,544	12,737	108,014	63,060	9,004	8,077	55,076	39,371
„ British East Indies..... „	25,052	30,076	126,589	153,585	13,625	14,304	65,956	71,222
„ Australia ..... „	14,731	12,837	56,271	78,749	15,219	15,271	66,623	89,790
„ New Zealand ..... „	6,890	4,780	23,087	32,637	8,574	7,465	29,647	44,760
„ Canada ..... „	35,130	36,709	99,591	123,774	21,249	27,851	86,384	115,264
„ Other Countries ..... „	91,644	113,068	378,313	396,461	53,424	56,532	224,499	240,898
Made up as follows:								
Porcelain, Chinaware, and Parian .. „	1,135	1,355	9,994	7,644	7,617	13,782	60,484	69,840
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	111,396	131,020	517,665	625,167	140,471	164,744	648,489	778,795
Jet, Rock'm, and Glazed Terra-cotta „	34	11	540	92	86	32	1,055	181
Red, Stone, Brown and Yellow Ware „	168,108	166,107	677,014	662,865	30,758	29,341	133,677	129,365
Other Sorts (including Electrical and Chemical Ware) ..... „	13,273	16,244	63,122	63,614	17,898	19,717	87,521	79,588
Glass.								
To British South Africa.....value £	—	—	—	—	3,955	6,080	37,858	26,527
„ Other Countries ..... „	—	—	—	—	120,921	129,673	474,126	531,443
Made up as follows:								
Plate Glass .....cwts.	14,504	14,281	56,477	61,746	19,242	24,686	83,161	100,902
Flint Glass ..... „	4,779	5,926	22,957	29,098	14,320	17,707	75,115	84,906
Glass Bottles .....gross	73,039	80,001	306,460	350,264	47,026	50,721	194,346	222,763
Glass Manufactures, other sorts....cwts.	53,302	55,494	181,621	186,139	44,288	42,639	159,362	149,399

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR MAY.

	Quantities				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian..cwts.	4,581	4,231	20,262	19,704	£20,436	£21,815	£95,516	£99,473
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	28,318	32,107	136,764	138,428	58,241	61,573	262,150	266,920
Jet, Rock'm, and Glazed Terra-cotta „	42	39	3,777	65	205	141	1,387	200
Red, Stone, Brown and Yellow Ware „	2,891	8,045	15,693	25,165	796	1,731	3,835	5,242
Other sorts (including Electrical and Chemical Ware) ..... „	1,737	2,628	9,056	10,264	2,769	3,008	13,092	13,316
Window and German Sheet Glass „	126,200	104,859	627,049	548,382	70,692	58,566	352,465	306,222
Plate Glass ..... „	30,498	38,674	154,252	193,944	38,701	46,482	199,853	239,914
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass „	72,033	72,322	342,370	323,264	117,032	102,405	565,205	470,632
Glass Bottles.....gross	140,852	133,714	637,089	649,098	57,881	54,703	265,460	267,682
Glass Manufactures, other sorts....cwts.	3,138	1,691	19,961	5,879	5,497	2,380	28,355	7,587

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR MAY.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian ...cwts.	967	1,218	7,801	7,526	£4,750	£5,702	£33,225	£33,970
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) „	447	730	2,791	5,209	1,004	1,348	6,513	9,536
Jet, Rock'm, and Glazed Terra-cotta „	2	—	19	15	6	—	74	42
Red, Stone, Brown and Yellow Ware „	—	—	405	97	—	—	855	21
Other sorts (including Electrical and Chemical Ware) ..... „	50	16	65	36	100	38	309	69
Window and German Sheet Glass „	1,297	385	7,998	2,686	720	170	4,239	1,333
Plate Glass ..... „	135	395	1,425	3,225	184	484	2,173	3,491
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass „	1,124	461	10,300	2,685	3,368	1,660	21,974	6,498
Glass Bottles .....gross	1,980	5,189	10,206	18,483	1,409	3,258	5,938	10,721
Glass Manufactures of other sorts ..cwts.	807	475	2,751	3,423	1,682	1,354	6,710	7,528

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, April 25 to May 29, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 May 29, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	485	733	2,459	3,015
,, New York	683	540	2,982	2,301
,, Baltimore	2,208	1,597	8,455	5,958
,, Philadelphia	259	79	1,070	605
,, New Orleans	727	305	3,509	1,564
,, Newport News	161	161	497	552
,, San Francisco	2	115	148	455
,, Portland, Me.	631	27	3,637	368
,, Galveston	174	48	666	368
,, Portland, Or.	—	89	20	576
,, Inland Points	1	720	140	5,179
Total	5,331	4,414	23,583	20,941

A FEW CHINA SHOPS IN THE SOUTH.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

RECENTLY I gave an account of a visit to the south-west of England. Since then I have had an opportunity of seeing a few of the glass and china shops in the south. Circumstances did not admit of my calling at all the towns I passed through, nor even at all the china shops in the towns I did visit; nevertheless, I saw and heard much that was interesting about the trades we represent. There was also much that was exceedingly interesting in the places themselves. The towns on the South Coast have undergone some remarkable changes within the last quarter of a century, and the glass and china trade seems to have been subjected to changes quite as great, though perhaps not in the same direction. I went direct from Waterloo to

BOURNEMOUTH.

Few towns in England have had such an experience as this most charming health resort. Fifty years ago this favourite winter residence for invalids and fashionable resort for pleasure seekers was practically unknown outside the county. Then it was little more than a small but pretty village. All at once its varied and attractive scenery and its health-giving climate were recognised and extolled by people who knew what they were talking about, and the public accepted their recommendation. The result was that the town developed as if by magic, and it has never ceased to do so. The rise of Bournemouth is one of the marvels in the history of towns. Many towns have sprung into existence in the last half century, but I do not remember any similar instance of a comparatively unheard-of small village being transformed in a few years into a busy, thriving, and independent municipality. It was, however, all very natural, for the situation of Bournemouth is an ideal one. Its mild and pleasant climate, its sheltered situation, its fine trees and beautiful sea views are natural advantages that the local authorities have judiciously exploited, and have made Bournemouth perhaps the most famous of our many health resorts. It has now a population of about 64,000, but it will be understood from the foregoing that the retail dealers have to cater for a very much larger number. Boarders and hotel visitors form no inconsiderable portion of the customers of shopkeepers at seaside places. The following is an account of some of the leading shops in our trades. Each of the many districts of which the town is composed has its own shopping centre, and I was unable to visit all these arcades, parades, &c., in the time at my disposal.

TAYLOR'S CHINA ROOMS, 66, Old Christchurch-road, is another high-class and purely china and glass shop, but medium-class goods are also well in evidence. It is not a large shop, but is compactly arranged and is well filled. The premises are pretty much as they were when the upper rooms were used as a dwelling by the proprietor. Now these rooms are all utilised for the business. The first floor makes an elegant showroom, while the other rooms are used for stock. I had a short, but pleasant interview with Mr. Taylor, who has had control of the business for about fourteen years. He was brought up to the trade, and has a good experience in various branches of it. It is without doubt his special knowledge of the trade that enables Mr. Taylor to hold his own against the many large stores with which Bournemouth abounds. (Several of them are quite close to him). He has a good private connection amongst families who have dealt at the shop for years. He stocks the best grades of goods, but he apparently does the bulk of his business with regular customers of the middle-class. He prefers that trade for several reasons. He says it is very nice to have aristocratic customers, but his experience is that business with them is not always so satisfactory. As a rule they do not hesitate to give a lot of trouble and then they pay slowly. The Labour members of Parliament would be pleased to hear Mr. Taylor's appreciation of his working-class customers. He says a respectable mechanic and his wife, after looking in his window for a day or two, will come in and ask the price of a certain dinner set. He takes them to the showroom upstairs, they see a number of pretty patterns, and having been told the prices of two or three, they select one and pay for it. He has a little chat with them, and they are gone in a very short time, but he has secured their confidence. In a few weeks' time the wife comes by herself for an oddment, and they keep coming—and always pay cash. Mr. Taylor's complaint is one that I have frequently heard—the "Upper Ten" are obliged to pay cash at the "stores" they talk so much about, and yet when they come to a shop like his they always expect to have their purchases booked. He says he does not object to fair competition by "stores" or any other dealers; but he says he has to contend against a good deal of very unfair competition. As an instance, he took from his shelves a small article, one of a class recently brought out by a very well-known firm. He considered it rather a taking line, and he bought a fairly good quantity of it. A day or two after he had it in his window a furniture "stores" made a show of exactly the same articles—same shapes and colours—at about half the price he had marked his. They were the same makers' goods, but seconds. He at once withdrew his samples from the window, and must sell his stock under

great disadvantage. From the street the seconds look as well as the best, and Mr. Taylor says while his goods were in the window customers pointed out that he was very dear. He says manufacturers have done much to damage the retailers' business by selling their goods indiscriminately to dealers in other trades; that they have damaged their own interests by so doing, and had lowered the prestige of the glass and china trade by encouraging outside dealers in all sorts of trades to dabble in it.

George Hill & Son, 78, Commercial-road, Bournemouth, have also nice shops at 177, High-street, Poole, and at 35, Silver-street, Salisbury. When I called at Bournemouth I was fortunate in meeting Mr. Hill, senr., who happened to be there for a short time while the manageress was away on holidays. Mr. Hill is well known in the trade as an enterprising tradesman. A few minutes' conversation with him suffice to satisfy anyone that he is a perfect master of the intricacies of our trades, and that, in addition, he is a shrewd business man. Although by no means an old man, Mr. Hill, senr., is enjoying a partially retired position, the greater part of the management and the whole of the buying being successfully carried out by Mr. Hill, junr. Commercial-road is a busy thoroughfare, though it is not in the heart of the town. There is a large and varied stock there, which includes goods of some of the best makers; but the greater part is good middle-class useful and ornamental ware. It is a compact and well-stocked shop, with the goods nicely and conveniently arranged. The firm have recently acquired the shop 167, Christchurch-road, Boscombe, lately occupied by E. & B. Habgood. I visited this Boscombe shop also, It is an attractive one in the principal thoroughfare. Externally it is painted in a very light colour—not quite white, but nearly so. The window is a large one, and at the time of my visit it was being re-arranged. The shop is under the management of a lady, and if one may judge from appearances is well managed. At Boscombe they make a special announcement that "matching" and riveting are done with despatch. They also lend out goods on hire, but like Hill & Son's other shops it is devoted exclusively to pottery and glass.

Haskell & Co., 197, Old Christchurch-road, Bournemouth. This business is under the management of Mrs. Haskell, who was bustling about giving directions for, and assisting in the arrangement of the stock when I called early in the morning. I found they have only just removed their business to these premises from a shop not far distant. The business has been established forty years, but Mrs. Haskell has slightly changed the character of it since removing to the present premises. They did a high-class trade before, and while they still stock best goods they are laying themselves out to do a brisker and cheaper trade. Their new shop is well situated for casual customers, and they have adopted the best methods for attracting them. Their premises are new, and the shop is exceptionally lofty and admirably arranged for displaying goods. I do not remember to have seen a more striking exterior of a china shop than this has. It is a double-fronted shop, with fine large windows; but the external feature is the light appearance. The shop front is painted a light colour, and as the painting has only recently been done, of course I saw it at its best. There was a special display in one of the windows of pottery and glass, particularly toilets, suitable for boarding-houses. At the time of my visit, hotels and boarding-houses were busy getting their houses in order for the spring and summer visitors. Mrs. Haskell had taken advantage of that time to offer some special lines in toilet and other ware at reduced prices. The other window contained a large assortment of fancy goods. I was told it is their practice to change the window display periodically, and to have always some attractive novelty in one of the windows. Mrs. Haskell is a good business woman, and having quite new premises to deal with she has been enabled by her long experience in the trade to procure neat and convenient fittings constructed to show goods to the best advantage. The arrangements for displaying dinner ware, for instance, could only have suggested themselves to one practically acquainted with the requirements of a retail china shop.

Bright's Stores, Ltd., Bournemouth, are general providers, as the name "stores" now indicates. They are, however, wholesale and retail china and glass dealers especially. They have very fine showrooms in Old Christchurch-road, but as they had just finished a week's clearance sale when I called I did not see their display of pottery and glass to the best advantage. They show a number of samples on the first floor, but on the second floor they have a very large showroom devoted solely to pottery and glass. Then they have a very great variety of shapes and patterns of toilet sets, and a still larger assortment of flower pots, pedestals and vases, &c. These, again, are exceeded in number by their teapots and their sets of jugs. They show also a large stock of glass dishes and cake stands in the same room. It is an immense room, and is well stocked. I was surprised to find such a large pottery and glass department, seeing that they have but a comparatively small window display on the street level. They seem to have had a busy time during their sale week. I was told that eleven assistants were kept as fully employed as they could be in that one room alone. The china and glass department seems to be one of the most important in Bright's Stores—usually that position belongs to drapery and furniture. I suppose we cannot blame the buyer of this department for securing the best turnover he can, but it is almost incomprehensible that women should rush to these clearance sales in this fashion. The craze began with "bargain counters" in drapery shops, and now there are "clearance sales" in all the departments of large stores. No exception can be taken to stores which have a separate pottery and glass department, but it is no secret that they buy large quantities of "seconds" goods and sell them at prices which make the best qualities in the same shapes and patterns appear extortionately dear. I am speaking of large stores generally now, and not of "Bright's" particularly. There cannot be any doubt that manufacturers who sell "seconds" in this manner very seriously interfere with the sale of their best goods in the same shapes and decorations. As far as Bright's Stores are concerned, they certainly sell a large quantity of the very best British china goods, and apparently obtain good prices for them. This is a very different matter to selling cheap lines to the exclusion of better class goods.

Mr. J. E. Beale, "The Fancy Fair," Bournemouth, seems to have given his huge establishment an appropriate name. When the term "stores" is made use of, we may generally assume that a large drapery or furnishing firm has, in course of time, added sundry other departments, and have in consequence become "stores." From what I could learn Mr. Beale's business has always been a "Fancy Fair" though he has greatly extended the scope of it in recent years. He has large and handsome premises, with a very extensive plate-glass front, large windows (slightly separated by the standards supporting the floors above), forming a frontage of upwards of a hundred feet. (This uninterrupted window display would be a good object lesson for the authorities who are spoiling Regent-quadrant, London, as a shopping street.) This "Fancy Fair" is superbly fitted up, and there are large showrooms. That devoted to oriental china and glass is appropriately decorated with characteristic curtains and draperies. I only saw Mr. Beale, jun., for a moment in his office, but he deputed an assistant to show me round. The departments

are far more numerous than in an ordinary "stores," although drapery and furniture are not included. The china and glass department, apart from the oriental section, seems to be a recent addition. Domestic pottery and glass scarcely come under the head of "fancy" goods, though there is such variety, beauty, and novelty in the whole stock that useful pottery will not be out of place. Of course, British china and glass manufacturers can furnish many pleasing lines well suited to a "fancy fair."

J. J. Allen, Ltd., The Quadrant, are general house furnishers and decorators, with establishments at Southampton and London. But, following the expansive methods of retail trading to-day, they are many things in addition. They have all the departments now usually found in stores, and that devoted to china and glass is a particularly interesting one. They have a large range of buildings, the very irregularities of which have contributed to a pretty china and glass display. The premises cover a large area, and have frontages to several streets. On the ground floor there is a range of small rooms running one into another, which are so fitted and draped as to present more the appearance of fairyland than a modern retail shop. Fancy and useful goods were tastefully displayed. They have other pottery rooms upstairs, but I did not see them.

Mr. William Telford, 3, Adelaide-terrace, Old Christchurch-road, has one of the best shops in the town devoted exclusively to china and glass. Old Christchurch-road is a favourite shopping district, and Mr. Telford's shop is one of the most interesting in it. The window display is in excellent taste, the artistic arrangement of the goods, quite as much as the character of them, denotes the high-class trade that is aimed at. Mr. Telford's window is an instructive invitation to all who may be thinking of buying something really good in glass or porcelain. Those who enter the shop on the strength of what they have seen from the street will not be disappointed. It is a very fine shop beautifully fitted with handsome plate-glass cases, while the goods shown are of the very first class. Medium qualities in household pottery and glass are stocked in great variety, but in both useful and ornamental lines artistic and high-grade wares predominate. The selection of the stock and the arrangement of it both indicate that the business is conducted by someone who thoroughly understands it. Mr. Telford has had a long and varied experience in the trade. He has been at Bournemouth, I understand, about fifteen years, but he was formerly associated with Mr. E. J. D. Bodley as a manufacturer of china, so that he is exceptionally well qualified to handle high-class pottery. This is the secret of the judicious selection I have referred to as a marked feature of his stock. The selection has been made without prejudice, and evidently with the desire to submit specimens of the best goods procurable. There are goods of other first-class manufacturers in abundance, but I may mention that Mr. Telford announces in his showrooms that his is "a depot for Minton's, Wedgwood's, Doulton's, Worcester, Crown Derby, Dresden, Sèvres, Whitefriars and Stourbridge glass." I could add to this list from goods I saw in the shop, but Mr. Telford's own announcement is sufficient to denote the character of his trade. The intending purchaser of "something really good" in porcelain or glass who could not find anything to please her in this china display would be more than fastidious.

POOLE.

Having occasion to go to Poole on another matter, I made a point of walking through the principal streets of the quaint old town. Pottery and glass are to be seen in many shops, several of them where other goods are the leading lines. So far as my hurried walk through the town enabled me to judge there are only two proper glass and china shops. George Hill & Son have well-stocked premises at 177, High-street. This firm have shops at Bournemouth and Boscombe, and as I have just noticed them I will not say more about the Poole business than that it appears to be conducted in the same spirited manner. Buckley & Son, 37, High-street, Poole, describe themselves as china, glass, and Staffordshire warehousemen. High-street is a long one, and is the principal thoroughfare in the town. The shops in this street are evidently additions to the fine old houses of half a century ago. Some of these residences are still unaltered in side streets. Messrs. Buckley & Son have a very old business and a fine large shop, having acquired the premises in 1865. I was surprised to find so fine a shop and such a large stock at Poole. I had an interesting interview with Mr. Buckley, who gave me a photograph of the interior of his premises. Unfortunately, it is highly glazed, and we cannot reproduce it. It is a long shop, substantially and conveniently fitted. There is a large stand down the centre, a wide passage on each side of this stand, and a wide table board with shelves above it all round the shop. One side of the shop is devoted to glass goods. The shop is well stocked with every grade of porcelain, pottery, and glass, and there are beautiful productions of some of the best houses prominently displayed. At the end of the shop proper, instead of a wall, there is an archway, beyond which is another well-filled and conveniently arranged department, with a roof light, while in the rear of that there is yet another large room used as a packing and forwarding room. There are stock rooms upstairs and in the basement, all well filled. The premises had been used for a very different business before, so that when Mr. Buckley acquired them he had them fitted throughout expressly for displaying and storing pottery and glass, and they could not have been more advantageously arranged for the purpose. The firm are strictly china and glass dealers, and they keep as large and as varied a stock as any customer could desire to select from. Mr. Buckley has been a merchant and exporter in Poole all his life. At one time they did a large shipping trade, particularly to Newfoundland, and also an extensive business in supplying ships' and yachts' stores. They do a trade in this direction still, but their business has been affected by the changed conditions of the port and town, and, as Mr. Buckley said, most of all by the changed conditions of the pottery and glass trades. Manufacturers themselves now solicit and obtain orders that used to come through them. As far as the export trade is concerned, Mr. Buckley admits it was inevitable that exporters and importers abroad should seek to get into close touch with actual makers, and it was natural that manufacturers should encourage this; but he says there is no justification for manufacturers cutting up the home trade in the way they have done and are doing. Any retail dealer thinks he can sell pottery and glass with his other goods. He buys a small lot from a wholesale house, and immediately a manufacturer's representative calls, and offers to send him a crate direct. No more trade is done, while the business is ruined by being divided amongst so many dealers. Established so many years in a town of 20,000, they have acquired a valuable family connection, while they have the advantage of a very attractive shop in the best thoroughfare in the town. Mr. Buckley is also interested in the clay trade as shipping agent for Messrs. Pyke Brothers, Wareham, his father and himself having represented the firm for upwards of seventy years. Mr. Buckley had some kind words to say about the Pottery Gazette and its usefulness to them. I did not know it when I called on him, but he tells me he has been a regular subscriber almost from the commencement of its publication.

In the course of my tour I passed through Warcham, a small town of about 2,000 inhabitants. It is a very ancient place; it was occupied by the early Britons, and afterwards became a Roman station. Three sides of the ramparts which formerly existed in the town still remain, in some places 30 ft. high. Wareham was at one time a port of some importance, but was superseded by Poole. The town consists principally of one long and wide thoroughfare. One section of it is South-street. In passing along this street to the station I came to a very attractive, though not very large china shop. It is really a pretty shop, and its general appearance inside and outside is creditable to the proprietress, Miss CHURCHILL. She has been there many years, and from the manner in which the shop is fitted up and from the goods shown it is evident she does a high-class trade. Medium-class goods were displayed as well, but I did not notice any common ones. Miss Churchill is a capable business woman, who has a good knowledge of our trades. She has seen many changes in Wareham, none of which have improved her business. At Poole and at Wareham I could only call on such shops as I passed. I mention this so that if, as is likely, there are others, it will be understood that my omission to notice them is not intentional.

THE ENGLISH AND AMERICAN GLASS TRADE.

(COMMUNICATED.)

SINCE the visit of the two representatives of the Flint Glass Makers' Union to America, a few years ago, and the ultimate grant by the unionists of that country to the Flint Glass Makers of England, a correspondence has been continually kept up, and a good feeling appears to have been established between the two countries.

Some interesting correspondence is contained in the last issue of the Flint Glass Makers' "Quarterly Magazine," from which it appears that the workers in America in the glass trade are in a far more prosperous condition than their fellow-workers on this side of the water.

The following extract from a letter sent to the general secretary of the English Glass Makers by an American official will be interesting reading, as a contrast to the present state of trade in England :—

"American Flint Glass Workers' Union, Toledo, Ohio.

"We have just closed the year of 1906 with the record of the most busy season in the history of the glass trade, that is, the flint trade, under the jurisdiction of our union. Since August, we have been unable to supply the demand for chimney makers, press workers, and electric bulb workers, and all other departments are working their full capacity. How I wish some of the work would strike your locality, and be the cause of starting up some of the idle furnaces I saw in your district. We have had a strenuous fight though, in our chimney department, and the end seems as far off at present as it did a year ago. However, our members are not discouraged, and after a week in session at our office by the representatives of the striking department, they left a unit to continue the strike which has been on since August, 1904, until one side or the other is defeated. Our financial condition at present is better than at any time in the history of the association, and in the most peaceful times. After paying out about $80,000,000 since that time for strike purposes, we have reduced our assessments from 7 per cent. on the earnings to 3 per cent., and have in treasury at present $12,500,000. This is very good showing after such a long and bitter strike."

The following has also been received from a glass maker at work there :—

"I should like to tell you a little about the factory where I am working, respecting its doings. Of course it will not be altogether news to you, as you saw some of the factories when you visited here, and, as you know, the furnaces are fired by oil and air, and give a tremendous heat. They fill as many as 42 pots each week, and all is worked out. When a pot is emptied it is refilled and plained in about 16 hours, so that will give you an idea as to the heat of the furnace. There are some very heavy pieces made here, and in large quantities, and some very clever glass-makers. I was astounded when I saw them; people at home must not think America does not possess any good glassmakers. I do not say they are so clever on light, delicate work as Englishmen, but in heavy work I really think it is impossible for any country to have better men. They are most particular about the articles being made clear, free from tool marks, and specks, stones and cords. As soon as the latter appear, the pattern is changed; no messing, "try this pot and that pot," it is left alone, laded and filled again. The sooner any chair can make his move the better it is for the employer; there is nothing said if a man gets finished before his time. you have no occasion to feel afraid of the manager seeing you standing about, for he knows when he sees you doing so he is going to get a move from you, and mostly every one is finished in about $3\frac{3}{4}$ hours."

What a contrast this is to the dearth of trade in England, where one by one the oldest firms are closing, and the weary struggle of the few firms left to make ends meet, and to get out the matchings and oddments that comprise the bulk of the English trade. Why this is so I am at a loss to tell. Whether it is our free trade policy, or the protective tariffs of other countries, I will not say, but we undoubtedly are on the wrong track. The present day glass-maker is more sober, more industrious, more attentive to his business, and more willing to adapt himself to new methods and work in harmony with his employer, yet we cannot make headway.

In the general secretary's address to the trade he remarks: "Nearly all applications for men are of a first-class character, as cheap foreign competition is surely and rapidly reducing the trade to the production of first-class goods only."

The whole of the hotel trade is practically lost to us. Tumblers, goblets, caraffs, wines, decanters, &c., the bulk of the glass trade of the country is gone, and the English glass-maker is considered old at fifty years of age, and can, if he desires, claim from the trade union his superannuation allowance at fifty-six, as being too old to work. Yet here, we are told by one of the writers, that the American employers are engaging men at seventy years of age on account of the dearth of workmen in the trade. The American glass-maker is better paid, better housed, a palace of a workshop compared with many of the glassworks in England, more up-to-date methods, superior presses, and tools for the means of production, a better system of supervision and subdivision of labour. There, the German, American, and Englishman, are working in harmony under one roof, contented citizens with a protected trade and abundance of labour. For the supply of workers in that country is, and long has been, far below the demand, and there no glass-maker physically able to work need be idle.

No wonder the able-bodied and best workmen are leaving their situations and homes in Manchester and the Midlands to seek elsewhere a chance to earn their bread under more favourable conditions than those offered in their own country.

Our Export Trade in China, Earthenware, and Glass
For 1906.

FROM a Board of Trade Blue Book, published last month, we extract the following particulars, showing the total value of Exports of China, Earthenware, and Glass, etc. (Manufactures of the United Kingdom), during 1906:

CHINAWARE OR PORCELAIN, AND EARTHENWARE, viz.:	
Porcelain, chinaware, and parian	£174,819
Earthenware (including semi-porcelain), majolica, and glazed hearth and wall tiles	1,666,402
Jet, rockingham, and glazed terra-cotta ware	2,109
Red pottery, stoneware, brown and yellow ware ...	326,378
Other sorts (including electrical ware, door fittings, and chemical ware)	211,955
Total of chinaware, &c. ...	£2,381,663
CLAY:—Unmanufactured	£653,936

GLASS:—Plate	£206,295
Flint, plain, cut, or ornamented, and other manufactures of flint glass (except bottles)	209,267
Bottles	486,239
Manufactures (other sorts)	376,044
Total: Glass	£1,277,845

The following are the EXPORTS (Manufactures of the United Kingdom) TO THE VARIOUS COUNTRIES during the last two years.

	1905.	1906.
PORCELAIN, CHINAWARE and PARIAN:	£	£
To Germany	4,000	4,202
,, Belgium	2,142	2,415
,, France	6,640	1,717
,, Spain	1,341	2,658
,, Persia	45	98
,, United States of America	89,999	100,585
,, Brazil	1,991	1,228
,, Argentine Republic ..	4,119	5,430
,, Other Foreign Countries..	13,822	13,496
Total to Foreign Countries	124,099	131,829
To British West Africa ..	3,080	781
,, Cape of Good Hope ..	4,842	3,081
,, Natal	2,347	1,373
,, British India	10,154	8,102
,, Australia:		
Western Australia ..	562	630
South Australia (including Northern Territory)	1,669	410
Victoria..	2,304	1,675
New South Wales ..	6,995	6,477
Queensland	111	458
Tasmania	128	354
,, New Zealand	4,861	6,905
,, Canada	11,028	9,451
,, Other British Possessions	4,241	3.293
Total to British Possessions	52,322	42,990
Total ..	176,421	174,819
EARTHENWARE (including semi-Porcelain, Majolica, and Glazed Hearth and Wall Tiles):		
To Russia	19,599	10,995
,, Germany	49,138	43,568
,, Netherlands	30,444	35,301
,, Belgium	31,385	30,364
,, France	42,040	47,083
,, Egypt	7,988	19,987
,, China (exclusive of Hong Kong and Macão) ..	12,999	15,532
,, United States of America:		
On the Atlantic ..	383,903	428,465
,, Pacific ..	16,429	23,231
,, Cuba	12,121	11,790
,, Mexico	14,043	14,874
,, Peru	7,327	9,428
,, Chile	17,569	25,023
,, Brazil	57,863	83,854
,, Argentine Republic ..	53,504	88,752
,, Other Foreign Countries..	93,345	123,430
Total to Foreign Countries	849,697	1,011,677

	1905.	1906.
EARTHENWARE (including semi-Porcelain, Majolica, and Glazed Hearth and Wall Tiles) *continued:*	£	£
To British West Africa ..	17,472	19,156
,, Cape of Good Hope ..	47,681	45,031
,, Natal	39,116	27,806
,, British India:		
Bombay (incl. Kurachi)	25,190	26,575
Madras	2,003	6,228
Bengal	13,005	17,251
Eastern Bengal & Assam		491
Burmah	14,158	23,616
,, Australia:		
Western Australia ..	11,344	12,871
South Australia (including Northern Territory)	12,554	12,219
Victoria..	44,507	45,486
New South Wales ..	40,478	43,780
Queensland	13,332	17,629
Tasmania	5,604	3,960
,, New Zealand	60,621	80,993
,, Canada	159,107	212,903
,, Other British Possessions	52,093	58,730
Total to British Possessions	559,265	654,725
Total	1,408,962	1,666,402
Jet, Rockingham, and Glazed Terra-Cotta Ware:		
Total to Foreign Countries	2,056	1,029
To Natal	82	194
,, Australia	268	479
,, Other British Possessions	1,817	407
Total to British Possessions	2,167	1,080
Total ..	4,223	2,109
Red Pottery, Stoneware, Brown and Yellow Ware:		
To Russia	4,542	2,608
,, Germany	5,815	7,400
,, Netherlands	7,526	8,414
,, Belgium	10,852	10,401
,, France	5,501	6,432
,, Spain	3,435	3,079
,, Egypt	4,138	7,447
,, United States of America	9,588	9,096
,, Cuba	12,657	3,841
,, Brazil	24,475	15,319
,, Argentine Republic ..	56,492	73,929
,, Other Foreign Countries	28,917	47,467
Total to Foreign Countries	173,938	195,433
To Cape of Good Hope ..	28,615	15,745
,, Natal	13,837	10,765

	1905.	1906.
Red Pottery, Stoneware, Brown and Yellow Ware *—continued:*	£	£
To British India:		
Bombay (incl. Kurachi)	14,830	16,946
Madras	11,525	5,620
Bengal	4,736	2,829
Eastern Bengal & Assam		—
Burmah..	836	2,804
,, Straits Settlements and dependencies	3,335	5,147
,, Ceylon and dependencies	2,628	3,476
,, Australia	11,773	15,684
,, New Zealand	7,622	5,770
,, Canada	11,071	20,201
,, British West India Islands	3,834	6,827
,, Other British Possessions	21,576	19,131
Total to British Possessions	136,218	130,945
Total ..	310,156	326,378
OTHER SORTS (including Electrical Ware, Door-Fittings and Chemical Ware):		
To Russia	2,996	7,286
,, Denmark (including Faroe Islands)..	3,466	1,878
,, Germany	10,159	21,806
,, Netherlands	5,489	4,063
,, Belgium	5,442	5,986
,, France	8,114	4,876
,, Portuguese East Africa..	3,789	2,430
,, Italy	3,564	3,162
,, Egypt	3,996	3,808
,, United States of America	8,129	11,088
,, Cuba	3,129	1,984
,, Mexico	2,850	1,702
,, Peru	4,558	4,645
,, Chile	12,045	11,615
,, Brazil	20,093	19,297
,, Uruguay	4,532	5,085
,, Argentine Republic ..	19,155	16,422
,, Other Foreign Countries..	14,722	17,194
Total to Foreign Countries	136,228	144,327
To British West Africa ..	4,472	4,718
,, Cape of Good Hope ..	8,494	4,643
,, Natal	4,928	3,628
,, British India	12,485	13,252
,, Australia	11,371	16,621
,, New Zealand	3,956	4,507
,, Canada	7,872	8,934
,, Other British Possessions	8,655	11,325
Total to British Possessions	62,233	67,628
Total ..	198,461	211,955

EXPORTS (Manufactures of the United Kingdom) to THE VARIOUS COUNTRIES—*continued.*

	1905.	1906.
CLAY, unmanufactured:	£	£
To Russia	32,616	35,366
,, Sweden	10,790	13,899
,, Germany	64,313	65,012
,, Netherlands	53,174	51,553
,, Belgium	54,640	61,520
,, France	38,127	44,392
,, Spain	14,317	11,874
,, Italy	20,466	21,878
,, United States of America	239,022	277,981
,, Other Foreign Countries	18,673	26,923
Total to Foreign Countries	546,138	610,398
To British India	19,026	18,840
,, Australia	2,595	3,400
,, Canada	15,017	17,714
,, Other British Possessions	2,998	3,584
Total to British Possessions	39,636	43,538
Total	585,774	653,936
GLASS—Plate:		
To Denmark (including Faröe Islands)	804	6,518
,, Germany	19,424	12,328
,, Netherlands	3,247	4,161
,, Italy	5,181	4,698
,, Egypt	1,968	1,226
,, China (exclusive of Hong Kong and Macão)	1,600	1,304
,, Japan (includ. Formosa)	9,281	9,118
,, United States of America	4,583	13,253
,, Argentine Republic	5,010	7,238
,, Other Foreign Countries	9,927	10,024
Total to Foreign Countries	61,025	69,868
To Cape of Good Hope	6,746	5,774
,, Natal	9,859	7,960
,, British India	20,722	16,951
,, Australia	9,917	13,965
,, New Zealand	14,712	20,547
,, Canada	36,909	65,086
,, Other British Possessions	6,032	6,144
Total to British Possessions	104,897	136,427
Total	165,922	206,295
GLASS—Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass (except Bottles):		
To Russia	1,029	2,028
,, Denmark (including Faröe Islands)	1,697	2,095
,, Germany	12,614	12,345
,, Netherlands	3,050	3,471
,, Belgium	3,615	3,318
,, France	4,621	5,909

GLASS—*continued:*	1905.	1906.
Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass (except Bottles):	£	£
To China (exclusive of Hong Kong and Macão)	4,734	4,399
,, United States of America	27,113	37,394
,, Chile	2,506	3,051
,, Brazil	3,024	2,890
,, Argentine Republic	7,636	10,294
,, Other Foreign Countries	17,587	26,542
Total to Foreign Countries	89,226	113,736
To Cape of Good Hope	11,411	9,413
,, Natal	9,242	4,577
,, British India:		
Bombay (incl. Kurachi)	13,784	13,482
Madras	3,252	2,001
Bengal / Eastern Bengal & Assam	14,273	11,690 / 45
Burmah	3,328	3,408
,, Straits Settlements and Dependencies	3,500	3,468
,, Australia:		
Western Australia	1,896	1,744
South Australia (includ. Northern Territory)	1,847	1,723
Victoria	6,608	9,557
New South Wales	5,180	6,764
Queensland	1,389	1,939
Tasmania	405	264
,, New Zealand	7,891	6,383
,, Canada	4,875	6,241
,, Other British Possessions	13,240	12,832
Total to British Possessions	102,121	95,531
Total	191,347	209,267
Glass Bottles—		
To Netherlands	2,560	2,014
,, Belgium	6,956	7,642
,, France	8,267	6,580
,, Portuguese East Africa	5,289	5,798
,, Spain	1,579	2,438
,, Egypt	8,277	10,682
,, China (exclusive of Hong Kong and Macão)	2,664	2,685
,, United States of America	65,977	82,285
,, Philippine Islands and Guam	1,720	2,357
,, Cuba	8,736	12,704
,, Brazil	1,370	5,679
,, Argentine Republic	7,931	18,171
,, Other Foreign Countries	23,668	28,689
Total to Foreign Countries	144,994	187,724

GLASS—*continued:*	1905.	1906.
Bottles—*continued*	£	£
To Cape of Good Hope	31,243	27,310
,, Natal	26,289	20,552
,, British India:		
Bombay (incl. Kurachi)	20,864	21,163
Madras	3,525	6,184
Bengal / Eastern Bengal & Assam	11,692	12,940 / 163
Burmah	18,213	14,396
,, Straits Settlements and Dependencies	11,369	12,320
,, Australia:		
Western Australia	10,518	14,672
South Australia (includ. Northern Territory)	6,958	7,981
Victoria	28,265	30,088
New South Wales	25,517	29,423
Queensland	9,591	10,626
Tasmania	1,323	1,700
,, New Zealand	17,129	20,961
,, Canada	12,064	19,562
,, British West India Islands	16,851	16,729
,, Other British Possessions	28,925	31,745
Total to British Possessions	280,336	298,515
Total	425,330	486,239
Glass Manufactures, other sorts:		
To Denmark (including Faröe Islands	22,348	17,748
,, Germany	20,569	21,041
,, Netherlands	2,373	1,329
,, France	3,123	3,400
,, Spain	2,386	2,387
,, Italy	6,602	6,238
,, Turkey	1,615	2,659
,, United States of America	59,312	48,823
,, Brazil	4,295	4,833
,, Argentine Republic	13,326	23,093
,, Other Foreign Countries	20,161	27,582
Total to Foreign Countries	156,110	159,133
To Cape of Good Hope	9,147	7,544
,, Natal	10,556	4,788
,, Australia	19,451	20,582
,, New Zealand	15,660	19,742
,, Canada	96,330	145,780
,, Other British Possessions	17,476	18,475
Total to British Possessions	168,620	216,911
Total	324,730	376,044

MOND GAS AND POTTERS' OVENS.

(SPECIALLY CONTRIBUTED.)

A WELL-KNOWN manufacturer of the olden time, who lived in the vicinity of Longton, used to look out from his bedroom window each morning and rub his hands with satisfaction when his view was obscured by thick smoke. "Smoke means money," he used to explain. The spectacle of forty or fifty ovens all belching forth black smoke meant a prospering business, and a prospering business meant plenty of money, property going up in value, &c. And the worthy manufacturer was not troubled at all by aesthetics, and very little by questions of health. The first thing was to get money; this got, everything else would become available. As to dreamers who prophesied that future potters would fire ovens without making smoke, why, this was sheer nonsense. The more smoke the better. Such, with modifications, has been the feeling of the Staffordshire potter from the time when "the vast volumes of smoke and vapours from the ovens produced that dense white cloud, which from about eight o'clock till twelve on the Saturday morning so completely enveloped the whole of the interior of the town as to cause persons often to run up against each other," and was "not unlike the smoke of Etna and Vesuvius."

But with the improvements in firing in other industries, and the fuller recognition of the unhealthiness and general disagreeableness of smoke, has come a doubt whether the smoke is indispensable, and several attempts have been made in comparatively recent times to substitute gas for coal firing. Even if we had not the experience of the East Liverpool potters before us it needs no argument to demonstrate to potters the advantages of gas firing, if it

will only fire. It was in Longton that the first practical rial was made, some twenty years ago ; but the experiment resulted in disastrous failure. Nor have subsequent experiments on a smaller scale been more successful, either from a technical or a financial standpoint. But now comes the Power Gas Corporation, with its Mond gas, and hope again springs up in the potters' breast. In conjunction with Mr. T. Twyford and Mr. T. C. Moore, an experimental plant has been put down at an unoccupied works at Shelton, and an oven has been fired with results which are satisfactory as far as they go. I cannot say that I think the best course has been taken to demonstrate the practicability of the scheme, or to give confidence to manufacturers—a very important matter. In the first place, the oven was not half filled, and the ware fired was taken from the works of perhaps a dozen different manufacturers. Of course, in ordinary coal firing, it would take less coal to fire an oven half full than one quite full, but this may not apply to gas firing. Be that as it may, it is certain that the ware was fired, and fired well—some of it over-fired, in fact ; but as it was obviously impossible for the fireman to accommodate his firing to a dozen different bodies, ranging from china to Rockingham, one could not expect perfect results. Mr. Moore's explanation was that the experiment was designed to demonstrate the one fact that sufficient heat could be obtained to fire china and earthenware. Well, this claim has been satisfactorily demonstrated ; but how easy it would have been to demonstrate other things at the same time ! There could surely have been found in the Potteries an unoccupied works where there is a temporarily (let us hope) unused oven, and whose occupier would have allowed, or even encouraged, the erection of the necessary plant and permitted the experiments. If, then, a full oven of cheap toilet ware, or jugs, or Rockingham teapots had been fired, the loss would not have been very great if they had all been spoiled ; while if they had been fired successfully the experiment would have been more convincing than the firing of a few pieces of assorted bodies. Moreover, having fired the biscuit, it would not have been much additional trouble to fire them glost afterwards. This is, in fact, what will have to be done before manufacturers will have sufficient confidence to incur the necessary expenditure. Manufacturers are aware that in firing ovens, as in most other things, it is often the unexpected that happens, and that difficulties are apt to spring up in the most unlooked-for places. It is to be regretted, also, that no details were obtainable as to the quantity of gas used in the firing. In reply to inquiries one was answered that the amount used was no test of the quantity that would be really needed to fire an oven under proper conditions. This is quite true, but it is only another reason why the conditions should have been better. For the promoters to be "perfectly sure" that the cost of firing will not exceed that of coal may be satisfactory to themselves, but it would have been so easy to demonstrate this to others. If the actual gas used costs quite as much as the coal, the cleanliness, control of firing, and decreased wear and tear will amply compensate manufacturers, so that the promoters need not have been afraid of showing what the experimental firing had really used. This criticism is not intended in the slightest degree as a disparagement of the experiments, or as implying any doubt as to the ultimate success of some such method of firing. It is only the regret of a practical potter that, when such an expense was being incurred for the purpose of convincing potters of the practicability of gas firing, more was not done to effect that purpose. The matter is one of such vast importance to potters, and would, if successful, be so profitable to the Power Gas Corporation, that the additional expense of a few hundred pounds, even if that had been necessary, would have been almost insignificant.

To turn to the experiment itself, it must be admitted that the firing appeared to be perfectly successful. The actual firing was witnessed at different times by a large number of manufacturers, and the clear, steady heat, the absence of dirt and smoke, and the apparent control over the firing, were generally acknowledged. The oven was an old one of the common sort, and had not been used for a long time. The gas is produced from slack, and is conveyed from the tank to the oven in pipes. According to information supplied the heating power of the gas does not exceed 1,600 deg. Fahr., which is, of course, insufficient for the purpose. But by a regenerative process (for which Mr. Twyford and Mr. Moore have secured protection), the gas, which is mixed with air before ignition, is made to heat up to 2,500 deg., which is ample for all potters' firing purposes. A difficulty with gas firing has been the lack of force ; but this does not appear to be any trouble in this case, as manufacturers were assured that a flame of sixty feet high had been obtained. Of course, the conveyance of the gas, and the pipes for the distribution in the oven are of the make-shift order, and could be much improved ; but such as they are it appears to be a simple matter indeed to fire an oven. Very little attention is needed ; trials of all kinds can be used, and appear to give fairly accurate results. There is no smoke and no smell, and if really practical experimental firings were successfully carried out there could be no question of gas firing being adopted by the trade generally.

What, then, do manufacturers require to know ? They know now that sufficient heat can be obtained, but they do not know at what cost. It is questionable, indeed, whether the gas manufacturers know. The gas is really a residual, and I take it that as long as there is a profitable market for ammonia and tar, the gas can be produced for nothing. But the demand for ammonia and tar, though very large, is not unlimited ; and if, by the over-supply of the market, the gas should be promoted to the position of principal product, and the ammonia and tar become residuals, the question of cost would be altogether different. It would appear, in fact, that the cost of the gas must be taken as the amount it would cost to manufacture it for itself alone. Then there is the question of conveyance. It is proposed to have a gas-making plant in each town, so as to obviate the difficulty or expense of carrying it too far ; but there would still be considerable distances to be dealt with, and, presumably, five establishments would cost considerably more than one. This, however, is a matter more for the Gas Corporation than for the potter. There have been statements made as to the deleterious action of this gas on those in the immediate neighbourhood, but I was assured by a representative of the company that the insinuation is baseless.

The adoption of gas firing would probably lead to the evolution of structural alterations in potters' ovens ; and in any case would involve considerable changes, all incurring expense. Manufacturers will therefore not be willing to adopt it unless they are assured—nay, unless it is guaranteed—that the advantages shall not be temporary, but permanent. If the Power Gas Corporation have confidence in their gas for pottery purposes, and if they can guarantee and prove to potters that the cost of firing shall not exceed, or only slightly exceed, the cost of firing by coal and slack, and can ensure a constant sufficient supply, they need not hesitate to go on with the work. The advantages to potters would be many. The cost of labour, the saving in wear and tear, the cleanliness, the minimised risk of over-firing ; these, and other advantages are so great that gas firing would of necessity be quickly adopted by every potter to whom it became available.

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LUSTRE POTTERY.

A VERY instructive paper on Lustre Pottory was read before the Applied Art Section of the Socioty of Arts in the leeture hall of the Socioty, John-street, Adolphi, London, W.C., by Mr. William Burton, F.C.S., of Clifton Junction, on April 30. Notwithstanding the sevorely inclement weathor, the hall was well filled by members of the pottory trade from various parts of the country, and many London representatives were present. Mr. Burton has deservedly oarnod a high roputation as a potter, as an author, and as a chemist, but it was as historian that he appearod before the Socioty of Arts on this occasion.

Mr. J. C. WEDGWOOD, M.P., prosided, and introducod Mr. Burton with unusual brevity; but thon, no introduction was roally nocessary to such an audionco, for evoryone prosont know that thore was no living authority on the art of true lustre decoration who could tell thom moro about tho history of that art than Mr. Wm. Burton. In recont yoars romarkablo advanees havc boen made in the produetion of lustre pottory, and he has contributed very largely to those advances.

Mr. Burton had soeured a large number of specimons of lustre waro of practically all ages and all countrios, and theso were arranged on tables, in cases, and on tho locturor's platform itsolf. We have never soon so many oxamplos of raro and beautiful lustros in one room—probably such a collection has nevor boen mado before. They had boon lont to Mr. Burton from all quartors, and we woro prosent during tho day whilo thoy were being arranged. Until that afternoon we nover could understand how Mr. Burton managed to get through the enormous amount of work he accomplishes. Wo are sure Mr. Burton will forgive us for betraying the secret, for ho would be tho first to admit that ho receives no inconsidorable amount of intolligont assistance from Mrs. Burton. She took an activo part in arranging the numerous and very variod oxamples according to their character—a task requiring considerable acquaintance with their distinctivo foatures. That a correct arrangement was imperativo was proved many timos during the lecture, for when spoaking of a particular lustre Mr. Burton went straight to an exanple of it and producod it before his audionce. Tho wives of busy, elever men are ontitlod to, but do not always receivc, credit for the invaluablo practical assistance thoy so often render to thoir overworkod husbands.

There was a large caso, lent by the South Kensington Museum, eontaining a number of old silver lustros—Persian and Hispano-Moresco waros. Mossrs. Thomas Goode & Sons, South Audley-street, lent a choice solection of old silvor lustros made in Staffordshiro, consisting of figures, covered vasos, &c. Mossrs. Wengors, of Etruria, sent a large and intorosting colloction showing the results of their own oxporimonts in lustre produetion, and a numbor of old lustres that thoy havo acquirod from many sourcos. Somo of thoso wore unique. Thore was a large dish made by Juan Castan, of Manises, in 1865. Mr. Wongor receivod this pieco from the pottor himsolf, who said that his family had continuod the lustre procoss on poasant pottery without a break from the Middle Agos. There were undorglaze colours with Iris lustro, tiles, bowls, cups and saucors, vases, and a ease of lustro samplos. Specimons wero shown of lustros produced by Maw & Co., Bonthall; J. C. Edwards, Ruabon; Carter & Co., Poole; Cravon Dunnill & Co., Jackfield; Massiers of Cannes; Zsolnay of Pècs, Hungary; and many examples from the Clifton Junction Works. An object of great interost to visitors was the case of ware lent by Mr. Bernard Moore, of Stoko-on-Trent. This containod specimens of Sang de Boeuf, Rouge flambé, and many examplos of the famous potter's experimonts in lustre production. Thore is, happily, no jealousy in art, honce we find two of the first potters of the day working on the same lines and, in one sonse, compotitors, the bost of friends. Thoy freely criticise each other's work, yot neithor knows the processos usod by tho other. Mr. Burton describod Mr. Bernard Moore's effects as "not only novol, but strikingly boautiful."

We have slightly curtailod Mr. Burton's paper, but otherwiso we follow tho original he kindly lent us, and which is published in the journal of the Socioty of Arts:—

It would bo unbecoming in me to eommence a papor on Lustre Pottery before the Applied Art Seetion of the Society of Arts without recalling that it was from this platform, some fifteen years ago, that Mr. Wm. De Morgan, our English pioneor in the methods of true lustre decoration, first explained his processes and their rosults. My reason for reading a paper on the same subject is that during the last fifteen years a great doal has been learnt about the history of lustre processos, and great advances havo beon made in extending and porfecting the various methods of lustre decoration. Whilo gladly acknowledging what the English pottery trade owes to Mr. De Morgan in the way of incentive and experiment, I trust it may be found, whon my paper is concludod, that English pottors are now prepared to repay the debt by frosh and original work of thoir own. In considoring the subject of Lustre Pottery, it is necessary to spend some time in a earcful consideration of what we mean by tho term; for it has boon appliod indifforontly to mothods that are old and now, to decorative results that are exceedingly delicate and subtle, as well as to those that aro the reverso. On tho table before us is assembled nearly evory variety of pottery that the most catholic of collectors could bring together undor this designation. Here will be found the so-called "coppor" and "silver" lustred earthenwaros of Staffordshire, Swansoa, Loeds, and Sunderland, first produced during the latter part of the eighteenth century, so largely manufacturod during tho first half of the nineteonth century. Here, too, are the oldost lustros of all, dating back for more than a thousand yoars, whon Egyptian, Syrian, or Porsian pottors discovored a uniquo mothod of pottery docoration. Here, too, are oxamples of the modern piocos made in imitation of, or in rivalry with, theso modiæval masterpieces—by Ginori and Cantogalli of Florence; the Massiers in Cannos; the Spanish pottors of Sevillo and Manises; by Zsolnay of Pècs in Hungary; by Hormann Kahler in Donmark; and by Do Morgan, Pilkington's, Bernard Moore, Maw's and others in England. Here, also, will be found the faint lustres invonted by Brianehon of Paris, in 1856, but best known among us from their use on the once famous Belleek porcolain of Ireland.

Evon a cursory glanee at such a collection, the like of which has probably nevor boon gathorod together on a lecture table before, shows that the one foaturo which all the "Lustros" havo in common is a shining motallic quality of surface, which marks them off from every other kind of pottery decoration. Though this quality is more or loss manifest in all the decorations of this class producod during the last thousand years, let us study it first in the so-called copper and silvor lustros of our overy-day English pottory, introduced a little more than a century ago. Hero, at all events, the metallic quality is dovelopod to the utmost, for pottery covored all ovor with such lustros as these recalls at enco tho charactoristic appoaranco of vossels shaped in metal, and there can bo no doubt that the Staffordshire and other English pottors of the lato oightoenth and early nineteenth century thought thoy had discovorod a delightfully simple method of making thoir pottery look like metal, for thoy shapod thoir vessols in exact imitation of those of the silversmiths and goldsmiths of tho period; and, as they were mechanically minded people, thoy modellod thoir mugs, jugs, sugar-boxes, teapots, and eandlesticks as accurately as possible on the popular Shoffiold plato of the day. All uneonseiously, thoy seem to have boon following the example of the first inventors of the lustre docoration, for thore is no doubt in my mind that tho potters of Egypt, Syria, and Persia, who made the first lustres, in those far-off eenturios whon the East was still the cradlo of the arts and scioncos, also hailod thoir invention as a brilliant discovery that onablod them to mako pottery look like gold. We aro so accustomed in theso days to soo, on every hand, pottery decorated with gold firod to the glazc that it is difficult to realise what a modern invention tho gilding of pottery and porcelain really is. Gold fired on to the surface of glazed pottery appears to have boon unknown to all the great potters of tho Middle Agos. I am inclined to the opinion that the Chineso and Japanose may have taught its use to Europoans, and thoro is ample ovidonce that its use in Europe is scarcely oarlier than the middle of tho eightoonth eontury. Whore loaf gold had boon appliod to the surface of tiles or vases before this period, it appoars to havo boen morely attached by japanners' size, and must, thereforo, bo rogardod as an oxotic decoration, for wo must refuse to considor anything pottery docoration which has not beon firod.

It is all very well to grind up loaf gold with a small quantity of soft flux, which would fix it to glazod pottery on rofiring at a low tomporature, but the lattor part of the eightoenth eontury, which witnossed sueh an outburst of oxporimental work in pottory, was also the period of the fresh doparture in natural seience which laid the foundation of modern chemistry. Gold was being experimonted with in many ways, for the old soarch for the philosopher's stone had only taken a fresh direction, and before the end of the century it was found that gold could be applied to pottery by mixing a solution of the metal in aqua regia with thick oily or resinous fluids, so that when a coat of the mixturo was carefully laid over the pottory and firod at a low hoat, a shining golden doposit was immodiatoly producod without any further trouble. So far as we can learn, it was some unknown exporimonter in the Staffordshire potteries who first made this discovory, and during the last decade of the eighteenth century the mothod was in extensive use in England.

It is interesting to rocall, too, how soon the nowly discovered metal platinum was brought into use for the same purpose. Just as it was found that gold-chloridc solution diffusod in a thick oily menstruum would furnish a coat of shining gold, one of tho first industrial uses of platinum was its application, in a similar way, to produco a shining deposit of platinum on crockery, which went by the common name of silvor lustre, because of its rosemblance to that metal in appearance and bocauso the name "platinum" would have moant nothing to tho ordinary person at that period. I always like to imagine, mysolf, that tho introduction of these shining motallic deposits of gold and platinum owod much to our greatest English potter, Josiah Wedgwood, for from his intimate connection with the best sicontific men of his day he is likely to have

earnt about such a substance as platinum before any other Staffordhire potter, and Professor Church has informed us that he obtained ome information on the subject of lustre from Dr. John Fothergill, as arly as the year 1776. Certainly, too, Wedgwood was one of the otters who made extensive use of these gold and platinum lustres, hough other Staffordshire potters were active in the same field in he late years of the eighteenth century, and the method seems to ave been pretty widely spread, as it was soon practised at Swansea, eeds, and Sunderland.

There are many examples exhibited here to-night which enable s to realise what these English lustres were like. The deposit of netallic platinum is always dense and metallic, so that vessels oated with it shine almost like silver, hence the unfortunate name of ' Silver '' lustre that has been generally given to it. The gold lustre s sometimes quite as dense, though we often meet with it used so hinly that the colour of the pottery on which it has been applied s an important factor in determining the colour effect. On white or cream colour ware if the lustre is thinly applied it gives only pale purplish stain, with a faint golden sheen, but on red pottery, r where it is thickly applied it may look like gold, copper or bronze. Sometimes copper was added to the gold to produce a darker and nore bronze-like effect.

If we were to consider the production of a metallic surface on ottery as the true aim of lustre, then this English pottery of the ate eighteenth and early nineteenth century must be regarded as he most perfect '' lustre '' pottery ever made, for nothing could exeed the evenness and regularity of its shining metallic surfaces.

The metallic quality of surface is, however, only one feature of he finest lustre effects, and neither the most important nor the most eautiful one. If we examine examples of the fine lustres of the Perian, Spanish or Italian potters, we shall find that the decoration, owever strong and metallic it may be in certain lights, is softened nd beautified by a wonderful play of iridescent colour, so that it ssumes something of the changing quality of the inside of a pearl hell, or is diversified by a play of brilliant colour like a soap-bubble, r the feathers of a peacock's tail. But in these qualities the metallic ilms of gold and platinum are entirely deficient, for they present othing but a dazzling unbroken surface like a sheet of pure metal. must assume that everyone knows now-a-days that these rilliant interference colours—soap-bubble colours one might well all them—of true lustres are due to the presence of thin films, and he process which gives us the heavy metallic deposits of gold and latinum are opposed to the production of metallic films sufficiently hin to be iridescent. The iridescent films are most easily produced from other metals such as bismuth, silver and copper ; precisely because these metals are capable of being tarnished or oxidised n air, while gold and platinum are not. I have here, for instance, hin sheets of the four metals—gold, platinum, silver, and copper ; ne of these sets has been kept free from action, while the other set as been exposed merely to the action of damp air and gentle varmth. You see at once that the gold and platinum retain their rightness unimpaired ; the copper and silver, while they have lost omething of their original brightness, have acquired instead a lay of iridescent colour.

The only form of pottery decoration which in my opinion ought o be called lustre, is that which exhibits, besides the metallic sheen, his play of iridescent colour, shown here on thin sheets of copper nd silver, and it would be much better in my opinion if our soalled English lustres, made with a basis of gold or platinum, were escribed as '' plated '' or '' metallised '' pottery, so as to avoid he confusion into which many writers and collectors have fallen, of reating these not very artistic products as if they belonged to the ame category as the splendid lustres of old time.

I have said that the problem of making true lustre pottery is hat of obtaining films of metal, generally of copper and of silver, n a fired pottery glaze in such a way that the metallic deposit has ridescent colours upon it. The gold and platinum deposits can be btained with the greatest ease by firing the article coated with the esinous or oily pigment in an ordinary muffle furnace at a clear ed heat, for the two noble metals are reduced to the metallic state n the presence of carbonaceous matter ; and, when once deposited, hey remain absolutely untarnished by the air, so there is no need o exclude the atmospheric oxygen from the kiln. But with ilver and copper the case is quite different, for these metals are not o easily reduced to the metallic state as gold and platinum, and ven when they are reduced they very readily oxidise and turn lack at a red heat unless care is taken to exclude all oxygen. Fortunately, however, silver and copper are capable of forming olatile compounds at a comparatively low temperature, especially n the presence of reducing gases, such as hydrogen, coal-gas, and arbonic oxide ; and these volatile compounds will penetrate or tain into any ordinary pottery glaze, giving a characteristic yellow tain with silver, and a magnificent red stain with copper. Moreover, f the firing and the action of the reducing gas be continued long nough, the yellow or red stains become deeper and deeper in colour, and they finally develop an iridescent film on their surfaces xactly resembling the iridescent films on the sheets of tarnished opper and silver before you. Described in this way, the process of true lustre seems simple enough, yet in actual practice it proves to be one of the most delicate and difficult of all the methods of decoration yet used in connection with pottery, and this difficulty and uncertainty is probably the explanation of the curious fact that after the process had reached a high pitch of excellence in Spain and in Italy, it fell into almost complete disuse in Europe, and has only been revived since about 1860.

After referring to the doubt as to where lustres were originally invented, Mr. Burton continued:—Although the methods of making lustre used in the Middle Ages appear to have had one common origin, it is interesting to notice how each race of potters developed the methods in their own way so as to arrive at strikingly different results. To consider what is probably the oldest lustre first, that which is commonly known as Persian lustre, and of which there is a magnificent display in the Victoria and Albert Museum, it is interesting to notice that the silver appears to have predominated in the lustreing material, for the films are generally yellowish or brown, the actual red lustre given by copper being comparatively rarely met with. What is so noticeable, however, in the Persian lustre is the brilliant iridescence and the effect of the metallic réflet with its predominance of green and rosy tints that are less noticeable in the mediæval lustres made in Europe.

In the Spanish lustres, on the other hand, copper was much more largely used, and everyone must be familiar with the heavy embossed dishes coated with the strong metallic lustre of characteristic copper colour. Silver lustre was, however, used to a considerable extent in Spain, especially in conjunction with patterns painted in underglaze blue. There is one pale brassy tint of Spanish lustre which appears to have been made at Valencia, or in that neighbourhood, and which is almost as characteristic as the glorious copper-red with a brilliant metallic sheen which was made at Manises, Malaga, and elsewhere in the south. No doubt, the English lustres we have already discussed and dismissed make a fair approximation in effect to some of the coarser and more metallic kinds of Spanish lustre, but there is the fundamental distinction that the Spanish lustre, strong and metallic as it is in appearance, has at the same time a beautiful play of iridescent colour upon it.

When the Italians learnt the art of lustre making, probably some time in the fifteenth century, they appear to have first of all contented themselves with making only silver lustre, and the beautiful plates, dishes and vases which are commonly attributed to Diruta, and which now have the most beautiful iridescence, like mother-o'-pearl, upon them, form probably the high-water mark that the silver lustre process ever reached, until the present time.

Although there is ample evidence that the Italians were great collectors of the lustred wares of Spain, and a great many of the specimens of Hispano-Moresque lustre ware in modern collections have been obtained from Italy and not from Spain, the Italian use of copper lustre is remarkably different from the use made of it by the Spanish potters. Even where strong copper lustre was used alone by the Italian potters, as in the case of the three famous Gubbio pharmacy jars in the Victoria and Albert Museum, the lustre is far less metallic than the Spanish, while the beautiful ruby-red stain, which is given by the penetration of the copper vapours into the glaze, is much more pronounced. It has been suggested by many writers that the ruby-red was a secret of the potters of Gubbio, and that all the pieces of it which occur have been lustred in that town We have no means of knowing whether such a belief is well founded or not, but it is certain that the Gubbio potters made great use of the ruby stain, and that, in fact, they used it as much for its beauty of colour as for its lustre quality.

At a first glance it would seem as if all these different varieties of lustre, the Persian, the Hispano-Moresque, and the Italian must be due to some essential difference in the methods or materials used in the different countries, but the experience gained at our own works convinces me that the variations are not any greater than would naturally follow from pursuing exactly the same methods in the haphazard way in which we know the potters of the Middle Ages worked, and that the greatest factors in determining the results were the nature of the glaze and the intensity and duration of the firing.

We possess no information as to the methods used by the originators of the lustre process in the East ; but, fortunately, we have ample evidence left to us, almost accidentally as it may seem, which enables us to reconstruct with absolute accuracy the mixtures and the methods that were used by the Spanish and the Italian potters of the Middle Ages, and as this information never seems to have been properly understood by our English potters and writers, perhaps I may be forgiven for dwelling on it with a certain amount of detail. There is preserved among the treasures in the library of the Victoria and Albert Museum a manual of the Italian potters' art of the sixteenth century, in a manuscript written in 1548 by the '' Cavaliere Cipriano Piccolpasso Durantino,'' as he signs himself on the title page. The greater part of his interesting treatise is taken up with an account of the methods of pottery making and decorating used in Italy in his time ; but in a supplement he gives us an account of the lustre process, which he did not practise himself, and says : '' I know well that it is painted over finished work '' (by which he

means pottery already decerated in colours and glazed)"; "this I have seon in Ugubio, at the house of one Maestro Cencio. These finished pieces are subsequently touched with the lustre pigment, cempesed as follows —

Rosso Da Majolica.

		A	B	C
Terro Rosso	oz.	3	6	6
Bolo Arminia	,,	1	0	0
Feretto di Spagnia	,,	2	3	3
Cinabrio	,,	0	3	3
Argento Calcinato	,,	0	0	1

"To the second mixture (called 'majolica d'oro') add a carline of calcined silver, grinding them all together, then place them all in a pipkin, with a quattrino (a small copper coin) and fill with red vinegar, in which they are to macerate until tho latter is all consumed; it is then again ground up with more vinegar, and applied with a brush to those parts of the design to be lustred. The process of firing differs from the former one, inasmuch as the pieces are not enclosed in saggers, but are expesed to the direct actien of the flames.

"The furnace is differently constructed, the fire chamber, square in form, having no arched roof pierced with holes, but only two intersecting arches of brick to support the chamber above, the feur corners being left as openings for the free current of the flames. Upon these arches is placed a large circular chamber or vessel, fermed of fire-clay, which fits into the square brick structure, touching at the four sides, and supported on the intersecting arches beneath, but leaving the angles free. This inner chamber is pierced in all directions with circular heles, to allow the flames free passage among the wares. The method of building these furnaces is kept guarded, and it is pretended that in it and the manner of firing consist the great secrets of the art. The scudelli are packed with the edge of one against the foot of another, the first being supported on an unglazed cup. The furnaces are small, only from threo to four feet square, because this art is uncertain in its success, frequently only six pieces being good out of a hundred; true, the art is beautiful and ingenious, and when the pieces aro good they pay in gold.

"Only three varieties are produced, golden, silver, and red; other colours can only be given by the other method (i.e., underglaze painting). The fire is increased gradually, and is mado of dry willow branches; with these threo hours' firing is given; then, when tho furnace shows a certain clearness, having in readiness a quantity of dry broom, cease using the willow wood, and give an hour's firing with this; afterwards, with a pair of tongs remove a sample from above. Others leave an opening in one of the sides, by which a sample or trial, painted on a piece of broken ware, can be removed for examination, and if it appears sufficiently baked, decrease the fire.

"This done allow to cool, then take out the wares and allow them to soak in a lessive of soap-suds, wash and rub them dry with a piece of flannel, when with another dry piece and some ashes (of wood) give them a gentle rubbing, which will develop all their beauty.

"This is all, as it appears to me, that can be said about the majolica, as also about the other colours and mixtures that are required in this art."*

As Piccolpasso, fortunately for us, illustrated his manuscript with a number of pen drawings, and among these were rude representations of the furnaces used for firing the lustres, I am able to show you how the firing was conducted.

[Here followed some lantern slides showing the style of kiln used in firing the sixteenth century Italian lustres, with explanations on the process.]

It will be noticed that although Piccolpasso had no experience in the actual production of lustre decoration, he states:—

"That the method of building these furnaces is kept guarded, and it is pretended that in it and the manner of firing consist the great secrets of the art. . . . because this art is uncertain in its success, frequently only six pieces being good out of a hundred . . . . true the art is beautiful and ingenious, and when the pieces aro good the pay is gold."

Piccolpasso appears to have been doubtful himself whether the Gubbio potters had really told him their secrets and whether they were not pretending when they said that the real secret consisted in the construction of the kilns and in the method of firing. Singularly enough Maestro Cencio, from whom Piccolpasso apparently derived the information, had told him the perfect truth; the mixtures and the methods are quite correct, and so is the statement that in the method of building the furnaces and conducting the firing resides the secret of the art.

Just as we have this detailed information about the Italian processes, Senor Riano was fortunate enough to find in a manuscript in the British Museum a detailed account of the preparation of the Spanish materials, which he published in his handbook of the Spanish arts written for the South Kensington Museum more than twenty years ago.†

"Count Florida Blanca, wishing in 1785 to establish at Madrid a manufactery of metallic-lustred ware, had the following report on the actual state of the industry sent to him from Manises, with full details of the manner in which it was required to be carried out.

"After pottery is baked, it is varnished with white and blue, the only colours used besides the gold lustre; the vessels aro again baked, if the objects are to be painted with gold coleur, this can only be put on the white varnish, after they have gone twice through the oven. The vessels are then painted with the said gold colour and are baked a third time, with only dry resemary fer fuel.

"Five ingredients enter into the compesition of the gold colour: cepper, which is better the older it is; silver, as old as possible; sulphur, red ochre, and strong vinegar, which are mixed in the following prepertions—of copper three eunces, of red ochre twelve ounces, of silver one peseta (about a shilling), sulphur three ounces, vinegar a quart; three pounds (of twelvo ounces) of the earth or sceriæ, which is left after this pottery is painted with the gold colour, is added to the other ingredients.

"They are mixed in the follewing manner: a small portion ef sulphur in powder is put into a casserole with two small bits of copper, between them a coin of ene silver peseta; the rest of the sulphur and copper is then added to it. When this casserele is ready, it is placed on the fire, and is made te beil until the sulphur is consumed, which is evident when ne flame issues from it. The preparation is then taken frem the fire, and when cold, is peunded very fine; the red ochre and scoriæ are then added to it; it is mixed up by hand, and again peunded into pewder. The preparation is placed in a basin, and mixed with enough water to make a sufficient paste te stick on the sides of the basin; the mixture is then rubbed on the vessel with a stick; it is therefore indispensable that the water should be added very gradually until the mixture is in the proper state.

"The basin, ready prepared, must be placed in an oven for six hours. At Manises it is customary to do so when the vessels of common pottery are baked; after this, the mixturo is scratched off the sides of the basin with some iron instrument; it is then removed from there, and broken up into small pieces, which are pounded fine in a hand-mado mortar, with tho quantity of vinegar already mentionod, and after having been well grounded and pounded together for two hours, the mixture is ready for decorating. It is well to observe that the quantity of varnish and gold-coloured mixture, which is required for every object, can only be ascertained by practice."

It will be observed that in this manuscript, while we have a most careful and accurate description of the method of making tho lustre pigment, nothing is said of the manner of firing; but there can be no doubt that the Spanish lustres were fired in similar kilns and in a very similar way to the Italian lustres, except that probably the firing was more prolonged.

Mons. L. Franchet, a woll-known French ceramic chemist, has been working on the subject of these old lustres concurrently with but quite independently of my brother and myself, and he has published a re-calculation of these lustre pigments into modern chemical formulæ, which supports the following table of them which I have prepared, though our figures are not identical, which is hardly to be wondered at when dealing with such uncertain substances:—

	Hispano-Moresque.	Piccolpasso.		
		A	B	C
Red clay (red ochre, &c). ..	10 ..	4	6	6
Sulphide of copper	4 ..	2	3	3
Sulphide of silver	1 ..	—	—	—
Cinnabar	— ..	—	3	3
Calcined silvor	— ..	—	—	1

Mr. De Morgan and some other writers have fallen into a considerable error in the treatment of these old recipes, for Mr. De Morgan says that Piccolpasso's recipes are for tho diluent clay only, as he says nothing about either copper or silver, and he surmises that Piccolpasso had been hoaxed by Maestro Cencio. Referring to the Spanish recipes, Mr. De Morgan says that the pigment contains sulphur, and he assumes that it is entirely different in charactor from the recipes given by Piccolpasso. I am at a loss to understand these statements, because, as I have shown, the Italian recipes are perfectly accurate, and mention has been made both of silver and copper, while the Spanish recipe contains no sulphur as such. The description tells us carefully that all the excess of sulphur must be burnt off in preparing the pigment, and all that is left is. a mixture of the sulphides of copper and silver, which is one of the simplest and best compounds that could be used for the purpose The idea that because sulphur was used in preparing the Spanish pigment the lustre had something in common with the English gold lustres, made by pouring a solution of gold chloride into balsam of sulphur, was quite devoid of foundation.

It would be beyond the scope of this paper to enter into any description as to why the lustre process, having been so perfectly acclimatised both in Italy and in Spain in the sixteenth century-should afterwards have fallen into such complote disuse, that Brongs niart, when he was writing his great treatise on the ceramic art, in 1840, knew nothing of the ancient practice, and could only make some not very sensible suggestions as to how the effect might be

*In this translation I have followed the excellent version of Mr. Drury Fortnum in his treatise on Italian majolica.

†I am informed by Mr. A. Wenger, of Hanley, Staffordshire, that the original of this manuscript is now in the Royal Archives at Madrid.

have been obtained. But although the old lustre process has been forgotten, except probably here and there in remote Spanish or Italian villages where the traditional methods still lingered, the idea of lustre was still present in men's minds, as we have seen from the efforts made in England to obtain effects by the use of gold.

The next step forward was taken about 1856, when a chemist, Brianchon, of Paris, patented a process in France, Germany, England, and other countries for producing beautiful pearly, iridescent effects by the use of salts of bismuth. Brianchon's process was an exceedingly simple one, for he took the thick oily "balsam of sulphur," which was used as the basis of the gold lustre, and dissolved in it crystals of sub-nitrate of bismuth; when this fluid was finely spread over a white glaze, and fired in the ordinary way in a muffle kiln at a very low red-heat with free access of air, it left behind an exquisitely thin film of the bismuth compound which was quite transparent, and gave a very brilliant display of iridescent colours, recalling those on the inside of an oyster shell. This, Brianchon's lustre, achieved a remarkable success for a short time, and no doubt many of you will be familiar with its appearance on the well-known Belleek porcelain. Interesting as this peculiar lustre is it cannot be looked upon as a substitute for the genuine lustres we are here to discuss. In the first place the film has no colour of its own, and the iridescence, though delicately beautiful when seen near at hand, is too faint to be really effective. Moreover, the effect was obtained at so low a temperature that the lustrous film is soon destroyed in use, and I have known several pieces of this ware that soon lost their lustre by ordinary washing and cleaning.

As I have already said, there is little doubt that although the true lustre process as used in Italy and in Spain had fallen into disuse, the knowledge of their composition appears to have lingered on. We have evidence that in Spain this was so, because there are modern Spanish pieces still being made by descendants of the old Moorish potters. Here, for instance, is a dish made by Senor Juan Castan, of Manises, in 1865, and I am informed by my friend, Mr. Wenger, who had this piece from the potter himself, that this family had continued the lustre process on peasant pottery, without interruption, from the Middle Ages.

The actual revival of our own time appears to have been due to an apothecary of Gubbio named Carocci about 1860, and several workmen who had been employed by him went to the Ginori factory in Florence, to the Cantegalli factory, to the factories in the South of France, and, about 1870, one of them named Pietro Gaz, or Gazzi, was in the Staffordshire potteries endeavouring to sell his secrets. He experimented both at the works of Messrs. Wedgwood and those of Messrs. Minton, and I have seen specimens of the pieces he made there, as well as the manuscript note-books he left behind him. The recipes he gave were perfectly accurate, and to all intents and purposes were the same as those given in Piccolpasso's manuscript, but his directions for firing were entirely misleading. In any case he was not successful in the production of saleable pieces, and he left the district early in the seventies. About that time William De Morgan worked out a process quite independently for himself, and was the first English potter, so far as I know, who ever made true lustres. Everyone here is doubtless familiar with the splendid pioneer work done by Mr. De Morgan, and as he has already explained his work before the Society of Arts I may be excused for not mentioning it in fuller detail now. I understand that Mr. De Morgan's processes were carried by some of his workmen to other English potteries, and lustres of the same type have since been made by Messrs. Maw & Co. of Benthall; Messrs. Craven Dunnill & Co., of Jackfield; Messrs. J. C. Edwards, of Ruabon; and Messrs Carter & Co., of Poole. Examples produced by each of those firms have been kindly lent to me for exhibition, and will be found in the show-cases in the room.

It cannot be said that the practice of these English makers added anything fresh to the development of the lustre process. The methods used by Mr. De Morgan and by the other English potters were practically the same as those already described, except that I understand china clay was used instead of red earth or red ochre for mixing with the salts of silver and copper to make the lustre pigment. The firing process was also conducted a little differently, for instead of the flames passing through the muffle containing the lustre pieces these were generally fired in a closed muffle of the ordinary type, and when the temperature had been obtained sawdust or wood shavings or dry gorse was thrust into the lower part of the chamber beneath the ware. When this had flared up sufficiently to make a thick smoke among the pieces the opening was closed, so that the ware to be lustred was given a dense smoke bath of greater or longer duration. In this case, of course, the particles of carbon in the smoke, and no doubt some of the hydrocarbon vapours, produced by the imperfect combustion, act as the reducing agents, and by drawing out, from the apertures in the top part of the kiln, broken shards which have bands of the lustre pigment painted on them, the development of the stain and the reducing film may be watched, and when the fireman deems that the process is complete, the fires are withdrawn and the process is stopped. Although, as we have said, the practice of the English potters added little or nothing to the lustre process, it must be said that Mr. De Morgan and the other makers produced a type of red lustre which was rather novel, and often exceedingly beautiful, because the ruby stain was generally highly developed on the pieces and with a much less metallic effect than the Spanish, so that the colour remained more transparent. I do not consider that they have been nearly so successful in the development of the silver lustre effects. Besides this, one gladly recognises that Mr. De Morgan's designs, though based on those of Oriental and Italian potters, have a character of their own, and he undoubtedly set the fashion with a style of design in many respects superior to what had been seen on English pottery before. I must not forget to mention, too, that Messrs. Maw & Co. produced some lustre vases, dishes and tiles from designs by Walter Crane and Lewis F. Day, which were both striking and beautiful.

The next departures in the development of the lustre process were made by the Massiers of Cannes, and especially by M. Clement Massier, some of whose fine pieces are exhibited here. Mr. Massier soon departed from the scheme of lustre designs on a white ground or an ornament left in white on a ground of underglaze blue, and began to lustre the glaze itself. For this purpose he took soft glazes containing copper, dissolved in them, and, after etching the surface with a pattern, or etching away the ground from about the pattern, with hydrofluoric acid so as to get both bright and dull surface of glaze on the same piece, he refired the piece in a smoke kiln at the lustreing temperature, and obtained in this way a great variety of novel and striking effects. His processes were still further diversified by painting silver and copper lustre pigments on the surface of glazes which could themselves be lustred, and so be introduced a number of effects which were altogether novel and in some respects beautiful. Unfortunately, from my point of view, Massier and his artists were rather devoid of taste. The forms of their vases are distinctly ugly, the shapes recalling the shapes of metal rather than of clay, while the ornament itself is generally too naturalistic for the process, and although the Massier processes often gave very beautiful pieces the feeling remains that the beauty was frequently the result of accident rather than premeditated design. Various artists have from time to time left M. Massier's works, and carried his processes to other factories, but without the production of anything really new.

The next important departure was made by the firm of Zsolnay, of Pècs, in Hungary, who made a speciality of the ruby stain without lustre, like that produced by Maestro Giorgio at Gubbio in the sixteenth century. In addition to this, which was the most striking of their new departures, they produced a great variety of admirable designs of a quasi-oriental character based on Byzantine, Persian, and Indian motives, in silver and copper lustres on grounds of blue, purple, brown, and white. The display made by this firm at Paris in 1900 was one never to be forgotten, not only for the beauty of many of the individual pieces shown, but from the delicacy of the designs and the mastery of the whole process that was implied by such a display. Since 1900, however, the Zsolnay pieces appear to have fallen off in this artistic character; many of the delicate designs are no longer seen in this country, and their pieces too frequently exhibit a garish display of powerful red-copper stain, with a bright metallic green lustre, a colour scheme that to our English idea is barbarically repellent.

During the last year or two fresh attention has been paid to the lustre process in this country, especially by Mr. Bernard Moore, the famous Staffordshire potter, and ourselves, and although we are the best of friends and freely criticise each other's work, neither of us knows the process used by the other. I should like to say that I consider many of Mr. Moore's effects not only novel in themselves but strikingly beautiful. Of the work made at our own factory I cannot speak, but there is a collection of it here to-night which may, I hope, speak for me.

I should like, however, to give a short account of the processes that we have found best adapted to the purpose, and such an account may help to clear up certain misconceptions that have been prevalent with regard to the old lustre processes. I have described the old methods and materials as accurately as I can, and I have stated, as the result of my experience, that they will produce perfect and beautiful lustres. There is, however, no reason, so far as I can see, for adopting the old Spanish or the Italian methods for preparing the lustre mixture. All that is necessary is that some compound of copper or of silver, or mixtures of the two, should be mixed with a suitable proportion of some inert substance, which can be either china clay or any ordinary red brick clay. It is necessary that the copper or silver compound used shall be pure and of standard composition. The sulphides, oxides or carbonates of the two metals answer perfectly, and they are, on the whole, to be preferred to the chlorides or the nitrates. The mixture of clay and metallic salt having been carefully ground, like any other pottery pigment, can be painted over the fired glaze, using any ordinary potter's medium: that is, they can be painted on with turpentine and fat oil, with sugar and water, or, as the mediæval potters did, with vinegar. I believe that generally the Continental practice is to use vinegar, and the Italians profess that no other

medium works so well, but that does not agree with our experience. The pattern having been frankly painted on, the pieces are then placed in a special muffle kiln and fired, and that is where, I believe, the most important part of the whole process resides, and where, I think, we have probably made the greatest advances. I may recall Piccolpasso's statement that the firing of the lustre was a very uncertain process, and that often not more than six pieces were good out of a hundred ; and I have understood from Mr. De Morgan that, at times, his experiences were almost as disheartening. When we consider the rude and elementary methods used for firing lustre this is hardly to be wondered at, because such firing must often have been irregular, with the result that the smoking would be equally irregular too. The first necessity is to design a muffle kiln that can be raised to an even temperature throughout, but that only necessitates careful kiln construction. The next point is the correct ascertaining of the requisite temperature, because the lustreing process takes place at a red heat so low as to be barely visible, and the ordinary trials on which a potter relies for judging the temperature of his kilns are useless, but with a well constructed kiln and a competent fireman there should be little difficulty in obtaining the proper temperature in a great proportion of the kiln.

The next point is the admission of the reducing gases or smoke. Here again, perhaps, I may clear up a little misapprehension. It has been suggested by many writers that the peculiar beauty and softness of many of the old lustres may have been due to the special fuel that was used for the purpose, and some will have it that broom or rosemary is the only fuel which will produce a suitable smoke for the purpose. Such an idea is quite erroneous. Certainly, if broom is plentiful, it produces a very nice and not too dense smoke ; but any kind of wood will produce equally good results, or, as Mr. De Morgan stated, sawdust or shavings will answer the purpose just as well, while even resin and pitch could be used. As a matter of fact, the reduction is much more evenly effected by the use of reducing gases, such as a mixture of carbon-dioxide and carbon-monoxide, or ordinary illuminating gas. For this purpose the muffle is best constructed in iron with tapped pipes passing into and out of the kiln to allow for the slow passage of a current of the particular gas to be used. Then, when the correct temperature has been reached, after sweeping out the small quantity of air that remains by a current of carbon-dioxide, carbon-monoxide or coal-gas can be admitted and the reduction takes place very regularly and steadily. It will be found, however, in practice that it is very necessary to arrange the pieces in the kiln in such a way that the currents of gas are diffused as uniformly as possible through the kiln from top to bottom and from side to side ; indeed, it is astonishing how difficult it is to avoid the setting up of currents of gas in given directions, so that the pieces are more quickly reduced on one side than on the other. In our own case the temperature, intensity of the reducing gases, and the rapidity of current are so perfectly under control, that our kilns are hermetically sealed through the whole process, and we never draw a trial of any kind.

When the pieces are taken out of the kiln they are still coated with the lustre pigment, which can, however, be easily scrubbed away with soap and water, unless the temperature has been too high, when it will be found that the lustre mixture has been fused into the surface of the glaze, leaving a nasty grey non-metallic film and a spoilt piece of ware.

Certain very interesting effects have been brought to light in the course of our work, to which I may direct your attention, particularly as they do not seem to have been mentioned before in any description of the process.

The first effect of the lustre firing is apparently to volatilise some compound of silver, which penetrates into the glaze, giving it a yellowish stain, and this yellow stain is produced long before there is any stain from the copper compound, and whether the kiln atmosphere is reducing or not. On the contrary, no stain appears to be developed from the copper until the atmosphere is powerfully reducing, and then the red stain makes its appearance, and slowly deepens during the whole time of reduction. Moreover, if the firing is conducted for a long time these volatile stains of silver and of copper slowly spread oper the whole of the glaze surface, so that if you take a perfectly white vase and cover its surface fairly well with a foliated pattern in silver or in copper the ground of the piece may become entirely yellow or red as the case may be. Another thing that is very noticeable is the greater ease with which silver gives lustre, than copper. It follows from this that where mixtures of silver and copper are used together, the actual quality of lustre produced will depend not so much on the nature of the mixture itself as on the temperature and duration of the firing. It is quite possible, indeed, by under-firing a mixture of silver and copper to produce an effect which would lead anyone to suppose that the lustre had contained silver alone. A great deal has also been said as to certain glazes being much better for lustreing upon than others. There is some truth in this idea, but not very much, for we have found it perfectly possible to produce excellent lustres on glazes of every type ; leadless glazes, lead glazes, and glazes with or without oxide of tin. The only type of glaze which seems to be impermeable to the stain of silver and of copper at the lower temperature required for the effect is the felspathic glaze of hard-paste porcelain, and that I suppose is the reason why the Chinese have never used the lustre process in the decoration of their porcelain.

Having stated as clearly as I can how both the old and the new lustres were made, it now remains to add that of course the value of the lustre process depends entirely on the artistic use of it. The effects of lustre are so beautiful in themselves, and may be made so striking and powerful, that the dangers attendant on its misuse are probably greater than with any other process in the decoration of pottery. Having reduced the scientific and mechanical sides of the process to something like order and method, it is our earnest endeavour to use the beautiful results that have been placed in our hands in such a way as to produce a new English pottery as artistic and beautiful as that of the Middle Ages. To this end we have gradually gathered together what I may describe as a school of young English artists, all of whom have had some training in various art schools of the country under the control of the Board of Education. Every piece of lustre pottery we produce is unique, for either the designs are original conceptions or adaptations of the painters themselves, or in cases where we have been fortunate enough to obtain designs from distinguished decorative artists like Mr. Walter Crane no two pieces are reproduced in the same way. Notwithstanding the perfection to which the chemistry of the process has been brought, the method must always remain liable to variations, which also serve to give variety to the pieces. As in old times, the best pieces are not made by invention alone, because out of a dozen pieces equally well-painted and fired, one perhaps will have a quality surpassing all the rest. Yet I never look on a collection of fine lustre pieces, such as has been exhibited here to-day, without in my mind parodying two lines of Omar Khayyám:

"I often wonder what the potter buys
One half so precious as the things he sells."

The Chairman said, before the paper was read he felt that he understood nothing about lustre pottery, but now he could boast that he knew all about it. Mr. Burton had taken his audience into his confidence by explaining the secrets in the manufacture of lustre pottery. He entirely agreed with Mr. Burton that the metallic ware he had shown was not lustre ware, and if it was invented by his distinguished great, great grandfather, he was glad he gave it up. Mr. H. Hardinge Cunynghame, C.B., Assistant Under Secretary at the Home Office, said it was impossible to look at the exhibits collected without feeling that lustre pottery was the pottery of the future. The beautiful colours produced by the methods described by Mr. Burton ought to play a large part in household pottery, useful and ornamental. Art should be progressive, but on looking at ordinary crockery, one felt that manufacturers were children at the work, and only at the beginning of art. There seemed to be no reason why, from what they had heard, ordinary pottery should not be artistically decorated. He first made Mr. Burton's acquaintance at the arbitration proceedings before Lord James of Hereford some years ago. At that time there was a movement conducted by benevolent and philanthropic people, who urged upon the Government that the use of lead in pottery manufacture should be absolutely forbidden, because of the injury to the workers. The Government proposed practically to prohibit the use of lead in the manufacture, but the manufacturers strongly opposed the prohibition. The pottery trade were indebted to Mr. Burton, who showed his willingness to meet the suggestions made by the Home Office as far as they could be met. His evidence was principally instrumental in showing that certain kinds of pottery could not be produced without lead ; and by his breadth of view he prevented rash action being taken in the total abolition of the use of lead. Wiser counsels now prevailed. He was not in the secrets of the House of Commons like the Chairman, but he hoped they would not rashly press changes upon departments which, if carried out, would ruin a national industry. The use of lead was almost essential in certain manufactures, to those who knew how to use it, it being impossible to produce the finest class of work without its use. In the beautiful specimens exhibited by Mr. Burton that evening, a considerable amount of lead glaze had been used, and it would, therefore, be a thousand pities if anybody pressed upon the industry a total prohibition of that material. Of course any department could require that manufacturers who used lead should use it as chemists did, with discrimination, fans and ventilating apparatus being adopted, and care taken that the hands were washed. If people took every precaution in their handling of them, the most dangerous chemicals could be used with perfect safety. It was to a great extent due to the authorities not being aggravated but helped by Mr. Burton that a solution was brought about by which, under certain conditions, lead glazes continued to be used in this country. Mr. Cunynghame made some interesting and pertinent remarks on the development of English art, and moved a vote of thanks to Mr. Burton for the paper.

The Chairman said most of the articles exhibited were glazed with heavy lead glaze, but he desired to point out that the Pilkington Tile & Pottery Co., Ltd. (Mr. Burton's company), were among the few manufacturers who had so far escaped without a case of lead poisoning of any kind, although they used heavily leaded glazes, by looking after the cleanliness of their premises and their work-

people, and by paying attention to ventilation they had avoided the occurrence of any case of lead poisoning.

A discussion on the paper followed, the vote of thanks to the author of the paper was put to the meeting and carried, Mr. Burton replied, and a hearty vote of thanks to Mr. Wedgwood for presiding closed the proceedings.

THE GLASS AND CHINA DEALERS' ASSOCIATION: ANNUAL MEETING.

(BY OUR OWN REPORTER.)

THE annual business meeting of the members of the China and Glass Dealers' Association of the United Kingdom was held on May 30, at the Saracen's Head Hotel, Holborn, E.C., under the presidency of Mr. Decimus Marsh, Woolwich. There was a fair attendance of members. The Chairman, in opening the proceedings, said he had very little to say regarding the progress of the Association during the past year, but he might observe that he had been rather disappointed with the apathy which tradesmen located in London had shown towards the Association and its objects. As long ago as fifteen or sixteen years he had noticed the trend matters were taking in the china and glass trade, and in a letter to the POTTERY GAZETTE at that time he had stated that unless a change occurred the word "Ichabod" would be written on the lintel of every shop dealing in china and glass ware in the metropolis. Since he wrote that letter he found that if he went from St. Paul's to Cockspur-street he could find only one firm left of those which existed in the old days. All had gone, mainly through the introduction of large firms which dealt in all classes of goods, and thus did not transact a legitimate china trade business. Their secretary, Mr. Watson, had informed him of the large number of letters he had written to persons engaged in the trade, and of the care and trouble which he had personally devoted to the matter of bringing the objects of the Association before legitimate dealers; but, in London especially, the apathy evinced was most astonishing. Notwithstanding all that the Association had done, and was proposing to do, Londoners did not seem inclined to raise a finger to help them, and he might say that a man who could not spare 10s. 6d. to the funds of this Association in order to safeguard the interests of his trade was but a poor man indeed. Personally, he thought that he, as president, was out of place in occupying the position he did. As they knew, he had retired from business, and while the Association had his entire sympathy and support yet he thought the position of chairman might be more appropriately filled by a man in business, and one who held a high position in the trade. The Association might have gone better if a man of more influence had been at its head, but while saying this he would bow to none in asserting the right of china and glass dealers to combine in order to protect their interests. One feature of comfort was that although London was backward the North and the Midlands were to the fore. While they could count the members of the Association resident in London on the tips of their fingers he was pleased to know that in Leeds, and all over Yorkshire, and in other districts of England, they had a large and enthusiastic membership. They were showing a truly good spirit, and for that reason, if for no other, they ought to persevere with the Association for a year or two longer. He had written to the secretary telling him that he thought it was time he should give up the position of chairman, but he could assure the meeting that if anything he could do in the future to promote the interests of the body, he would certainly most willingly do his best. He hoped that they would obtain the services of someone of more commanding influence than he possessed. (No, no.)

The Secretary (Mr. A. E. Watson, Reading), then read the annual report of the Association, which was as follows:—"The committee have pleasure in presenting their second annual report to the members of the Association. Taking everything into consideration the Association has had a successful year, as it should be remembered that associations in other trades had had a struggle during the first few years of their existence. The question of railway rates has had considerable attention during the year, mainly in the direction of securing a reduction for china and earthenware packed in cases and boxes. The secretary got Mr. John Ward, M.P. for Stoke, to ask a question in the House of Commons on this subject in November, and as a result a conference was arranged with the railway companies at the Board of Trade on March 6. Seven members of the Association were present, the Birmingham and Leeds branches being represented. The committee do not intend to let this question drop, and at the end of three months, if nothing further be heard from the railway companies, further representations will be made to the Board of Trade. Several cases of railway claims have been taken up by the Association on behalf of members, and in most cases have been settled to the satisfaction of the member concerned. Complaints having been made of certain retailers selling goods at less than cost the manufacturers have been approached, with good results. Stamp trading has had the attention of the committee, which in one town has been instrumental in practically stopping this iniquitous form of trading. Direct trading by manufacturers has been successfully dealt with in several instances. A circular letter was sent to all manufacturers asking them, as far as possible, to place the weight of each consignment in the invoice. The result was fairly satisfactory, several manufacturers promising to fall in with the wishes of the Association, others stating that they had no convenience for weighing, but would, when the customer wished it, obtain weights from railway companies. This has been a help, as cases had been found where the weight of the railway company at potteries was correct, but in making out bills at consignees' end, an error was made, for instance, a 7 was taken for a 9, 3 for a 5, &c., &c. It is regretted that no further branches have been started during the year, but it is gratifying to learn that both the Birmingham and Leeds branches are doing well. The Employers' Liability Act has been discussed, and arrangements have been made with a first-class insurance office to insure members at very low rates, and also to allow the members a special discount off premium. This benefit alone should make it worth the while of every china and glass dealer to join the association. Legal advice and assistance has been obtained on behalf of two members. Crate, straw and packing charges have been considered, interviews with manufacturers having been obtained. The question of the introduction of the company shop method of business in our trade is under consideration at the time of preparing this report. While interest in the Association has been maintained it is to be regretted that there is not a much larger membership. It is hoped that during the coming year the membership will greatly increase, as there is greater need than ever of a strong Association to look after the interests of china and glass dealers. The thanks of the Association are accorded to THE POTTERY GAZETTE for the assistance it has rendered in giving publicity to the efforts of the Association, and for reporting meetings, &c.; also to Johnston & King, C.A., of Edinburgh, who have for the second year audited the accounts gratuitously."

The Secretary then stated that circulars had been sent to manufacturers containing suggestions, and generally those gentlemen had fallen in with the desires expressed by the committee. One manufacturer, however, had sent a reply stating that he would supply direct to anyone so long as he got his money. At present they were face to face with this question of direct supply, irrespective of the appointed agent of a firm in a district, and also with the greater question of combination. There was the case of a limited company promoted by retail dealers and owning several shops, which has been joined by partners in manufacturing firms. It is understood this combine proposes to open other retail shops, so that the manufacturers referred to are becoming distributors in competition with regular dealers. Self-preservation dictates that retail traders should decline to place any orders with manufacturing firms who are in this way competing with them. He urged that the Association should direct its efforts against this practice so far as it can.

He had received letters from various members whose complaints the Association had had under consideration, thanking the committee for successful settlements which they had been the means of effecting.

The Chairman asked if any one had any remarks to make on this question of combine, as it was a most serious matter for the trade. If such combines proved a success, it would mean that the legitimate china and glass dealer would have to go to the wall. He understood that a resolution had to be proposed on the subject, and therefore in order to keep matters in order he would ask if the report of the committee, as read by Mr. Watson, was approved. The report was unanimously adopted by the meeting.

Mr. Davies (Reading) then moved:—"The China Dealers' Association views with great disfavour the formation of any syndicate for the purpose of running retail businesses in various districts, and urgently requests all manufacturers who have recognised sole agents to safeguard the interests of the said agents and their own by preventing the transference of goods to or from any of such syndicate's depots to the detriment of the agent concerned; otherwise the whole of the members of the Association throughout the country will be seriously affected." Mr. Neaverson (Halifax) seconded the motion. A long and animated conversation ensued on the question of the combine referred to, names of dealers and manufacturers interested in such concerns being mentioned. One member said that the maximum of living and letting live should be followed by all engaged in the trade. If he could see his way to manage twenty businesses he would do so, but he, for one, would not take advantage of obtaining goods in one town and despatching them to another where there was an accredited agent of the manufacturer from whom the goods had been received. Manufacturers, he held, ought to protect their agents, and this would not be done were the system, which was now under discussion, allowed to be carried further. The general feeling of the members was that the secretary should approach manufacturers by circular, stating the opinion of the meeting, and requesting them to acquiesce in the desires of the Association. The resolution, as proposed by Mr. Davies, was then agreed to.

Mr. Martin (Derby) said it would be the greatest possible mistake to allow Mr. Marsh to resign the chair at this time. The Association was only two years old, and he thought great harm would be done if they allowed their chairman to retire at this period. Mr. Marsh wished the Association every success, and if he had that feeling, he (Mr. Martin) thought he would be inclined to alter his decision. He had the greatest possible pleasure in moving the re-election of Mr. Decimus Marsh as president. Mr. Church (Northampton) seconded the motion. The Chairman said he was afraid he must decline the honour. He had sometimes felt that he was a square peg in a round hole, and he fancied he could do a great deal more for the furtherance of their interests if he were to become an ordinary member. They ought, he thought, to get a representative from one of the large houses, and the chances then would be that they would have a better prospect of success. If he had the least thought that he could be of any further service to the Association he would be pleased to remain in the chair; but still he held they ought to get a more influential representative as president. Mr. Davies urged Mr. Marsh to coincide with the views of the members, at any rate, until they found the desirable man Mr. Marsh had suggested. The Chairman said he would agree to that. He would be pleased to act as president on the understanding that they would endeavour to find such a representative dealer as he had suggested to act as president, but he might say they could search the world over but would not find one who had more the interests of the Association at heart. The resolution was agreed to.

On the motion of Mr. Davies, seconded by Mr. Christmas (Crouch End), Mr. A. E. Watson (Reading) was re-elected hon. secretary. Mr. Watson, in returning thanks, said that, taking all things into consideration, the Association had not done so badly as regards its membership. No doubt grocers and ironmongers had very large numbers federated to their associations, but taking income for income, the glass and china dealers had done considerably better than even these two important bodies. They should follow the example of the ironmongers in taking up such questions as price-maintenance. Manufacturers in the china and glass trade should insist that an article should not be sold at less than a certain price. The Chairman said with reference to the last remark of the secretary, he knew of a case in Woolwich where an upholsterer's firm was selling a certain bedstead at a certain price. Another firm of upholsterers immediately wired to the manufacturer, and a representative came to Woolwich and visited the shop that was cutting prices. He said to the firm that if they did not take the bedstead out of the window at once, with the ticket exhibited, they would never have another bedstead out of their premises. This proved effective. If they could only get gentlemen in the china trade to act in the same manner all would be well.

Mr. Church (Northampton) and Mr. Martin (Derby) were re-elected vice-presidents. Mr. Neaverson then shortly addressed the meeting, stating that the branches in Yorkshire were doing exceedingly good work, and that there seemed no difficulty, when the objects of the Association were properly laid before the trade, to obtain members. All saw the advantages to be gained, one member in particular, a lady, having informed him that she had applied to the railway making a claim and could get no reply, but that when the Association took up the work, the matter was settled in her favour. She accordingly paid her subscription with the greatest goodwill, and no doubt many others in Yorkshire felt that they were in the same position. Their branches were doing well numerically and financially, and they would be pleased to assist other branches in any matter in which trade interests were involved. On the motion of Mr. Young (Leeds), a cordial vote of thanks was accorded the chairman, and the proceedings terminated.

Legal.

Wives in Trade.—In reference to the case of Atkinson *v.* Samuels, reported in THE POTTERY GAZETTE for June, Messrs. Andrews & Andrews, solicitors for the defendant, Mr. H. Samuels, write to say that the judgment which Mr. Atkinson wished to enforce was for rent in respect of premises in Holloway-road, and not for china and glass supplied, as stated.

A Husband as Manager.—In the City of London Court, on June 1, before His Honour Judge Lumley Smith, K.C., the case of Lane *v.* Donner was heard. The plaintiffs, W. Lane & Co., 39, Redcross-street, sought to enforce payment of £2 5s. 9d. due for china and glass supplied to the defendant, Mr. Philip Donner, 8, Watney-street, E. The plaintiffs said that the defendant was doing a good business, and could easily pay the debt. The defendant said that the business was not his. He only worked in it. It belonged to Mrs. Donner. Judge Lumley Smith: And is she your wife? Defendant said she was. Judge Lumley Smith: I see. Defendant added that he had recently called his creditors together. Plaintiffs said that they had had no notice of that. Defendant said his wife's name was over the shop. Judge Lumley Smith: What does she make out of this china and glass business? Defendant: I do not know; I only manage it. Plaintiffs said that the business belonged to the defendant, not his wife. Judge Lumley Smith said he would not decide that on the present occasion, but he made an order for the payment of 10s. a month by the defendant.

Disorderly Glass Blowers.—At West Ham Police Court, on May 28, Joseph Meerseham, 37; Andrew Kushgin, 28; Adelbert Brempel, 28, glass-blowers; and William Miller, 29, a sugar refiner, all Russians, living at Silvertown, where there is a large Russian and German colony, were charged at West Ham with using threatening words and behaviour at Muir-street, Silvertown, with intent to provoke a breach of the peace. Prisoners are some of the employees at Messrs. Nettlefold's glass factory at Silvertown, where nearly all the workmen are foreigners. According to Sergeant Jennings, 80 K, a dispute arose among the employees about their sick fund. The German members of the fund, who were about to leave the factory and go to America, had declared they intended to take all the money with them, and this very naturally aroused the Russians. On Saturday evening the police received an intimation that the trouble brewing was likely to lead to scenes of great disorder, and just about midnight, when one of the "shifts" left the factory—which is continuously working day and night—a fight broke out between forty or fifty Russians and thirty or forty Germans in Albert-road, North Woolwich. A crowd of about 1,000 persons gathered, and the police had great difficulty, the men on either side being armed with bars of iron, the legs and backs of chairs, and knives. About a dozen policemen drew their truncheons, and, getting between the combatants, managed to drive the Russians to their houses at Muir-street, and the Germans were escorted to their colony at Auberon-street, North Woolwich. An hour or so after this the Russians came out of their houses again and commenced to fight among themselves, about thirty of them being engaged. When the police came they persuaded the greater number of them to go indoors, but the prisoners refused to go, and they were at at last arrested. Prisoners, through an interpreter, entered a plea of guilty, Miller, who spoke English, saying that they had got a bit excited. Mr. Gillespie fined them each 20s., including costs, the default being ten days' imprisonment.

The Storage of Poison in Glassworks.—An inquest was held at St. Helens, on June 14, on the body of J. Kavanagh, glassworks labourer, who died from arsenical poisoning, the poison having been procured from the works of Pilkington Bros., Ltd., where he was employed. Mr. Shinner, inspector of factories, and Mr. Dickenson, representing Pilkington Bros., Ltd., were present. Detective Roe stated that since the adjournment he had made inquiries at the works, and went to the mixing-room, where he found in an inner room tubs containing arsenic, weighing $3\frac{3}{4}$ to 5 cwt. The head mixer told him that there were four men constantly employed in the mixing-room—himself, his deputy, and two labourers. No one was allowed to handle the arsenic except himself, and, in his absence, his deputy. The room was open during the day and was locked only at night time, when the keys were left at the lodge, and could not be taken out by anyone else without the head mixer's permission. The room was used about one hundred and fifty times daily. There was another place, No. 2 mixing-room, in which the arsenic was kept in a box with a padlock, which was also only locked during night time. Witness added that it was common talk in the town that arsenic was easily obtainable at the works, but witness was unable to get any evidence to support that statement. Replying to the Coroner, witness said it was common talk that people took the arsenic from the works and mixed it with lime to kill vermin, but this appeared to be only talk. The Coroner mentioned that 140 grains of arsenic was found in deceased's possession. Dr. Kerr stated that he had made a post-mortem examination, and found that death was due to irritant poisoning, probably arsenic. Witness thought that about 2 grains was a minimum fatal dose. T. Finney, head-mixer at the works, described the manner in which the arsenic was stored. It was brought to the works in barrels, which were opened by witness, and the only persons who had access to it were himself and his deputy, although two labourers had to go into the room in the course of their work. The Coroner said he appreciated that the firm would have to put confidence in somebody, but he thought they might devise some scheme by which the arsenic could be kept by itself, and some regulations might be put in force to prevent anyone getting into the room except those in charge. Mr. Dickenson said that as a result of that inquiry some such regulation would be necessary. Mr. Shinner had offered some suggestions to the firm, which were being considered. Mr. Shinner said he thought the arsenic ought to be kept by itself and locked up. Mr. Dickenson said he was quite willing to act on the inspector's proposals. The Coroner said that would be satisfactory to himself and the jury. The jury returned a verdict of "Suicide by arsenical poisoning," but there was no evidence to show in what state of mind deceased was at the time.



COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

VI.—SOME CHEMICAL AND PHYSICAL CHANGES IN THE FIRING OF POTTERY AND CLAYS.*

By J. W. Mellor, D.Sc.

THE problems associated with clay working and pottery manufacture are little known outside a very limited circle; and even within that circle the strife and stress of commerce prevents incursions into those regions which do not promise immediate profits. These regions should be carefully explored in the laboratories of our universities and colleges. Careful investigation of the "profitless" side issues which constantly occur in our manufacturing processes is of the greatest importance. Pottery has been helped very little, if at all, by pure research, although the chemistry and physics of pottery are probably as complex as of any industry which flourishes at the present age.

The "body" of fine pottery is usually made from a plastic mixture of clays, flint, and felspar, or cornish stone—a native mixture of felspar and quartz. The plastic mixture is moulded into the required shape, dried and fired in the "biscuit" oven. A fusible mixture is then spread over the body, and the whole refired in the "glost" oven at a much lower temperature than the "biscuit" oven. The melted mixture covers the surface of the body with a glassy film or "glaze."

There are many variations from this procedure in actual practice. The glaze and body, for example, may be fired at one operation with or without a preliminary "baking" of the body. There are also considerable variations in the composition of the body and glaze. Thus we get the chief varieties of fine pottery—earthenware, semi-porcelain, granite or ironstone china, hard porcelain, parian, soft porcelain, and bone china.

1.—*The Firing of Opaque Pottery.*

The changes which take place in the body during the earlier stages of the firing are comparatively simple—loss of organic and volatile constituents. When the temperature passes 1,000 deg., the fluxes soften, melt and dissolve the less fusible materials—clays and flint. The process is more or less incomplete in all the different types of pottery. The ware could not retain its shape during the process of firing if the constituents formed a homogeneous solution. In earthenware, the process of dissolution is just about sufficient to cement the less fusible particles of quartz and clay together. A relatively small proportion of flux is needed, and in thin slices, under the microscope, the original constituents can be readily identified after firing. Fig. 1, for example, represents an unfired sample of earthenware; Fig. 2, a properly fired sample. Semi-porcelain (Fig. 3) is practically the same, although the process of solution may have gone a little further. As in earthenware, the original constituents can be readily identified after firing. The quartz and clays are welded together by the felspathic flux. In "granite" or "ironstone china," and "mortar" bodies, on the other hand, the process of solution is very much further advanced (Fig. 4), and the ware, in consequence, is much more vitreous and hard. Earthenware and semi-porcelain, when fired, are relatively soft and porous. There are no signs of translucency when pieces of granite and of earthenware, say 2 mm. thick, are examined in transmitted light, although some varieties of ironstone china begin to show a glimmer of light when made a little thinner.

2.—*The Firing of Translucent Pottery.*

The clay used in all these types of pottery is a mixture of "ball" and "china" clay. If the amount of ball clay is reduced below, say, 5 per cent., and the proportions of the remaining constituents—flint, felspar, and china clay—are properly adjusted, the resulting ware when fired is quite translucent in relatively thick pieces. Hard porcelain, or *porcelaine dure* (Fig. 5), is an example. Ordinary earthenware acquires the same general structure (Fig. 6) as hard porcelain if fired much harder than is usually done. The presence of the ball clay, however, renders the "over-fired" body very much less translucent than porcelain. The body loses its shape before the translucent stage is reached. If the flint be omitted from hard porcelain and the felspar increased, translucent "parian" (Fig. 7) is obtained. The firing temperature of hard porcelain—about 1,400 deg.—is very much higher than the firing temperature of "parian." In the former, patches of acicular crystals resembling sillimanite frequently occur. These crystals seem to be produced whenever mixtures, rich in china clay and felspar are fired over 1,300 deg. (W. Vernadsky, *Bull. Soc. Min.*, 12, 447, 1889; 13, 256, 1890). The optical properties of these crystals (refractive index, double refraction, terminal planes, optical sign, and optical extinction) resemble sillimanite, although the angles have not yet been measured.

A pocket of crystals in hard porcelain (Chinese) is shown in Fig. 8, and a similar pocket of sillimanite crystals from a piece of volcanic slag (Vesuvius) is shown in Fig. 9. As a matter of fact, similar crystals may be developed at much lower temperatures in the presence of frits and glazes containing led silicates. Parian, for example, is frequently made with a certain proportion of lead glass, and in that case, the parian, though fired between 1,150 deg. and 1,200 deg., may have pockets of these acicular crystals. The lead glass seems to act as a catalytic agent. The so-called soft porcelain, or *porcelaine tendre*, is compounded of a mixture of clay with a glassy frit. In other words, soft porcelain (Figs. 10 and 11) has the nature of a glass rendered opaque by the addition of china clay. I am indebted to the kindness of M. G. Vogt, of Sèvres, for the specimens from which the sections Figs. 10 and 11 were cut. Felspar and artificial glass have been supplemented or replaced in particular cases by other fluxing agents like mica (Chinese porcelain—G. Vogt, *Bull. Soc. Enc. Nat. Ind.* [5], 5530, 1900), steatite (early Worcester porcelain—A. H. Church, Cantor Lectures, 17, 1881), barium sulphate (Josiah Wedgwood's jasper, for instance—L. Petrik, *Zentr. Glas. Porz.*, 22, 1797, 1809, 1907), and bone ash, Practically all the porcelain made in England at the present time has about 50 per cent. of bone ash mixed with clay and cornish stone. Properly fired, bone china is perhaps more nearly homogeneous than any other type of pottery. Here it is seldom possible to identify the original constituents (Fig. 12). Some special reactions occur during the firing of this type of pottery caused by the decomposition of the calcium phosphate. A slight rise of temperature above that required for properly maturing the ware results in the decomposition of the bone ash with the evolution of phosphorous fumes which cause the ware to expand a little after the maximum contraction has taken place. Such ware then acquires the spongy character shown in Fig. 13. Reducing conditions favour the decomposition of the bone ash. The phosphorous vapours at the same time appear to react with the iron oxides (below 1 per cent.) in the body, producing a greenish-blue coloured iron phosphate, which imparts a curious tint to the ware in transmitted light (B. Moore, *Trans. Eng. Cer. Soc.*, 5, 37, 1905). There is also some evidence of the formation of a kind of artificial ultramarine when the ware is fired in a reducing atmosphere.

3.—*Action of the Fluxes.*

The particles of china clay are comparatively porous, since they are permeated with numerous capillary pores. If the pores are filled up with water, or Canada balsam, the apparently opaque particles become translucent. In firing, the molten felspathic flux may be supposed to fill up the capillary pores of the china clay particles in much the same way, although the felspar will be dissolving the clay at the same time as it is slowly filling up the pores. Hence, the china clay may remain as an "invisible framework" in the soft pottery body during firing, so that the apparently soft body may still retain its shape; and, after firing, the clay be unrecognisable. "Ball" clay being less refractory than china clay, fuses in the body, and does not seem to behave the same as china clay. But the action of ball clay is not yet clear.

The reaction between the different constituents of the body, in firing, is arrested before the system is in a state of equilibrium. The chemistry of pottery is therefore largely a chemistry of incomplete reactions, and many erroneous inferences have been made from the failure to appreciate this fact. Thus, two bodies may have the same ultimate composition, and yet behave very differently on firing, because the velocity of the reaction, under constant conditions, is different when the bodies are compounded with different materials so as to furnish the same ultimate composition, or with the same materials in a different state of sub-division.

Again, in firing, the composition of the flux is constantly changing as it dissolves the less refractory materials. The softening of the whole body is naturally determined by the speed with which the fluxes react with the clays and quartz, as well as on the fusibility of the product of the reaction. The product of the reaction may be less fusible or less viscous than the original flux. Felspar which has dissolved a little quartz is more fusible than felspar alone; and a mixture of quartz with a little china clay is less refractory than either quartz or china clay alone.

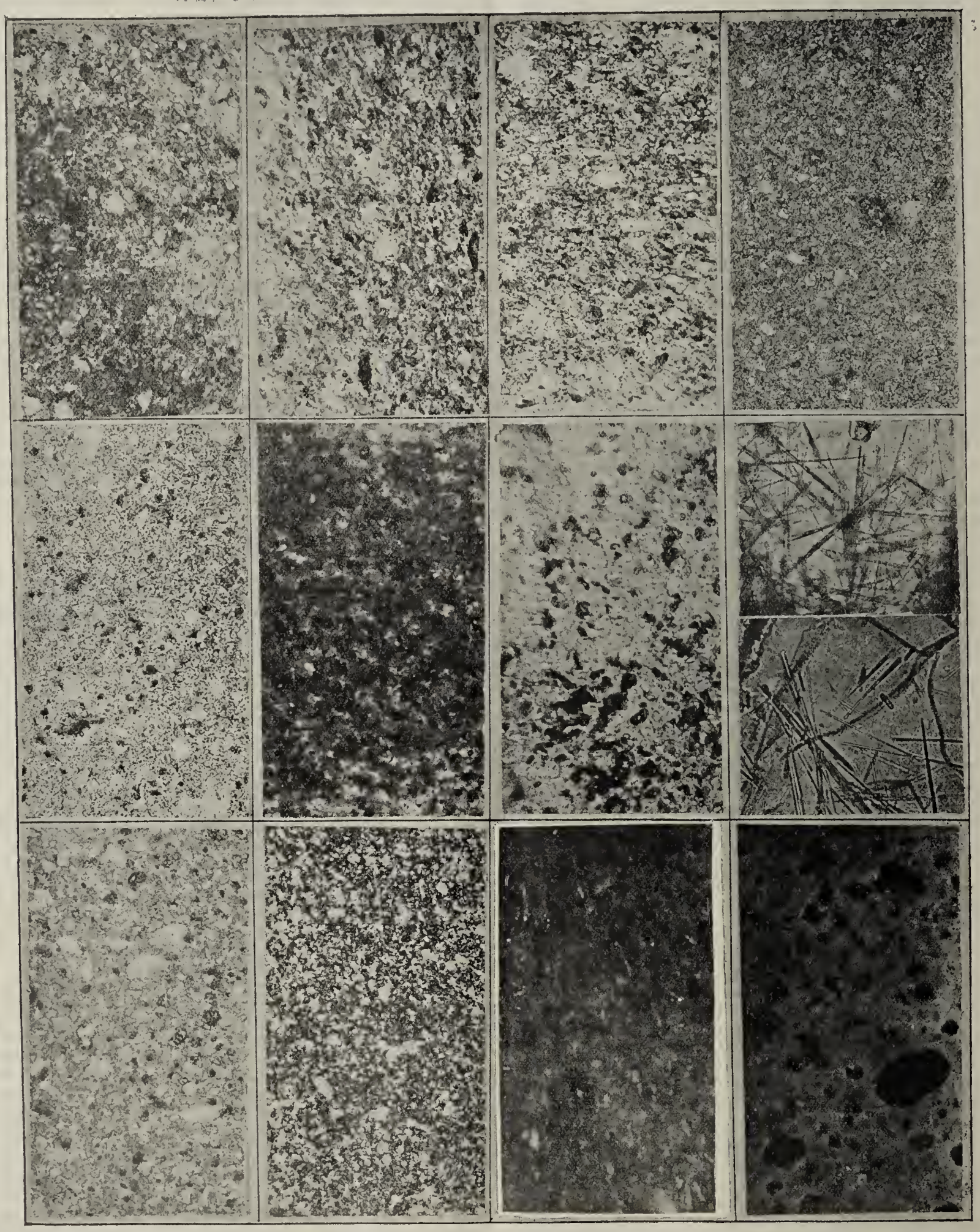
A great many attempts have been made to predict the softening temperatures of clays and similar mixtures from their ultimate composition. We have the work of E. Richters (*Journ. prakt. Chem.* [2], 104, 191, 1868; "Untersuchungen über die Ursachen der Feuerbestandigkeit der Thone," Inaug. Dissertation, Breslau, 1868; reprinted in *Ding. Journ.*, 191, 59, 150, 229, 1869; 197, 268, 1870). C. Bischof (*Ding. Journ.*, 159, 54, 1861; 161, 208, 291, 43, 1863; 194, 420, 1869; 196, 420, 525, 1870; 198, 396, 1871; 200, 110, 289, 1871). H. A. Seger (*Tonind. Zeit.*, 1, 290, 1877). E. Cramer (*Tonind. Zeit.*, 19, 632, 647, 1895). P. Jochum (*Zeit. Ver. deut. Ing.*, 39, 53, 317, 1895). H. A. Wheeler (*Missouri Geol.*

* Paper read before the Manchester Section of the Society of Chemical Industry, Friday, February 8, 1907. From report in *Journ. Soc. Chem. Ind.* 26, 375, 1907.

Survey, 11, 146, 1896). T. Ludwig (*Tonind. Zeit.*, 29, 773, 1904); and E. Kochs (*Zeit. angew. Chem.*, 19, 2123, 1906, and with F. Seyfert, 16, 14, 719, 1901). The few generalisations which have been made are said to be in harmony with vant' Hoff's solution laws, but the conditions are so very different from those which pertain to the freezing and melting of dilute solutions, that the agreement of a very limited number of empirical observations with the dilute solution laws at present appears to be due more to chance than to order. At the same time, we must not forget that the clay-working industries are not particularly interested in the melting-points of clay mixtures, although the softening points are of the greatest importance. As soon as a clay has melted, it is of no technical interest. After the formulæ have done their all, we have ultimately to rely on empirical observations for the softening points of the different mixtures.

4.—*The Firing of Glazes.*

The molten glaze is an active flux which is vigorously attacking the body while it is being fired. There is thus a very concentrated solution of body in glaze where the glaze comes in contact with the body. The substances in solution have not time to diffuse uniformly throughout the glaze. The result is that, in cooling the



1. Unfired earthenware. 2. Fired earthenware. 3. Semi-porcelain. 4. Granite.
5. Hard porcelain. 6. Over-fired earthenware. 7. Parian (no frit). 8. Crystals in Chinese porcelain.
10. Soft porcelain (St. Cloud). 11. Soft porcelain (1900 Sèvres). 12. Bone china. 9. Crystals in volcanic slag.
13. Over-fired bone china.

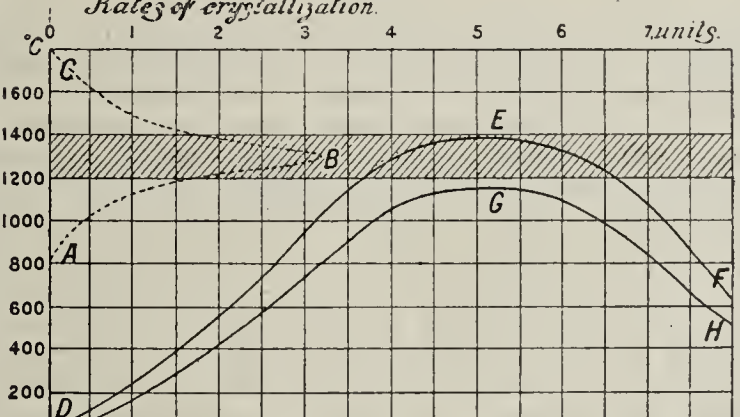
FIGS. 1 TO 13.—STRUCTURE OF VARIOUS POTTERY BODIES, × 50.

urated solution, crystalline separations sometimes occur in the inity of the body. Fig. 14, for example, shows a fringe of such rstals in the glaze cut from the bottom of an ordinary Berlin rcelain crucible. These crystals seem to grow larger after repeated ngs at certain temperatures. The crucibles are then very brittle. similar phenomenon occurs with porcelain pyrometer tubes. in the case of many metallic alloys, the crystalline structure velops concomitantly with the brittleness. Ordinary hard rcelain pyrometer tubes, after firing for a couple of days at 1,300 g., become so exceedingly brittle that they can only be used once. g. 15 represents a cross-section through glaze and body of a new '' tube ; Fig. 16 a portion of the same tube after firing a uple of days at 1,350 deg. A similar observation applies to unglazed firebricks. These, too, after repeated firings become very brittle, and a set of sections from one sample is shown in Figs. 17—20. The firebrick was made from a mixture of '' grog '' (*i.e.*, previously fired fireclay, or broken firebricks) and the raw fireclay. Fig. 17 is unfired ; Fig. 18, once fired at about 1,100 deg. ; Fig. 19, once fired at 1,350 deg. ; Fig. 20, fired seven times at 1,350 deg. Here again we have the development of the acicular crystals. Another influence may also be at work. The fireclay mixtures are comparatively low in fluxes. The '' grog,'' &c., at each firing '' sucks up '' or combines with the fluxes, ultimately leaving insufficient fluxes to bind the whole into a rigid mass. (See F. Austin and J. W. Mellor, *Trans. Eng. Cer. Soc.*, 1907.)

Temperature plays a most important part in the development

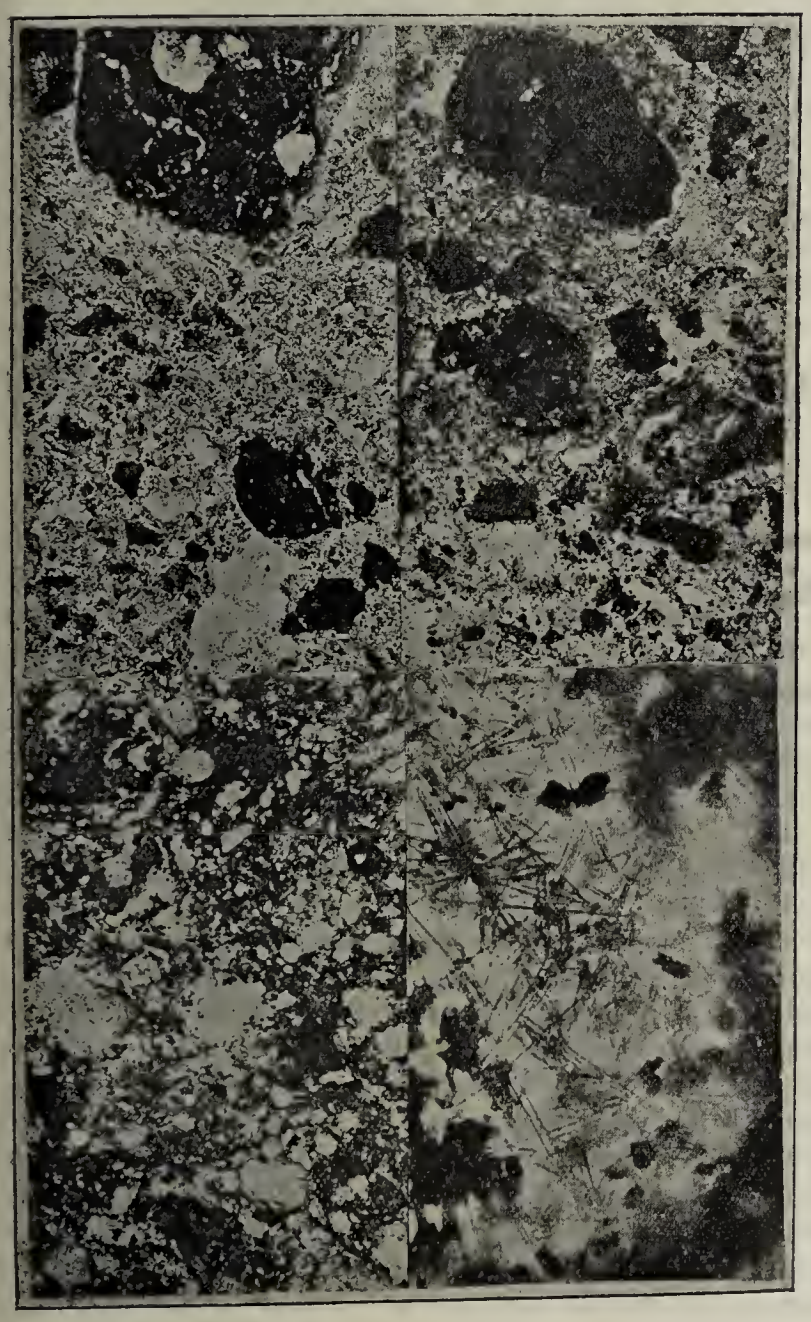


Fig. 14.—Berlin crucible, × 550.



15. New tube. 16. Tube fired in china biscuit oven.

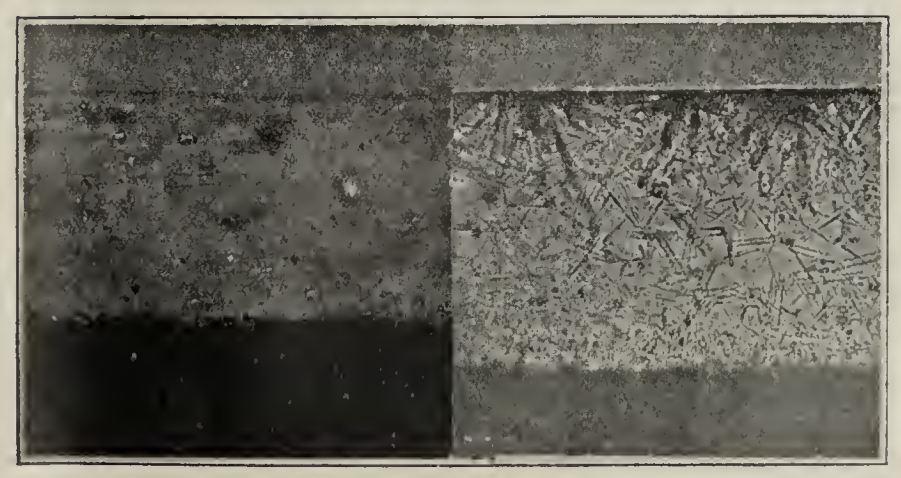
Figs. 15 and 16.—Influence of repeated firings at 1,300° on structure of porcelain pyrometer tubes, × 100.



17. Raw saggar. 18. Easy glost oven.
19. China biscuit oven. 20. Seven times china biscuit oven.

Figs. 17 to 20.—Influence of repeated firing at 1,350° on structure of fire brick, × 50.

Fig. 21.



22 China glost. 23. Earthenware glost.

Figs. 22 and 23.—Influence of temperature on crystallisation of glaze, × 100.

of these crystals. G. Tammann (*Zeit. phys. Chem.*, 25, 441, 1898) has shown the existence of a maximum rate of crystallisation temperature for many organic compounds. The rate of crystallisation "slows down" above and below this temperature, and this the more the further the temperature is away from the temperature of maximum crystallisation. This fact explains many curious results observed in the crystallisation of silicates.

Representing temperatures by the ordinates of Fig. 21, and rates of crystallisation by the abscissæ, we have a curve, resembling A B C, indicating the influence of temperature on the rate of crystallisation. Suppose the maximum velocity occurs at 1,300 deg., there is a zone on each side extending from say 1,200 deg. to 1,400 deg., where rapid crystallisation is liable to occur. Outside these temperature limits the rate of crystallisation is negligibly small. If we now represent "time" by the abscissæ of the same diagram, the curve, D E F, will represent the temperature of the pyrometer tube at different intervals of time under one set of conditions. The tube is in the "danger zone" three hours, whereas, under another set of conditions, D G H, a pyrometer tube will scarcely be in the "danger zone" at all. Hence, the one tube is much more likely to show the effects of crystallisation after the firing. Similarly, a substance cooling from a temperature above the "danger zone," with a "flat" cooling curve, may be in the "danger zone" a longer time than if the cooling curve were steeper. In the latter case the substance might pass so rapidly through the "danger zone" that very little crystallisation would have time to take place.

The "danger zone" naturally varies with each substance, and this must be determined empirically for any particular mixture. The above diagram is only an approximation to the possible curve for our pyrometer tubes. The reason that the tubes, after a very great number of firings, lose their crystalline character and become tough again, arises from the fact that the nature of the tube changes with time owing to the further progress of the reaction between the constituents. This probably removes the "danger zone" somewhere else.

The glaze shown in section, Fig. 22, does not exhibit any particular tendency to crystallise when fired in a "glost" oven at about 1,200 deg., although, if the same glaze be refired in an earthenware "glost" oven at about 40 deg. lower, we have the crystalline effect shown in Fig. 23. These crystals clear off when the glaze is refired at 1,200 deg. Obviously, therefore, temperatures in the vicinity of 1,160 deg. make the "danger one" or zone of rapid crystallisation for this particular glaze.

Discussion.

Dr. H. C. H. Carpenter said he thought that Dr. Mellor had been trying a new experimental method in applying the microscope to problems of pottery manufacture. He had had some experience of the application of the microscope to the elucidation of changes that went on in another type of solid bodies, viz., metals and alloys. The cases were, however, somewhat different, since the photographs shown represented structures of materials viewed by transmitted light; whereas metals had almost invariably to be studied by reflected light on account of their opacity, except in the thinnest films. Had the author observed the formation of a film on the pottery surface produced by polishing? It was well known that something of that kind was produced on metal surfaces by this treatment, and that a properly polished metal surface very seldom conveyed any idea of the structure of the metal underneath when viewed by the microscope, until this surface film had been removed by suitable methods. Had Dr. Mellor examined both unetched and etched pottery surfaces, and did photographs of the latter reveal anything that was not shown by the former? What were the polishing methods employed in preparing the surfaces for microscopic examination? Were both wet and dry blocks used, and, if so, at what stage did the author pass from one to the other?

Mr. A. Lomax said it was obvious from the illustrations that a microscopical examination of the materials being dealt with was of equal importance with the chemical analysis. He understood Dr. Mellor to say that if earthenware were fired at a much higher temperature, the flux being thereby much more active, the body of the ware would become more glassy. Would earthenware fired at such a very high temperature become translucent as do other bodies at a lower temperature?

Dr. R. S. Hutton said that the explanation of the decay of pyrometer tubes was of great practical importance. Once the true cause of these defects was understood, it might be possible to specify some material more suitable for their construction. He understood that porcelain, fireclay of various sorts, and silica glass broke down as a result of the rapid crystallisation which set in. Had Dr. Mellor experimented with the new stoneware material of Dr. Buchner, containing fused alumina, and stated to withstand sudden changes of temperature? Independent statements as to its behaviour were difficult to obtain, but it obviously differed considerably from the usual materials and might, therefore, be of interest. Dr. Mellor had emphasised the crystallisation occurring at the surface of contact between the glaze and the "body," but in view of the fact that the glaze formed such a small fraction of the total thickness, was this sufficient to account for the crumbling away of the whol article? The evolution of vapours when porcelain is overheate by some 50 deg. (in the neighbourhood of 1,350 deg.) might accoun in some measure for the attack of the helix of wire serving as th source of heat in small laboratory electric furnaces.

Dr. Mellor said that the methods employed were based upo those used by petrologists. He had introduced a number of modi fications. He had not noticed the formation of viscous film similar to those studied by Beilby. The only source of dange was a wrong interpretation of the results by the bedding of particle of the grinding powders in the pores of the bodies. Very fin etchings could be obtained with cold dilute hydrofluoric acid (1 : 8 The crystals resembling sillimanite were not perceptibly attacked clays were slowly attacked; quartz and felspar were quickl attacked; while the glassy "cementing" flux was attacked wit extreme rapidity. Good surfaces for observation could also b obtained by polishing bodies possessing a marked heterogeneou structure. In a general way, there was no advantage in workin with polished surfaces when the structure could be brought out s well with transmitted light. Metallurgists were at a disadvantag in dealing with opaque bodies because they could not polarise fo crystals, and hence they tried to bring out the crystalline structure indirectly, by etching fluids. Mr. Lomax emphasised the value o the microscopic work. Especially was this the case in the in terpretation of observations. Quite another range of facts could b obtained by working at higher powers in polarised light. When th original constituents of an earthenware body were sufficientl fluxed, the structure was very much like porcelain, but the bal clay alone was responsible for diminished opacity. Of course earthenware would lose its shape if fired to that temperature; bu "ironstone china" was very nearly "porcelainic" earthenware He had not seen a specimen of Buchner's material. It was com comparatively easy to make an unglazed body withstand sudde temperature changes and also repeated heatings, but directly th "biscuit" body was glazed troubles began. Pyrometer tubes wer glazed with the object of protecting platinum wires from the furnac gases. However, crystals are also developed in the body of th pyrometer as in firebricks under the conditions stated in my paper Vapours might be evolved at high temperatures from the tube used as cores in electric tube furnaces. These tubes were no "phosphatic porcelain," the vapours were, therefore, not phos phorous fumes. Although he had assumed that crystallisatio was undesirable in pottery bodies, beautiful decorative effects wit crystalline glazes (aventurine and ice-frosted glazes) have bee exhibited on the Continent and in America during the past te years. When crystals were wanted, it was obviously necessar to keep the glazes in the zone of rapid crystallisation instead o hastening past that region.

THE SANDERSON COLLECTION OF OLD WEDGWOOD.

(BY OUR OWN REPRESENTATIVE.)

SURELY nothing in the realms of fiction eoul be more romantie than aetual episodes in the careers of some of the famous colleetions o old china. There are pieees still extant round which love-stories have been woven and family feuds have been ereated. It has often happened that apart from momentous ineidents that may have bee associated with the possession of unique pieees of pottery in the generations during which they were beeoming "ancient," the possession of them in recent years ha not been free from exeiting adventure.

There was considerable excitement among lovers o eeramics in general and of "Old Wedgwood" i partieular when it was announced that the importan "Sanderson Collection of Old Wedgwood" was to b sold by auction at Christie's rooms in King-street, St James's, on June 12. It was intimated that the collectio might be viewed before the sale. I accordingly visite the auctioneer's rooms on the morning of June 12, an then learnt that the entire eollection had been sol privately by the owner. Considerable disappointment wa expressed in the sale-room, and when it was known tha Messrs. Duveen were the purchasers there were man conjectures as to the price paid for the eolleetion. A evening paper of the same day said the price was abou £20,000, and that "the colleetion would be exhibite

on.'' The following day I called on Messrs. Duveen, ıo, however, declined to state the price, and added that that time nothing had been thought even of exhibiting e collection. It seems they had been in treaty for the ırchase for more than two years, and the inference is at the proximity of the date fixed for the sale by auction ted as a stimulant, and presumably induced them to me to the vendor's terms.

The collection belonged to Mr. Arthur Sanderson, the ell-known Scottish connoisseur, and it has been referred by some as ranking in importance with that of the late ord Tweedmouth. The pieces in this Sanderson collection ver the period of 1770 to 1795, and they include plaques, edallions, portraits, vases, déjeûner cabinet pieces, busts ıd figures, applied and mounted pieces in the original ld, steel, or ormolu mounts. Mr. Arthur Sanderson, the mous distiller of Leith, has a fine collection of pictures, cluding many by old masters, and he is also a collector old English and French furniture. In collecting old edgwood he proceeded on well-defined lines, his principal oject being to illustrate the great English potter's ogress and the evolution of his decorative art work thin the period named. The pieces include many ique in colour and quality, which came from about enty celebrated collections formed by well-known nateurs between 1830 and 1880. The collection has en exhibited at a museum on loan, and '' is now only sold om want of space for its suitable display in the owner's sidence.''

It will be regrettable if this important collection returns privacy without admirers of old Wedgwood being rmitted to inspect it at leisure. I inquired of Messrs. uveen whether the newspaper statement that '' the llection would be exhibited during the next few days '' as true, and was told there was no authority for the port, as nothing was then decided. The inference is at if Messrs. Duveen dispose of it shortly in its entirety may not be publicly exhibited. If, however, they do ot arrange with an individual purchaser, the probability that they will submit it to sale by auction. It is hoped it ay not go out of the country. The collection includes mples of Wedgwood's best work. There is one of the first fifty '' copies of the Barberini or Portland Vase, in lid black jasper with white reliefs. The artistic value this is too well known to need further comment. But ere are two other vases which are intensely interesting the '' Homeric '' vases, ornamented with scenes from omer. One large vase on pedestal in pale, solid, grey ue jasper, with reliefs of Flaxman's Apotheosis of Homer, orders of foliage, figure of Minerva at back, and figure of egasus on cover. The pedestal is square, with griffins at e corners, bold leafage and festoons of flowers. It ears the badge of the Prince of Wales and motto '' Ich ien '' back and front. The vase is 18½ in. high and e pedestal 6 in. This was made by Wedgwood, and resented to George IV. as Prince of Wales on his coming age in 1783. (The history of this vase, from its production by Wedgwood to its purchase by Messrs. Duveen ould include revelations of great interest.) The other rge '' Homeric '' vase on pedestal is in black jasper, ith relief in white of the Apotheosis of Virgil, designed y Flaxman about 1776, the handles formed of snakes, ıd cover terminating with a figure of Pegasus in ıe clouds. The square plinth has borders of honeysuckle, acanthus, and other foliage. The square pedestal ıs winged griffins at each corner, with borders of foliage ıd reliefs of sacrifices. The vase is 18 in. high, the edestal 6 in. These Homeric vases are considered the ost important ever made by Wedgwood in jasper, and ıe one in this collection is the only one known of the irgil subject.

Parliamentary Notes.

Workmen's Compensation and Insurance.—In the House of Commons last month Viscount Castlereagh asked the Chancellor of the Exchequer whether, having regard to the number of policies likely to be effected in view of the coming into operation of the Workmen's Compensation Act, 1906, and to the hardship of the imposition by law of a stamp of sixpence upon each such policy, he will, in the interests of insurers with small means, consider the advisability of providing that, as in the case of insurances against fire, a stamp of one penny should cover policies effected against the liability cast upon all classes of employers under the Act of 1906. Mr. Asquith, in a written reply, said : All policies of indemnity against accidents on which the annual premium does not exceed £1 are, under Section 11 of the Finance Act, 1899, treated as policies of insurance against accidents and attract a duty of no more than 1d. This would seem to be sufficient to meet the case of insurers with small means, regard being had to the rates of premium usually charged upon such policies, except perhaps in some particularly dangerous trades. The question whether, in view of recent legislation, there is a case for the further extension of the concession is engaging attention.

Manufactured Goods in the Trade Returns.—In the House of Commons, on June 12, Mr. Pike Pease asked the President of the Board of Trade whether he could state what were the principal differences in the character of the articles included under the term of manufactures in the United Kingdom, Germany, France, and the United States respectively ; to what extent these differences vitiated the comparison of the exports of manufactures from those countries ; and what would be the value of the exports of manufactures from the three foreign countries mentioned in a recent year if the classification were uniform, and the same as that of the United Kingdom. Mr. Lloyd-George replied : In both the French and German trade statistics certain articles are excluded from the category of manufactures which are classed as such in this country, the principal of these articles being metals and certain semi-manufactured metal goods, combed and carded wool, and certain building materials, whilst in France thrown silk and oilcake are also excluded, and in Germany crude chemicals. On the other hand, oils are classed in this country as raw materials, and in Germany as manufactures. In the United States tobacco, which is grouped with articles of food and drink in this country, and timber and lumber, mineral oils and coke, which are classed as raw materials in this country, are classed as manufactured articles. Making allowance for these and other minor differences, it appears that if the classification adopted in this country were adopted in the countries named, the exports in 1905 (the last year for which the figures are available) of manufactures from France would have been, roughly, 126 millions sterling, instead of 110 millions sterling ; from Germany 214 millions sterling, instead of 191 millions sterling ; and from the United States 101 millions sterling, instead of 127 millions sterling. The exports of manufactures from the United Kingdom in 1905 were 273 millions.

China, Glass and Earthenware Dealers are to be congratulated on the fact that, according to the official returns, no member of their trade was gazetted as bankrupt in England or Wales during the month of May, 1907. In May, 1906, three were gazetted.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

MANUFACTURERS here are still busy, though it wants only a month to the Wakes. But the condition of trade shows signs of change, and the change is not for the better. Still, the majority of local works are running well, and have good orders on hand, but for this they chiefly have to thank our foreign and Colonial customers. We, in this part of the country, have now been enjoying a spell of good trade for close upon two years, but it cannot be truthfully said that at any time during that period the home market has been in a really satisfactory condition. Here and there trade has been sporadically active; Lancashire, Yorkshire, and the North have from time to time furnished good returns; but there has been no strong, steady, and general upward tendency in the home trade, and to-day own own market for pottery is decidedly quiet. Yet, all the while, our foreign and Colonial trade remains surprisingly active, and not a few people have been puzzling their brains to reconcile this contradictory state of affairs, which flies directly in the face of precedent. Some manufacturers say that this is because the export trade has not been so remunerative, though there has been more of it. They say that in the potting trade, and in the greater industries, such as iron and steel, woollen and cotton, competition is so keen that the margin of profit has been greatly reduced. Others take another view of the matter. I called a day or two ago on a potter whose wares are known all over the world, and he put his views in this way:—"I've just come down from London, and I was surprised to find things so bad. In spite of increased exports and railway traffics, the home trade is rotten; it is as bad as I have known it for years, and it's the most extraordinary thing I've ever known of. I called on one of the biggest stockbrokers in London a few hours ago, who told me that the reserves at the various banks are upwards of a hundred millions more than they ought to be, showing that the public have lost confidence, and will not invest. That is one thing; municipal trading is another. The county and local councils are borrowing and spending money lavishly in all parts of the kingdom, with the result that high rates prevail and cripple industry. It is quite a mistake to imagine that because our export trade is good our home trade is equally so. I could show you thirty or forty letters a day from customers asking for a little more time for payment of their accounts, and saying that they have had no season at all this year. Of course, the weather has been against trade, but, allowing for that, trade is still very bad, and if it were not for the foreign and Colonial trade I don't know where the Potteries would be." However, even if the boom is nearing its end, trade ought to remain fairly good for a considerable time yet. The great industries of the country have a sufficient accumulation of orders on hand to ensure that there shall be plenty of employment until autumn is far advanced. This should steady the home trade for pottery, and carry us well into the busy time which always comes before Christmas. Moreover, there is still a great amount of life in the American and Colonial markets for pottery. Thus, though the boom may be on the wane, no sudden collapse need be feared. All present indications go to show that the pendulum, at worst, will swing back very slowly, and if the foreign trade continues sufficiently strong to afford fair employment, even though the trade may not be so remunerative as manufacturers might wish, it would serve to stave off the evil day, and diminish the severity of the pinch which the pessimists think is coming. Whatever the future may hold in store, the present position of the export trade gives cause for keen satisfaction. Once more, during May, the returns showed a big increase. We sent abroad ware worth £227,616, compared with £196,830 in May of last year, and £178,423 in May of 1905. This is "good business" indeed. The exports to the United States during the month were £58,388, compared with £37,363 in 1906, and £44,555 in May of 1905. The total exports of ware for the past five months were valued at £1,057,769, against £931,226, and £846,971 in the two preceding years respectively. The exports to the United States improved during the five months by more than £30,000 compared with last year

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We are now fairly in the midst of the battle for the federation of the six towns of the Potteries into one city. Several months have elapsed since the Local Government Board sent its momentous communication to the municipalities suggesting the desirability of a comprehensive scheme of unification, embracing the whole of the Potteries, and after a great deal of time had been wasted matters have at length commenced to move forward. The Local Government Board oxpressed a clear desire that immediate action should be taken, and it was open to any of the six towns to immediately summon a conference. But the only town which grasped the position was Hanley. The mayor of that bustling county borough immediately invited the other towns to meet at a conference and talk the matter over, The result was melancholy in the extreme. None of the towns would have anything to do with the Mayor of Hanley's invitation to talk matters over, and the county borough finding that, once again, it had unwittingly "put its foot into it," has since been waiting for developments in other quarters. The next move came from Stoke and Longton, who expressed their willingness to send representatives to a conference provided it was convened by the Local Government Board. Then, just when it seemed as if the towns were going to fritter away the chance which the Local Government Board has presented it with, Mr. Leonard Grimwade came upon the scene. Mr. Grimwade called a meeting of the manufacturers and business men of the Potteries, and, at a well-attended meeting at Stoke, an influential association was launched into existence with the object of promoting the cause of federation. Recently this association has been busily occupied in preparing a bulky volume containing expressions of opinion in favour of federation from leading men in all parts of the district. The book expresses the studied views of the men who know and the men who pay. The total rateable value of Hanley, Stoke, Fenton, Longton, Burslem, and Tunstall is approximately £800,000. The opinions collected in this book, with additions which have come in since the book was printed, represent £200,000, or a quarter of the entire total. The association has collected about two hundred "opinions" so far, and half of them represent the views of leading potting firms. Among the list we find such names as Wedgwoods, Cauldon, Ltd., Mintons, Ltd., Goss, Twyfords, Ltd., Johnson Bros. Ltd., Bullers, Ltd., J. Macintyre & Co., Ltd., Doultons, Ltd., Wileman & Co., Burgess & Leigh, E. Brain & Co., Geo. Jones & Sons, Wedgwood, Ltd. (Tunstall), Fielding & Co., the Empire Porcelain Co., Winkle, Wood & Sons, Keeling, Myott, Grimwade, Ltd., Wade Gibson & Sons, Davison & Sons, Harrison & Son (Hanley), Asbury Furnival, Ltd., Sherwin & Cotton, the Henry Richards Tile Co. Thos. Forester & Sons, Gimson, E. Massey, Allerton, and a host of others. To this weight of opinion must be added the views of many of the great colliery proprietors of the district, big shopkeepers, ministers of religion, leading trade unionists, professional men, and others. It is significant, too, how many of the opinions are those of gentlemen who are actually engaged in municipal work and know from experience what economies and advantages federation must bring, especially in such matters as technical education, sewage disposal, street improvements, housing, railway rates improved travelling facilities, and so on. Some of the opponents of federation would appear to prefer that the towns other than Hanley (which, being a county borough, controls its own affairs) should remain under the domination of the County Council: in other words that they should remain, as now, federated, for it is nothing less, with towns in South Staffordshire fifty or sixty miles away. The working classes of the district are preparing a great petition to the President of the Local Government Board in favour of amalgamation. Fifty thousand signatures are wanted, and, if obtained, a great step forward will have been taken. The main thing at present the moment is to let the Local Government Board see that the "principle" of federation commands general approval. The financial adjustment will come later on, and the Board may be trusted to see that each town is fairly treated by the others. What is done during the next few weeks must have an important effect upon the future welfare of the Potteries, and for the sake of the district, the people, and the potting trade, it behoves all to work with a will to make federation an accomplished fact.

The announcement made in last month's POTTERY GAZETTE that Mr. T. W. Twyford and Mr. T. C. Moore had at last obtained successful results in the firing of pottery ware by Mond gas at their experimental works in Victoria-square, Shelton, evoked quite unprecedented interest in the trade. On Thursday, June 6, a demonstration of the methods was given, and in the course of that day, whilst the firing was in progress, hundreds of manufacturers visited the works and examined the oven. All day long the stream of visitors continued, and large numbers also called the following Monday to see the oven drawn. The experiments are dealt with more fully in another part of this issue, so that it is unnecessary for me here to go into detail. I think everybody was delighted with the cleanliness and simplicity of the system. The entire absence of smoke appealed especially to all. As to the results, due allowance must be made for several difficulties with which Messrs. Twyford and Moore had to contend. To begin with, the object of the demonstration was only to show that china biscuit heat could be attained by means of the gas, and this was amply proved. The heat was clearly adequate, and was well distributed. The oven contained both earthenware, biscuit, and china, and in firing the china the earthenware was naturally over-fired; this was inevitable. An examination of the china showed that the atmosphere of the oven left something to be desired, but as it is asserted that an oxidising or a reducing flame can be attained in the oven at will by controlling

he proportions of gas and air admitted, this difficulty should yield o furthor experiment without much trouble. In fact, manufacurers might even be left to deal with this problem for themselves. t must not bo forgotten that the experimental oven was an excedingly old ono. With a regenerativo oven much greater things ould unquestionably be done, but the experimenters were paricularly anxious to show that this system of firing could be applied t a trifling cost to the ordinary pottery ovens in common use. The trade is eagerly waiting now to hear more as to the cost of iring by the new process, and as to the saving in breakages, spoiled oods, wear and tear of oven, and labour, which it is claimed will e effected. The experiments have made a deep impression on nany sceptics as to the possibilities of the gas.

The death of Mr. Thos. Forester, J.P., of the Phœnix and Imperial Potteries, Longton, has caused widespread regret. It is not so ong ago that the deceased gentleman was telling me the story of his remarkable career for publication in the GAZETTE; and I shall not quickly forget the impression made upon me by the plain, unadorned tale of the greatest employer of labour in Longton. A ocal historian records that Mr. Forester was born at Stoke, but this s an error. One of his great regrets was that he could not claim he Potteries as his native place. His father was the head of the hrowers, turners, and handlers at Minton's, but it was at St. Helens, Lancs., that the deceased gentleman first saw the light. When two years old he was brought to the Potteries, and with the exception of a brief sojourn abroad, whilst he was establishing a majolica branch for Peterinck & Son, of Tournai, he had lived in North Staffordshire ever since. Mr. Forester was full of energy right up to the end of last year, when illness overtook him. Not content with establishing a reputation as one of the largest producers of flower pots and pedestals in England, he celebrated his completion of the allotted span of years by entering the china trade, and so enterprising were his methods that in the interim he had built up one of the largest, if not actually the largest china trade in the town. At one time he served Longton on the Town Council, and he was several times pressed to accept the mayoralty, but each time refused to be persuaded. An ardent philanthropic and religious worker, he will be greatly missed by all sections of the community, but he leaves behind him a bright example which should prove an incentive to many another to persevere against all odds until success is finally achieved.

I am informed that the Rector of Stoke has decided to delay calling the conference of manufacturers and representatives of the workpeople to decide what form of notice for revision of wages shall in future be given in the potting trade, until after the holidays.—An inquest was held before the Coroner for North-West Staffordshire, on June 7, concerning the death of a glost placer named Enoch Harrison, who had worked at the factory of Alfred Meakin, Ltd., Tunstall. He had had four attacks of lead poisoning during the last thirteen years, the last one about seven years ago. A month ago he stopped work, complaining of pains in his head and rheumatism, and he died on June 2. The evidence of Dr. Hill, certifying surgeon, was that when the deceased stopped work he could not ascertain that he was suffering from anything else except rheumatism. The doctor complained, as several of his colleagues had done from time to time, that lead workers left it too much to the medical man to find out their condition, instead of assisting him by describing their symptoms. The post-mortem showed that death was due to convulsions from diseased kidneys, the state of which "might" be due to plumbism. The jury found that death was caused by convulsions due to the diseased kidneys, set up by the deceased working in lead.—A singular mishap at the earthenware factory of Johnson Bros., Ltd., led to an action at the Hanley County Court a week or two ago, when a claim was made against the firm under the Employers' Liability Act, for £42 18s. by a young girl operative named Elizabeth Tunstall. The plaintiff was a gold cleaner employed by Messrs. Johnson Bros., and her work was to remove superfluous gold from ware by means of a highly corrosive acid. The acid was kept in leaden bottles in quantities of about a gallon, and from the bottles it was poured by the forewoman as required into a cup and mixed with emery powder for use. On one occasion, when the forewoman was not present to do this, the girl poured out some of the acid herself, and spilt it, some going on to her hand, and burning several of her fingers, one of which had to be amputated. It transpired that the girl had already signed an agreement electing to receive compensation under the Workmen's Compensation Act. Judge Mulholland, K.C., therefore held that she could not make a claim under the Employers' Liability Act, and assessed damages under the Compensation Act at £10.

A wedding in which great public interest was taken was celebrated at Forsbrook Church, on June 10, when Mr. John Fellows Adderley, only son of Mr. John Adderley, china manufacturer, of Longton and Forsbrook, was married to Miss Violet Corinne Marman, of Oyama, Blythe Bridge, only daughter of Mr. A. J. Marman, manager of the United Counties Bank, Longton. Although the bridal party was restricted to members of the two families and personal friends, the church was filled. The service was conducted by the Archdeacon of Stoke and the Vicar of Forsbrook. The bride was attended by two little maids. Mr. Henry Broadhurst acted as best man. The church was beautifully decorated, and the whole ceremony was exceedingly pretty. After the wedding, dejeuner was served at the residence of the bride's father, and Mr. and Mrs. Adderley afterwards left for a holiday in Derbyshire.

Mr. Cecil Wedgwood, of Josiah Wedgwood & Sons, Ltd., President of the North Staffordshire Chamber of Commerce, has promised to stand as a candidate at the next Hanley municipal elections. Mr. Wedgwood gave evidence before the Canal Commission on June 19, when he voiced the opinions of the Chamber of Commerce in favour of improved facilities for water carriage. He asked for better canal facilities between the Thames, the Mersey, the Severn, and the Humber throughout the Midlands, and urged upon the Commission that the work could be undertaken by State guarantee

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A very pleasing ceremony took place at the works of Bullers, Ltd., Eastwood, Hanley, on June 17, when Mr. F. R. Pennell, potters manager, was made the recipient of a handsome presentation to mark his approaching marriage. Mr. J. W. Harris presided, supported by several of the leading officials of the company. The presentation consisted of an illuminated address, a dinner service, a trinket set, a hall clock, and a lady's gold watch. Mr. W. M. Taylor made the presentation on behalf of the workpeople, and Mr. Pennell suitably responded.

A rumour has been in circulation for some time past that it is intended to reconstruct and reopen the railway from Shrewsbury to the Potteries, which has been idle for a quarter of a century, and has consequently become almost forgotten. It is said that a movement is on foot to resuscitate it which has influential support, but difficulties have arisen which will prevent any definite step being taken until November. Should the reopening of the railway take place it may be expected to cheapen the carriage of pottery to South Wales and the West of England somewhat, but small hopes are entertained here that the scheme will be carried out.—Fenton potters are to have a chance shortly of installing electricity for motive power to their works, as has been done by numerous potters in the other towns. Fenton has no electricity works of its own, but the necessary Parliamentary powers are being obtained for the Stoke Corporation to extend their area of supply so as to embrace the urban district of Fenton. The Bill passed the Committee stage on June 18, and will, in due course, be reported for the third reading.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

IT is pleasant to be able to report a further improvement in the state of the glass trades, even though it is not manifested in all departments. The foreign imports have been in no way checked, except in this—a satisfactory—respect that public taste, and, it may be, the public prosperity, has improved in late years, and purchasers incline to really good examples of the glass-makers' and the glass-cutters' arts rather than to the flashy imitations of British workmanship from the Continent. Another pleasing fact deserves to be recorded —namely, that the relations between the flint glass manufacturers and the workmen are more cordial than they were some time ago. More encouragement appears to be given to the superior artisans, and this is as it should be if high excellence in production is to be maintained as hitherto.

The glass-houses in Stourbridge and Wordsley are doing a good deal in high-class work, and somewhat increased activity may be confidently expected ere the present month runs out. Very choice things in flower-stands, both in richly cut flint and in coloured glass, have been turned out, especially in Stourbridge. Much attention has been paid to design, and the result is the production of articles not only beautiful in form, but in lovely contrasting colours. Many of the flower-stands are quite novel. The Scottish thistle forms an adornment of some of these choice articles, standing out from the main body; and equally effective are reproductions of flowers, prominent

among them being the tulip. The blending of the colours is really exceedingly fine. In pure flint work for the table —in dishes, epergnes, decanters, wines, and the like, work for which the town and immediate district has long been famous—a fair average business is being done—an improvement which it is hoped will long continue, having commenced about the middle of May. The demand for these goods has, of course, caused activity in the cutting shops, but it is doubtful if all the frames are occupied. They are, however, expected to be very shortly. For best pressed goods there is about an average call for the season, but commoner goods do not sell well. They offer little inducement to manufacturers in their production, owing to keen home and foreign competition. It had been thought that the American pressed glass would oust some of our goods, but the rivalry is held of small account. Some amusement has been created in this centre of glass manufacture by statements in a section of the London press that, owing to a "famine" in human hair, "caused by the enormous demand in the feminine fashionable world for coils and toupees, and the action of some of the governments on the Continent in prohibiting young peasant women to sell their tresses, recourse is being had to spun-glass." Experiments, said to have proved successful, are declared to have shown that wigs of this material are most beautiful. Any shade of colour can be had. It is difficult, though, to believe the published statement that "the imitation is so realistic and true to life that it is impossible to detect the difference between it and real hair grown on the head." Should any of the fair sex indulge in a wig of that kind and take part, say, in a ball, there would be, if not "wigs on the green," certainly plenty of spun-glass on the floor. Our manufacturers will be quite willing to supply any quantity of "cane" required by the spinners, and any colour from pure black to brightest auburn, or, shall we say, green? But they do not expect a boom.

The glass trade in Birmingham is fairly good in most departments, despite foreign competition, which is very keen just now in flower-vases of coloured metal. They are put upon the market at a low price, and are to be seen in many shop windows in the city. Against them it is almost useless to put English goods of similar appearance, for ours are better finished, and the workmen are paid higher wages than are earned by the Belgians, Swiss, or Germans, so the selling price is consequently higher. Just now, as in Stourbridge, there is more doing in dishes, flower-stands of good quality, jugs, &c., and it is worthy of note that the cheapness of silver is leading to a more extensive use of it in the decoration of these articles. It is more freely used now than formerly for scent-bottle caps, fittings for cruet-bottles, &c., and, to some extent, is taking the place of electro-plate. This is a welcome change, and has led to good orders being received from Sheffield and city silversmiths both here and in Stourbridge. Birmingham looking-glass makers and bevellers are having a moderately satisfactory season so far, and a further change for the better is fully expected before the advent of winter. For rolled partition glass a good demand is kept up, it being wanted also for ordinary window-glazing purposes. At Spon-lane there is still activity in the manufacture of cases and of other glass for the production of which the great house is famous. To go to the other end of the scale in glass-making, we may mention that the cribs in the city all appear to be busy. Ink-bottles are made by thousands weekly, and also the smallest size of sauce-bottles. Their "batch," of course, is cullet, for which a good price is paid. That everyone does not know its value was shown the other day at a Birmingham refuse-tip, a couple of men with a cartload of broken mineral-water bottles having shot the whole down the slope and then driven off, evidently pleased that they had got rid of what they thought was a ton of rubbish! There were no street arabs about, or the cullet would soon have been carried off to one or other of the cribs and sold.

The flint-glass trade of Warrington during the past two months has been better than in the spring, yet it can hardly be described as brisk. There is a fair demand for blown as well as pressed goods of best qualities. The bottle houses are fully employed, and the men earning good wages. The prospect for the rest of the season, especially in the export branch, is regarded as satisfactory, and better prices, it is reported, are being obtained from buyers. The condition of things in St. Helens shows a decided change for the better, especially in the bottle trade, and this is the case also in Newton-le-Willows. The number of hands employed is greater than in any previous year, and the output is estimated at not less than 11,000 gross of bottles weekly. This is somewhat surprising, for the weather has been anything but stimulating to the trade. "Minerals" are mostly in request. "Stouts," too, are being turned out in great quantities, a large proportion being to the order of bottlers doing an export business. The plate-glass works of St. Helens are doing well, employing large numbers of men in the several departments. Glass-benders are hardly as busy as they were, but tube-drawers have full employment, and further orders are reported to have been received. Taking the glass trade generally, its condition, less the table branch, is satisfactory.

In Manchester the table trade is much as last reported—not very brisk. Pressed work, for the production of which the houses in the city have long had an excellent reputation, is most in demand. One leading firm who had had trouble with the Glass-makers' Society, are still employing non-unionists, and, if orders came in more plentifully, could easily engage a greater number. The cutting-shop frames are not all employed. Gauge-tubes are still in request. Good shipping orders have recently come to hand, and the general look-out in this branch is decidedly encouraging. The bottle trade is brisk, but the state of the weather exercises a depressing influence on the aerated branch. Many of the orders in the hands of makers are from abroad, and part of these are shipped through the Manchester Ship Canal—the great waterway that is adding so much to the wealth and prosperity of the city. Makers of machinery glass are working at full pressure, the demand for these special articles being exceedingly brisk. Some manufacturers have orders in their books that will take six months or more to execute. The machine-makers of South Lancashire are actively employed in constructing spinning and other frames for cotton mills in course of erection, and glass fittings for these will be required. So it is clear the manufacturers of machinery glass have a rosy time before them.

Turning to West and South Yorkshire, we find the glass bottle trade in a more flourishing condition than has been the case for at least five years. Large orders have been placed with makers for almost all kinds of goods, and especially for the class used in the aerated water business. In fact, a boom has set in. It is gratifying to be able to report that there is a distinct revival in the export department. From one Yorkshire firm alone there have been sent off heavy consignments of "split" sodas and 12-oz. Codd bottles for China, South Africa, and Australia. Makers of sauce, relish, and proprietary medicine bottles are also busy, these chiefly finding employment for so-called flint hands. Coloured goods—stouts, wines, and the heavier drugs—are in good demand. For the first time for a long period some firms have found themselves in a position to set on more blowers and other hands, and the number of "holes" being worked is now very large. The production of machine-made bottles and jars con-

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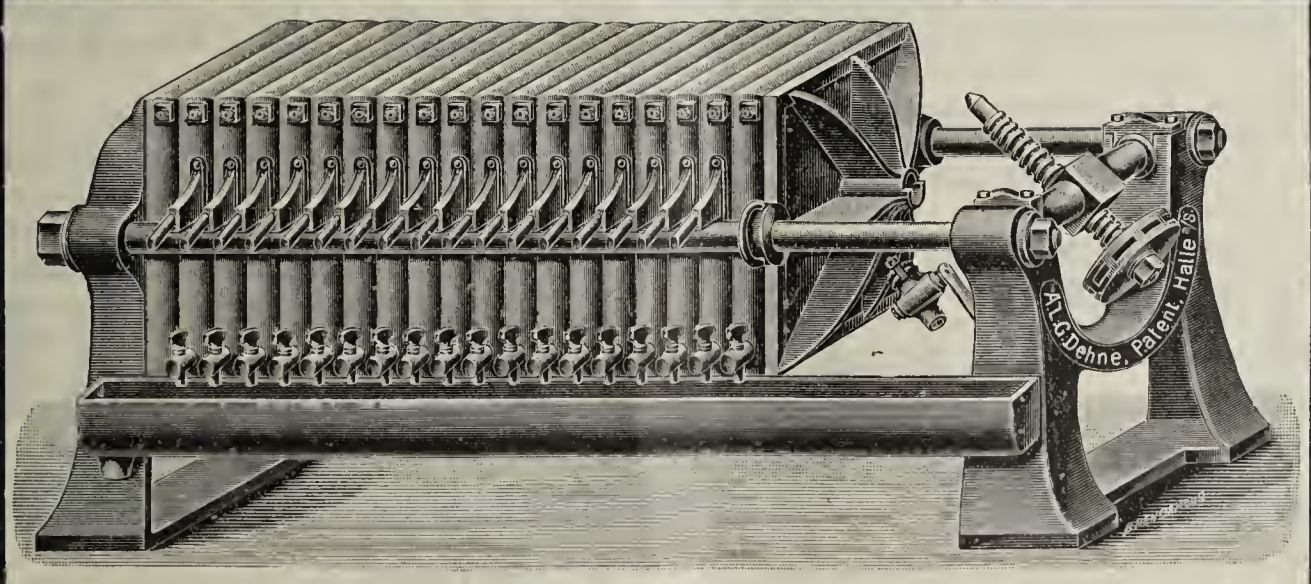
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tinues to increase, and as further extensions are confidently anticipated, it is doubtful if ever all the old class of workmen will be able to find employment at their own trade, Many have long been reduced to the position of general labourers.

As aerated water manufacturers are amongst the best customers of the bottle-making industry, it will not be out of place to give a few particulars respecting a movement they have set on foot, and which is in successful operation in various commercial centres of the kingdom. It consists of a bottle-changing scheme, which gives the means of collecting and restoring to their rightful owners many thousands of stray bottles and syphons. This means to the glass manufacturers a lessened demand for new bottles, and may be severely felt when the present boom is at an end, and which at present is greatly benefitting the employers and workmen of Barnsley, Leeds, Knottingley, Thornhill, Lees, and Castleford. At the latter place there is an improved demand for carboys.

In the city of York the glass trade is a healthy position, especially as regards medicals, both in green and flint, and the output is much larger than usual for the time of the year. Glass for scientific purposes—in the carefully constructed appliances for which the house is famous, and in the cane and tube departments—continues in active demand. About the general flint trade there is nothing of special moment to report; work goes steadily on. Further north, amongst the bottle houses, there is abnormal activity, both in the Newcastle and Sunderland districts, but how long it will last no one can tell. The general opinion is that it will continue through the autumn. At Seaham Harbour the extensive damage wrought by the bursting of a great tank of molten metal, as reported in The Pottery Gazette, has been repaired, and the firm and their employees are busily at work in the fulfilment of orders. In the North, as in Yorkshire and Lancashire, there is a belief amongst the men that the glass bottle manufacturers of the United Kingdom are taking preliminary steps towards forming a trust, the object of which will be to maintain prices and place them on a uniform footing. During the long-continued slack time—a period of at least four years—there was keen competition for orders, and prices went down, in some cases alarmingly; and the object of the trust, so it is alleged, is to put a stop to anything of the kind in future. The operatives engaged in the trade are watching this movement through the National Council, and we are informed that the executive of the Yorkshire Glass Bottle Makers' Union have already decided to forthwith affiliate themselves with the "National" Association of Workers, in the hope that they will be able not merely to cope with the trust when it is formed, but to deal effectively with the hands engaged in the making of bottles and jars, &c., by machinery, who are doing much towards destroying the bottle-blowing industry. The men fear the members of the trust will try to bring down wages, which, it is worthy of remark, have been advanced somewhat since the setting in of the boom.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE retail sections of the trade, more particularly the higher walks of those in the cities and large towns, have found, even in the month of June, only a continuance of adverse conditions. Cold and wet weather has been the general rule, and probably on the whole, up to the time of writing, there have been no more than two fairish days for shopping purposes. Of really good shopping days there have been none at all. As in May, so also in June, a certain bulk of the moderate counter business going amongst these higher class saloons has been of the wedding present order. In the number of these sorts of transactions there is, perhaps, little or no falling off; but now, as during May, choice has generally fallen on the less costly articles, and consequently the intrinsic value of the turnover as a whole does not even nearly approach the mark of the average of the good years of the past.

The retail places of the ordinary or utilitarian sort have been deriving some small but still appreciable benefit from the needs of the household being brought into prominence at the great annual flitting term, on the part of those who set up houses for themselves for the first time, and also of those who have been merely removing from one residence to another and incurred crockery and glass breakages in the process thereof. These incidentals are, of course, very welcome at a time when the run of ordinary or normal business is so markedly slow. Things at the present moment do not look at all cheering for the china and glass retailers at the coast and country resorts, who laid in stocks for the season just in the usual way and up to the usual average as regards bulk, according to the reports furnished by the wholesale merchants. For, although according to the calendar we are over the keystone of the season, with the length of the days again on the decline, there has been no real touch as yet of neither spring nor summer, and that is a very bad affair for the pleasure resorts and all the traders therein. The migration from the cities and towns makes as yet the poorest show of a mere beginning. One wholesale china and glass merchant, with regard to his retail customers at these resorts, was heard to observe that this year great courage would be required when seeking payment for the goods supplied. It is to be hoped, however, that July and August will provide wholly changed conditions, and that stocks may then be thinned in some measure at least.

Ordinary provincial orders have not been coming in at all badly during June, and some of the wholesale providers find no reason for complaint on that score, although of course there has been nothing of a rush. In regard to the late advance in the selling prices of goods, it is reported that this seems to be coming in for more general acceptance amongst the retail or distributing sections. No doubt the continued high costs in fuel and in the raw materials which are indispensable in the running of pottery and glass works exercise their natural pressure, thus tending to bring things to a more equitable level, even although grumbling and resistance have to be encountered and overcome before success is attained.

Accounts from the various pottery and glass works in Scotland report a fair condition of activity in production. The stoneware makers seem to be keeping up well the late very good monthly volume in jam jars and bottles. The general backwardness of the season might have acquired prospectively some considerable check in fruit preserve operations, but this does not seem to be apprehended in any serious degree. The contract prices generally secured for jam-pot supplies are understood to be on the whole satisfactory. The Rockingham position is still unaltered and, of course, it remains unsatisfactory.

A China Cement recommended by an American contemporary is made as follows:—Take eight ounces of the best glue, put it to soak in a wide-mouthed bottle, with half a pint of water. Stand the bottle in a hot-water bath, and, when melted, slowly add two and a half ounces of nitric acid, stirring constantly. Effervescence will take place, from the escape of nitrous acid gas. Then allow the liquid to cool. Keep it well corked, and it will remain good and always ready for use.

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Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

CLARK'S SUPPLY STORES (Henry George Clark, Hugh Grover and Henry Preece), 43, Cranbrook-road, Ilford, china and glass dealers and house furnishers. May 11. Debts by H. G. Clark. (May 21.)

JACOBS' STORES (Maurice Jacobs, Joel Jacobs, and David Barnard), 8, High-road, Kilburn, 71 and 73, The Broadway, Cricklewood, and 12 and 52, Week-street, Maidstone, china and glass dealers and furnishers. March 1. Debts by J. Jacobs and D. Barnard, who continue. (June 7.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

STUBBS BROTHERS & JOHN CHEW (LONGTON) LTD., china manufacturers, Mill-street Works, Longton. The adjourned first meeting of creditors was held herein on June 6, at the North Stafford Hotel, Stoke-on-Trent, when the Official Receiver explained that the previous meeting was adjourned because there was not a quorum of creditors present. He pointed out that again there was not a quorum. No resolutions were therefore passed, and the matter will be dealt with by the Official Receiver. The unsecured liabilities were stated at £6,599, and no assets. The following are creditors:—Potters Mills, Ltd., Longton, £821; John Kent, Fenton, £10; N. S. Pulveriser Co, Burslem, £24; E. T. Greatbatch, Hanley, £55; Park Hall Colliery, Longton, £167; Stirrup & Pye, Longton, £96; Mossfield Colliery Co., Longton, £240; Florence Colliery Co., Longton, £46; J. Heath & Co., Fenton, £46; Taylor & Co., Longton, £109; De Grell, Houndred & Co., London, £129; John Matthey & Co., London, £72; Harrison & Son, Ltd., Hanley, £10; Airostyle Co., Longton, £80; King Bros., Stonebridge, £16; Cope Marl Works, Longton, £10; Shaw & Swift, Longton, £22; Warrington & Son, Stoke, £42; Thompson & Beech, Fenton, £38; Mobberley & Perry, Stonebridge, £13; T. & G. Cooper, Hanley, £11; John Lamb, Newcastle, £15; Tomkinson & Betteley, Longton, £10; — Barke, Stoke-on-Trent, £10; Tudor & Co., Hull, £64; W. Varcoe & Son, Stoke, £91; Robinson & Co., Manchester, £12; Royal Art Pottery, Longton, £49; bankers, Longton (collaterally secured), £536; J. G. Aynsley, Longton, £1,016.

WATERFORD GLASS BOTTLE CO., LTD. Resolved May 10, confirmed May 27:—That the company be wound up. W. H. Brown, of H. B. Brandon & Co., Waterford, liqr., to whom claims by July 10.

Notice of Intended Dividend.

CARTER WM. A., 85, St. Thomas-road, Derby, glass dealer. Claims to Fredk. Stone, Derby, O.R.

Notices of Dividends.

BARKER THOS., trading as Thos. Barker & Co., 2, Dudley-road, and 29, Portland-road, Osterley Park-road, Southall, glass merchant. First and final, of 1s. 5d., at Saker & Davis's, 95-97, Finsbury-pavement, E.C.

CUTLER CYRUS, 56, Park-street, Walsall, glass dealer. First and final, of 4s. 4d., at O.R.'s, Wolverhampton.

Estate Sequestrated.

BUTCHER FRANK, 6 and 10, Earl Grey-street, Edinburgh, glass and china merchant. May 21.

Notice.

CAULFIELD & Co. (Thomas Alex. Jebb), 16, Adam's Court-lane, Glasgow, wholesale china, crystal, and stoneware merchants. Business transferred, May 28, to James Brown Dick and Alfred King, who will collect all accounts. T. A. Jebb will discharge all liabilities. (May 31.)

Trust Deed Granted.

SCOTT WM., 4, Bruntsfield-place, Edinburgh, china merchant. Claims to Romanes & Munro, 50, Frederick-street, Edinburgh.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. P. G.)

BENNETT CHAS., Marsh-cottage, Wolstanton, Stoke-on-Trent, and RICHD. SIMPSON BENNETT, Ashfield New-road, Newcastle-under-Lyme, trading in co-partnership with another (a minor) as the Marlborough Pottery Co., the Marlborough Pottery, Union-street, Hanley, earthenware manufacturers. Dated June 6. Filed June 10. Liabilities unsecured, £291 0s. 10d. Property, after deducting secured claims, £310 8s. 10d. Tr., C. E. Bullock, Albion-street, Hanley. Secured creditors, £26 5s. 5d. The following are creditors:—Lucas & Son, Burslem, £35; Furlong Mills Co., Burslem, £18; Clementson Bros., Hanley, £18; J. C. Schofiel, Hanley, £15; Griffiths & Co., Hanley, £20; Shelton Iron & Steel Co., Shelton, £42; Keeling & Walker, Stoke-on-Trent, £21.

GODDEN WALTER HENRY, 57, High-street, Weston-super-Mare, and Sunnycroft, Bleadon, glass and china dealer. Dated May 18. Filed May 21. Liabilities unsecured, £1,115 4s. 4d. Property, after deducting secured claims, £125. Tr., P. J. Porter, 75, High-street, Weston-super-Mare. The following are creditors:—Sanderson & Young, London, £4; Shapland & Petter, Barnstaple, £5; C. H. Godden, Barnstaple, £32; J. Walsh Walsh, Birmingham, £10; Mrs. M. S. Godden, Bleadon, £150; Price, Sons & Co., Bristol, £4; Pountney & Co., Ltd., Bristol, £9; S. Dean & Co., Burslem, £6; Doulton & Co., Ltd., Burslem, £11; Ford & Co., Hanley, £4; Aynsley & Sons, Loughton, £10; Williamson & Sons, Loughton, £4; S. Holdcroft, Loughton, £5; Miss E. S. Wyncoll, Ross, £650; R. Hall, Salisbury, £25; G. Jones & Sons, Ltd., Stoke-on-Trent, £27; Ridgways, Stoke-on-Trent, £7; Wiltshaw, Robinson & Son, Stoke-on-Trent, £28; Copeland & Son, Stoke-on-Trent, £7; Hingley & Sons, Stonebridge, £17; W. Ault, Swadlincote, £4; Watcombe Pottery Co., Torquay, £8; Longport Pottery Co., Torquay, £9; Booths, Ltd., Tunstall, £12; Rossiter & Son, Weston-super-Mare, £6; Bryant & Sons, Weston-super-Mare, £4; Frampton & Sons, Weston-super-Mare, £4; Wansbrough, Sons & Garner, Weston-super-Mare, £6.

GRANGE EDWARD, 11, Front-street, Brampton, glass and china merchant. Dated June 8. Filed June 15. Liabilities unsecured, £306 9s. 8d. Property, after deducting secured claims, £350. Tr., Rbt. Dalton, Carlisle. The following are creditors:—Messieurs Enderlien, London, £22; G. W. Wilson, Aberdeen, £18; D. Bell, Brampton, £15; Hayton & Sons, Carlisle, £28; Hon. J. Howard, Carlisle, £28; — Plants, Longton, £12; D. Hodgson, Newcastle-on-Tyne, £22; Thornby Pottery Co., Thornby-on-Tees, £27; bankers' claims, £100.

LEDGAR THOS. PICKARD, Stone-road, Longton, and FRANCIS JAS. SMITH, Church-street, Fenton, and trading at Heathcote Pottery, Heathcote-road, Longton, as Ledgar & Smith, earthenware manufacturers. Dated June 12. Filed June 15. Liabilities unsecured, £2,659 15s. 5d. Property, after deducting secured claims, £1,813 4s. 5d. Tr., C. E. Bullock, Longton and Hanley. Secured creditors, £769 6s. 8d. The following are creditors:—Gauzel & Rosenberger, London, £42; Devon Clay Co., Burslem, £38; A. P. Swann, Burslem, £57; N. S. Pulveriser Co., Cobridge, £181; Wengers, Ltd., Etruria, £15; Goldenhill Cobalt Co., Goldenhill, £34; Cartlidges, Hanley, £56; Harrison & Son, Ltd., Hanley, £33; W. M. Meigh, Hanley, £18; W. Walker & Sons, Hanley, £34; Copes Brick & Marl Co., Longton, £10; Edwards & Jones, Longton, £11; Longton Mill Co., Ltd., Longton, £10; Mear & Moore, Longton, £32; Shaw & Swift, Longton, £50; Stirrup & Pye, Longton, £277; Taylor & Co., Longton, £94; T. Williamson, Longton, £27; Mrs. Coates, Longton, £728; Longton Corporation, Longton, £33; W. Hulse, Longton, £100; Fletcher & Son, Ltd., Manchester, £22; Devon & Courtenay Clay Co., Newton Abbot, £13; J. Oliver & Co., Plympton, £21; J. Best & Son, Stoke-on-Trent, £24; Chromo Transfer Co., Stoke-on-Trent, £16; North Devon Clay Co., Stoke-on-Trent, £23; Varcoe & Son, Stoke-on-Trent, £41; Anderton Co., Ltd., Stoke-on-Trent, £33; Guardians of the Poor, Stoke-on-Trent, £10; wages, £25; bankers' claims, £362.

MCCABE JOSEPH, 25, Albert-road, Colne, crockery-ware dealer. Dated June 5. Filed June 11. Liabilities unsecured, £217 8s. 10d. Property, after deducting secured claims, £30. Tr., R. S. Windle, Barnoldswick. The following are creditors:—G. Hobson, Burslem, £10; J. Humphreys, Burslem, £9; Brown & Stevenson, Burslem, £7; J. Sadler, Burslem, £5; Clokie & Co., Castleford, £3; W. C. Bean, Colne, £30; F. Binns, Colne, £20; J. A. Brier, Dewsbury, £7; J. H. Cope, Longton, £14; T. Walters, Longton, £11; A. Machin & Co., Longton, £5; Blackburn & Hume, Longton, £6; Ledgar & Smith, Longton, £4; J. Holden & Son, Oswaldtwistle, £13; W. Adams, Tunstall, £6; S. Gray, Birmingham, £7; J. Hartley & Co., Birmingham, £5; Booth & Walker, Bradford, £5; Spencer Bros., Burnley, £17.

MOORE ROBERT, 612, Stockport-road, Longsight, Manchester, glass and china dealer. Assignment upon trust, &c., with a view that the business may be carried on and the debts gradually liqui-

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dated out of the profits thereof so as to preserve the goodwill of the business; when the said debts paid, then estate to be re-assigned to debtor. Dated May 17. Filed May 22. Liabilities unsecured, £358 19s. 10d. Property, after deducting secured claims, £359 15s. Tr., W. H. Warnes, 6, John Dalton-street, Manchester. Secured creditors, £5. The following are creditors :— D. Santonia & Co., Ltd., London, £18; Brenthall Pottory Co., Broscley, £13; S. W. Dean, Burslem, £14; Wildblood, Heath & Sons, Longton, £16; Wileman & Co., Longton, £10; T. Hulse, Longton, £10; Baxendale & Co., Manchester, £34; General Electric Co., Ltd., Manchester, £28; O. Collier Littler, Manchester, £24; W. H. Warnes, Manchester, £11; Grimwades, Ltd., Stoke-on-Trent, £21; Mrs. Moore, senior, £25; bankers' claims, £30.

Moulton Wm. Geo., trading as Wm. Moulton, 18, Snow-hill, and residing at 23, Francis-road, Birmingham, glass and china merchant. Dated May 16. Filed May 22. Liabilities unsecured, £413 14s. 4d. Property, after deducting secured claims, £240. Tr., R. F. Daman, 33, Newhall · street, Birmingham. The following are creditors :— Fanny Tattersall, Birmingham, £50; — Lilley, Birmingham, £5; Frank Taylor, Birmingham, £45; Keeling & Co., Burslem, £49; Tooth & Co., Burton-on-Trent, £8; J. Bourne & Son, Denby Pottery, £7; Crown Staffs. Porcelain Co., Fenton, £28; J. Aynsley & Son, Longton, £16; Star China Co., Longton, £11; Wild Bros., Longton, £3; S. Fielding & Co., Stoke-on-Trent, £10; J. Wedgwood & Sons, Stoke-on-Trent, £4; Clay Bros., Stourbridge, £78; Watson & Co., Stourbridge, £4; Booths, Ltd., Tunstall, £67; rates, £12.

Wallwork Handel, 24, Stockport-road, Ashton-under-Lyne, glass and china dealer. Dated May 16. Filed May 22. Liabilities unsecured, £202 18s. 4d. Property, after deducting secured claims, £63 8s. Tr., Wm. R. Sharp, 30, Brown-street, Manchester. The following are creditors :—A. Buckley, Ashton-under-Lyne, £8; Dr. Hamilton, Ashton-under-Lyne, £3; S. Grey, Birmingham, £10; G. Hobson, Burslem, £19; J. F. Elton & Co., Ltd., Burslem, £13; King & Barratt, Burslem, £6; J. Sadler, Burslem, £7; Pearson & Co., Chesterfield, £14; Ellison Sowerby, Gateshead, £4; G. Proctor & Co., Longton, £6; R. H. & L. Plaint, Longton, £6; Wagstaff & Brunt, Longton, £5; J. Boyd & Co., Manchester, £33; J. W. Sowerby, Newcastle, £4; S. Hancock & Sons, Stoke-on-Trent, £24; T. Dean, Tunstall, £5.

Bankruptcy Proceedings.

Aldridge Alfred E., dealer, 1, High-street, Stroud. The following are creditors :—M. Freeman, London, £15 4s. 8d.; Bristol Porcelain and Glass Co., Bristol, £18 19s. 11d.; James A. White, Bristol, £35 15s.; John Brown, Cardiff, £41; Standard Fireworks Co., Huddersfield, £24 4s. 9d.; Grimwades, Ltd., Stoke-on-Trent, £10 18s. 10d.; T. L. Chew & Sons, Stroud, £30 15s. 2d.; H. W. Clark, Stroud, £53 5s.; P. Ford & Son, Stroud, £16 1s. 8d. Partly secured creditors: Bankers' claims, £90; (estimated value of security, £78 15s.); fully secured creditors, £887 15s. 11d. Liabilities, £466 17s. Assets (after deducting preferential claims), £224 10s. 9d.

Male Jno., 6, Lancaster-street, and the Market, Barrow-in-Furness, glass and china dealer. R.O., June 13. Adj., June 13.

Morton George & Co., 19 and 21, Wilson-street, glass merchants and manufacturers' agents. R.O., June 5. Exam., Bky. Ct., July 26.

Schneidermann Leon, glass and china dealer, &c., 27, Beaufort-street, Stapleton-road, Bristol. The above debtor again appeared at the Guildhall, Bristol, last month, for his public examination before the Registrar, Mr. Harley. Debtor was further questioned with reference to the sale of some plant, and the repurchase by the debtor's wife; he was now working that plant. The Assistant Official Receiver (Mr. F. W. Darley) asked that the examination be adjourned sine die, on the ground of the unsatisfactory features of the case. A short time before the receiving order debtor said he had lent over £370 to some relatives in Russia, and he had made a bad debt of about £460 through a Mr. John Smith, of London. Neither the relatives nor Smith could be traced. The examination was ordered to stand further adjourned, and the debtor was advised to obtain legal assistance in the meantime.

Stathers Henry, trading as Stathers & Co., 3, Hardwick-street, Hull, earthenware dealer. Exam., C.C., Hull, July 15. R.O., June 8. Adj., June 8.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

Blocks or Bricks, No. 12,511.—T. A. Simpson. Blocks or bricks and quarries for use in constructing potters' kilns. May 30, 1907.

Bottles, No. 12,576.—C. F. Snook. Bottles. May 30, 1907.

Bottles or Jars, No.. 11,485.—J. Hurlimann. Bottles for jars and the like. (Date applied for under Patents' Act, 1901, Sept. 5, 1906.)

Ceramic Panels, No. 11,982.—J. Dansette. Method of making reinforced or armoured ceramic panels. May 23, 1907.

Combination Plate and Saucer, No. 12,195.—W. W. Taylor. Combination plate and saucer. May 27, 1907.

Earthenware Pipes, No. 13,087.—M. Jarrow. Machines or apparatus for the manufacture of earthenware pipes or mains and the like. June 6, 1907.

Facetting Hollow Glass-Ware, No. 12,465.—A. Neumann. Grinding or polishing machines for facetting hollow glass-ware and the like. May 29, 1907.

Fire Tiles, No. 12,996.—R. Kirk. Coal and wood saving composite fire tiles in all designs. June 5, 1907.

Floor Tiles, No. 13,048.—I. S. McGiehan. Improvements in or relating to floor tiles. June 5, 1907.

Hollow Bodies, No. 13,055.—W. C. Edwards. Improvements in and connected with the manufacture of hollow bodies of clay and other materials. June 5, 1907.

Inkstands, No. 12,660.—O. M. Giersing and J. Heerfordt. Improvements in inkstands. May 31, 1907.

Lavatory Basins, No. 11,464.—J. Shanks. Improvements in lavatory basins and water-supply fittings therefor. May 16. 1907.

Measuring Glasses, No. 11,507.—W. F. Butcher. Measuring glasses for dark-room purposes. May 16, 1907.

Mixing Mills, No. 12,384.—H. U. Prindle. Improvements in mixing-mills. May 28,1907.

Moulding Glass Tiles, No. 12,132.—Société Anonyme des Manufactures de Glaces et Produits Chemiques de Saint-Goban Chauny et Cirey. Improved process of moulding or manufacturing glass tiles. (Date applied for under Patents Act 1901, June 2, 1906.)

Presses for Making Pipes, No. 12,660.—Yarrow & Co (Bolton), Ltd., M. Yarrow and W. R Yarrow. Improvements appertaining to presses for making earthenware pipes. June 1, 1907.

Rotary Mixing Machines, No. 12,385.—T. L. Smith. Improvements in and connected with rotary mixing-machines. May 28, 1907.

Screening Potters' "Slip," No. 11,321.—F. Burton and W. Rushton. Novel or improved construction of appliances for screening potters' "slip." May 15, 1907.

Soap Dish, No. 12,325.—C. Gibbons. Improved soap dish. May 28, 1907.

Stoneware Pipes, No. 12,963.—J. Carroll. Improvement in stoneware and like pipes and connections. June 4, 1907.

Specifications Published.

1906.

10,011.—Gibbons, Smith & Gat. Dies for making taper fire-clay and like gas retorts.
10,252.—Brock. Construction of glass tiles.
10,511.—Middleweek. Bottles.
10,687.—Mayer & Albrecht. Matrix releasing mechanism of composing machines having two or more magazines arranged one above the other.
16,641.—Gibbons, Masters & Baker. Ovens or kilns for annealing iron castings, for burning bricks and potteryware, and for other similar uses.
25,792.—Wilson. Tea-pots.
2,943.—Mountford. Machine or apparatus for decorating pottery and other ware.
10,533.—Jevons. Lavatory basin with flushing rim.
17,419.—Twyford. Discharge fittings of lavatory basins and urinals.
28,225.—Chmelewski. Kilns.
11,357A.—Ryde. Apparatus useful in the manufacture of sheet or other blown glass. (Date applied for under Rule 5, Patents Rules, 1905, May 15, 1906.)
12,089.—Filby. Method of jointing earthenware or other pipes.
12,240.—Marshall. Ink wells or ink bottles.
18,769.—Twyford & Moore. Gas fired pottery and other kilns and ovens.

1907.

2,667.—Jörgensen. Manufacture of imitation stained glass.
2,981.—Woodall & Duckham. Discharging of inclined or vertical retorts for kilns.
3,364.—British Luxfer Prism Syndicate and Hindley Prism Light for pavement windows and the like.
7,835.—Meinecke & Hogan. Chamber utensils, slop pails and the like. (Date applied for under International Convention, December 5, 1906.)
3,918.—Leeds Fireclay Co., & Schwaben. Construction of urinals
5,976.—Dellwik. Method of heating kilns and the like. (Date applied for under International Convention, March 22, 1906.)
7,373.—Bean. Spittoons. (Date applied for under International Convention, March 27, 1906.)

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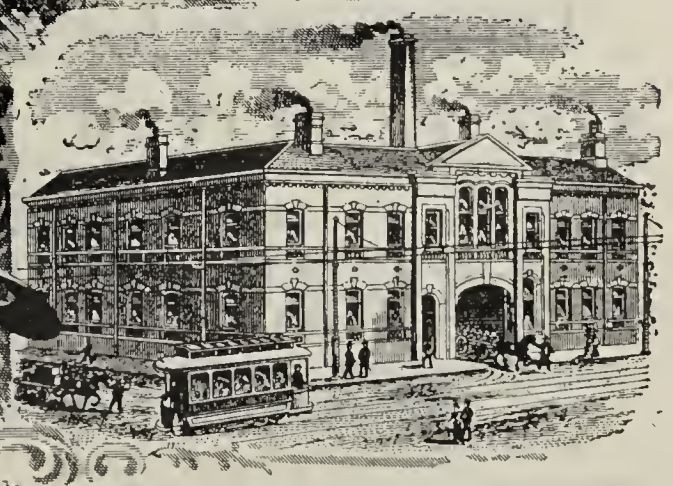
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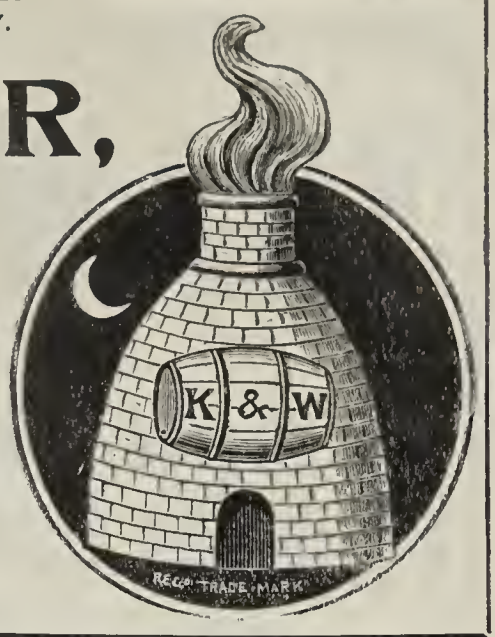
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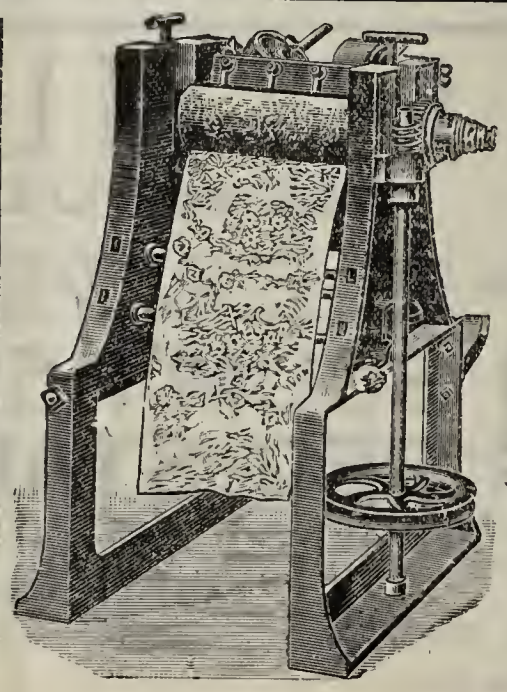
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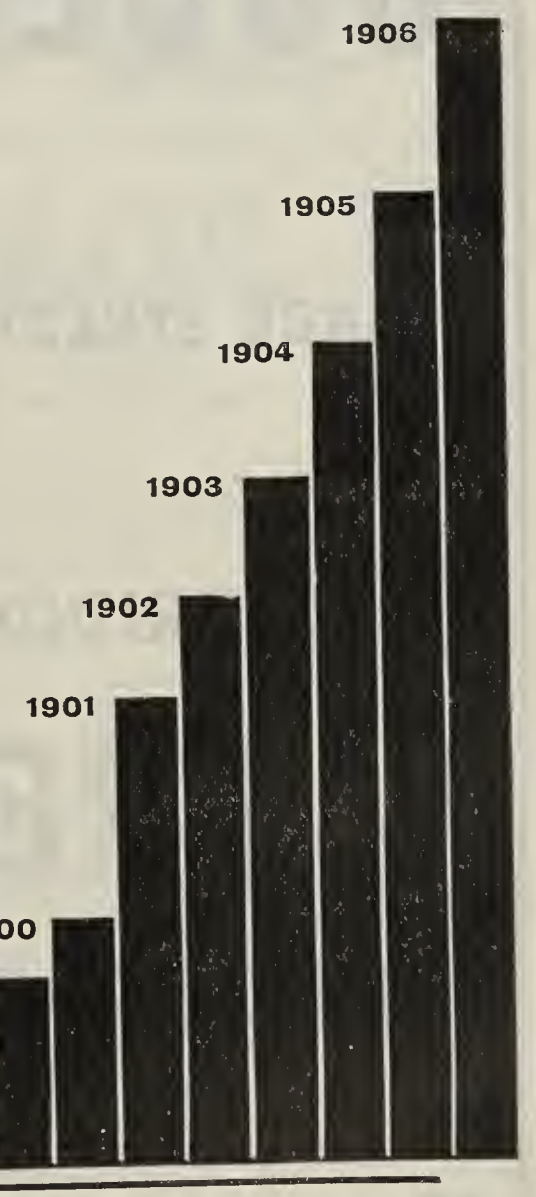
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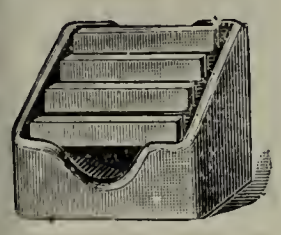
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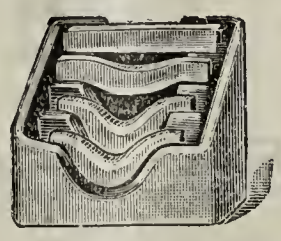
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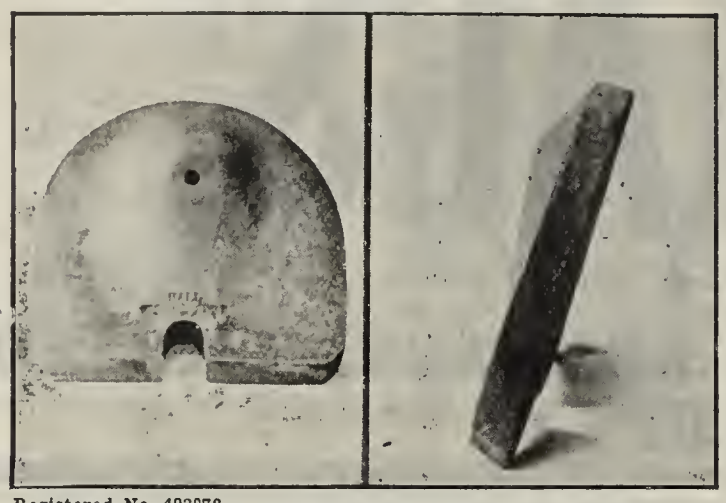
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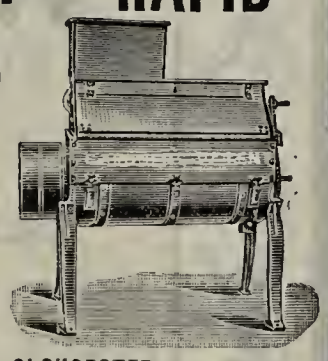
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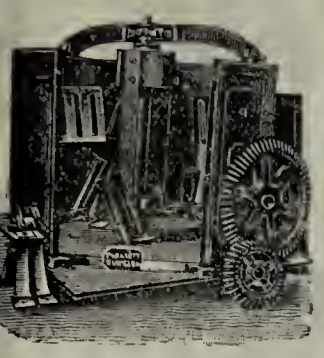
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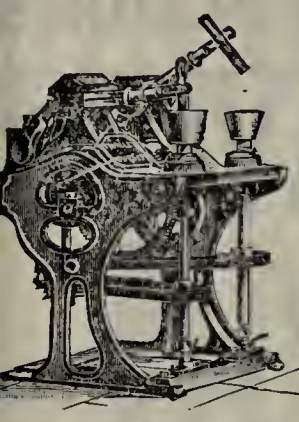
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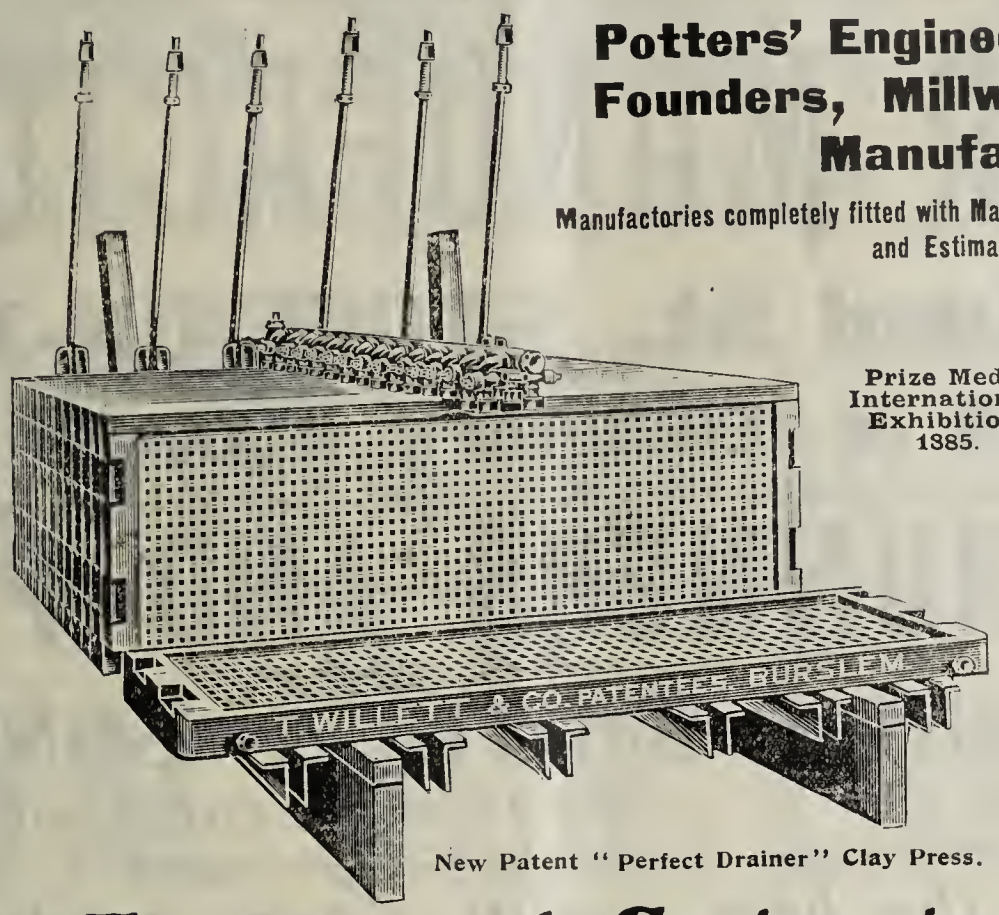
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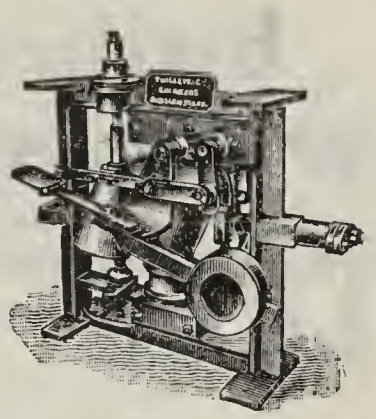


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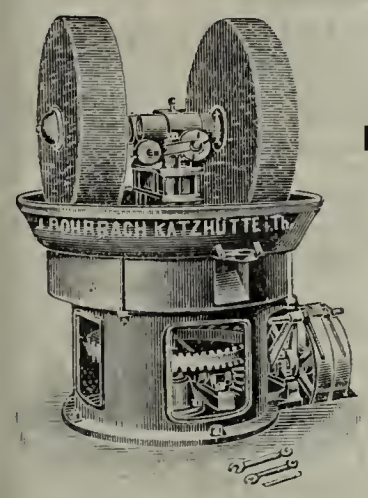
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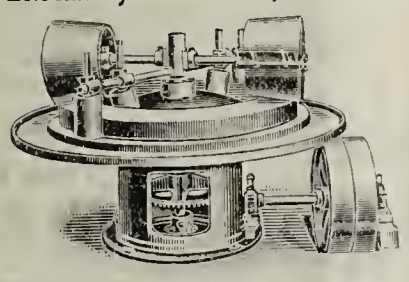
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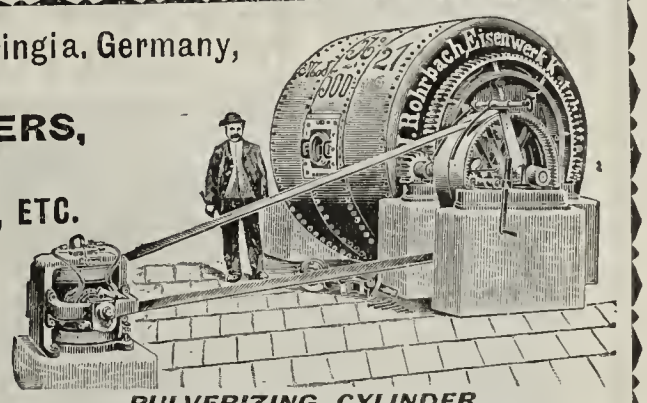
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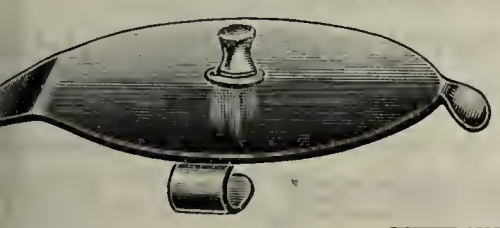
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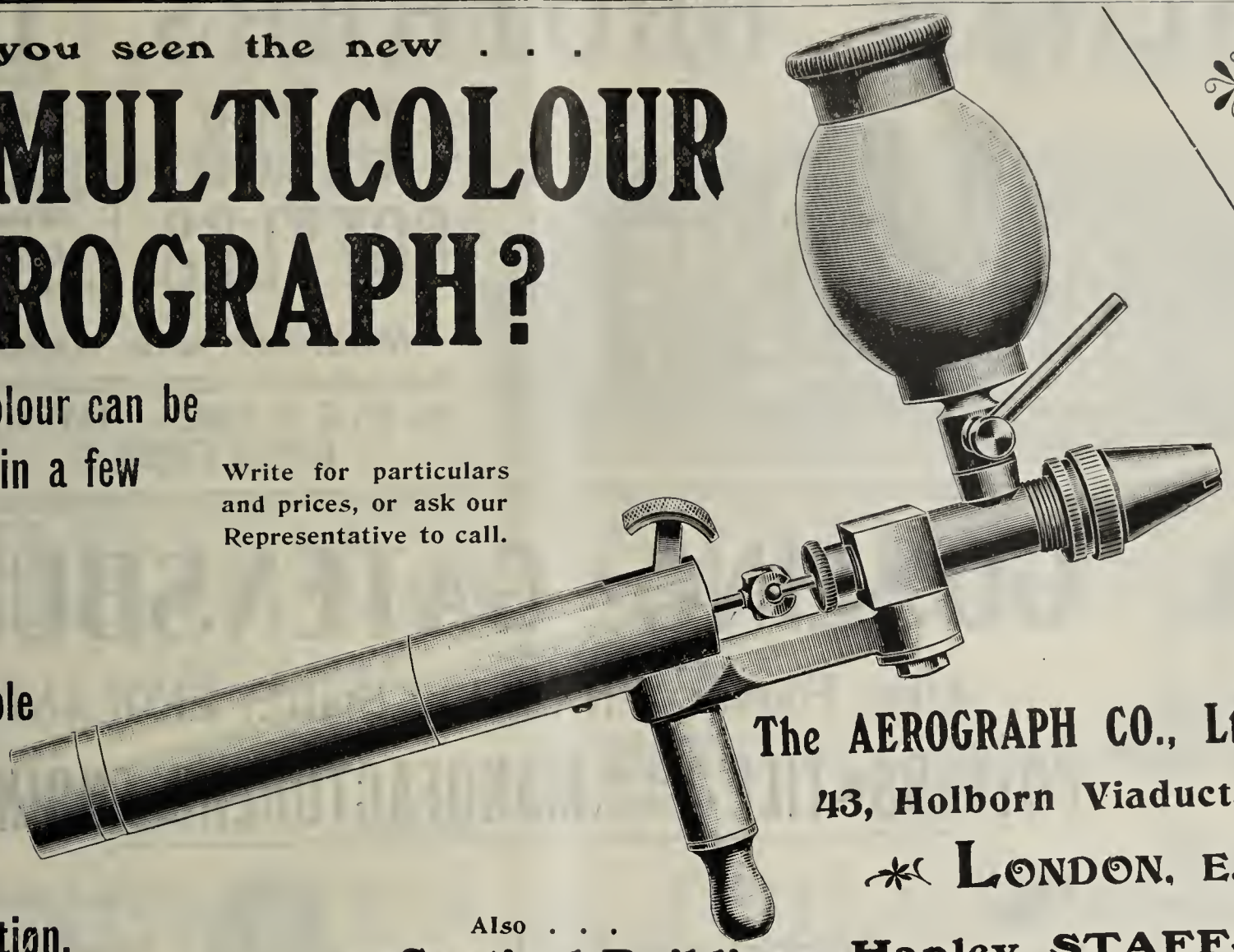
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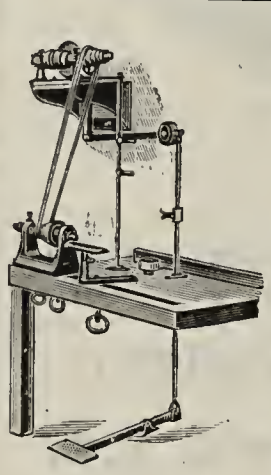
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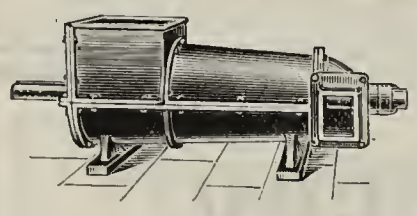


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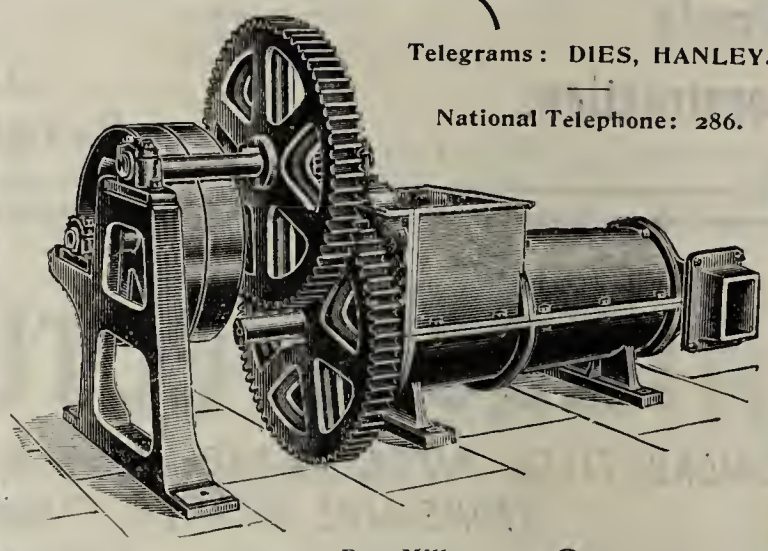
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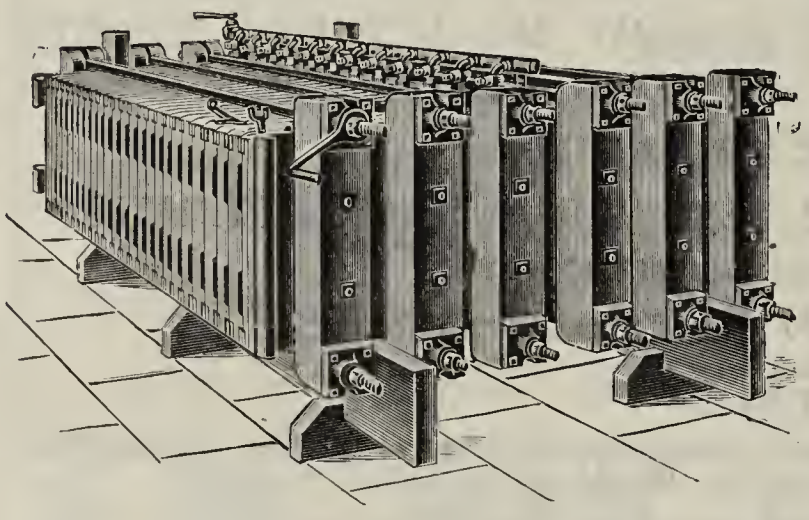
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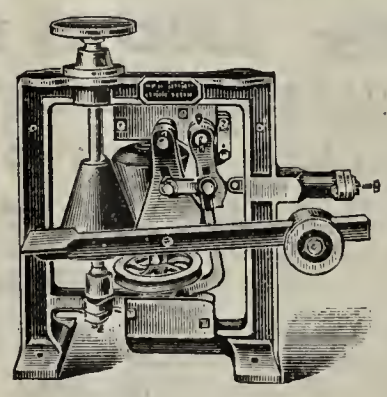


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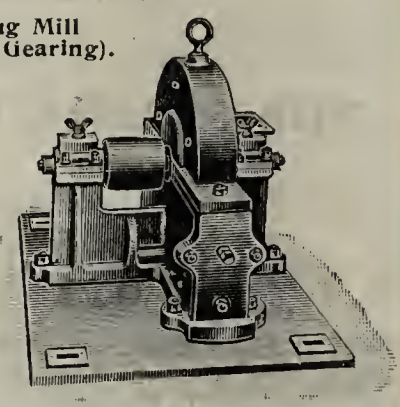


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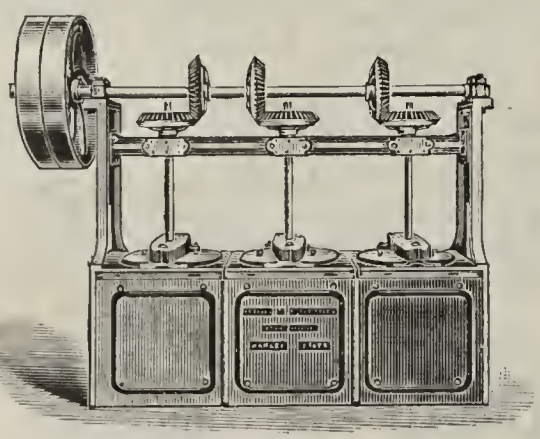


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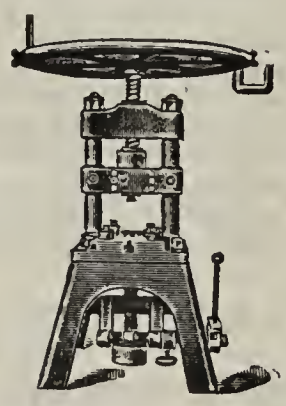
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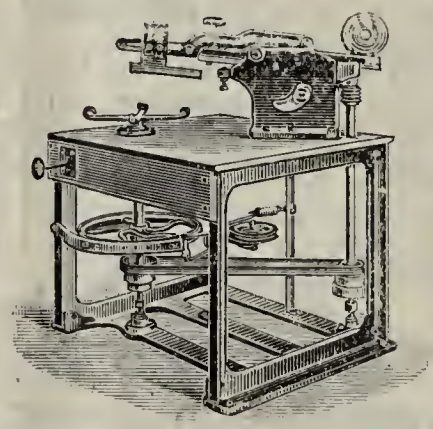
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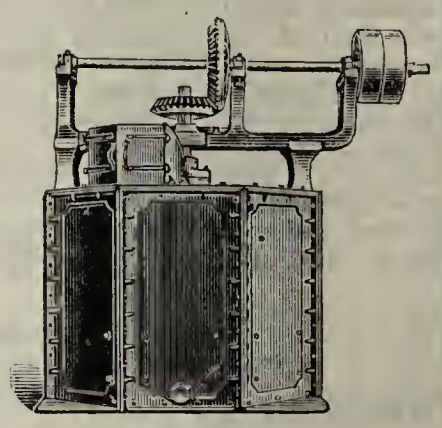
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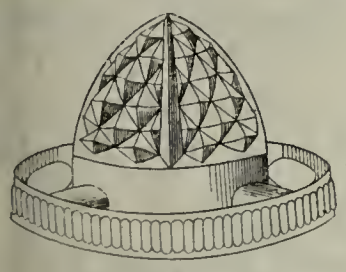
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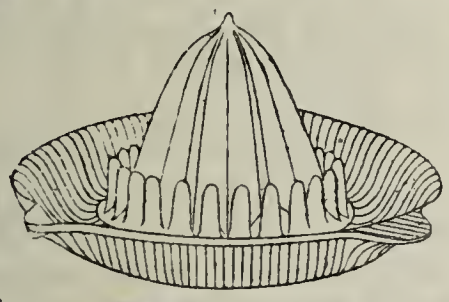
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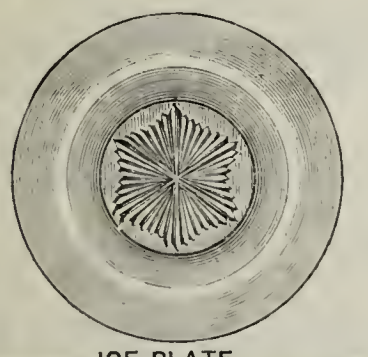
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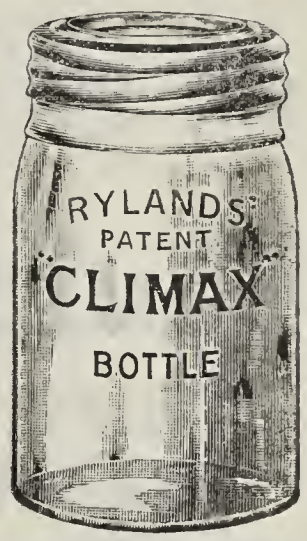
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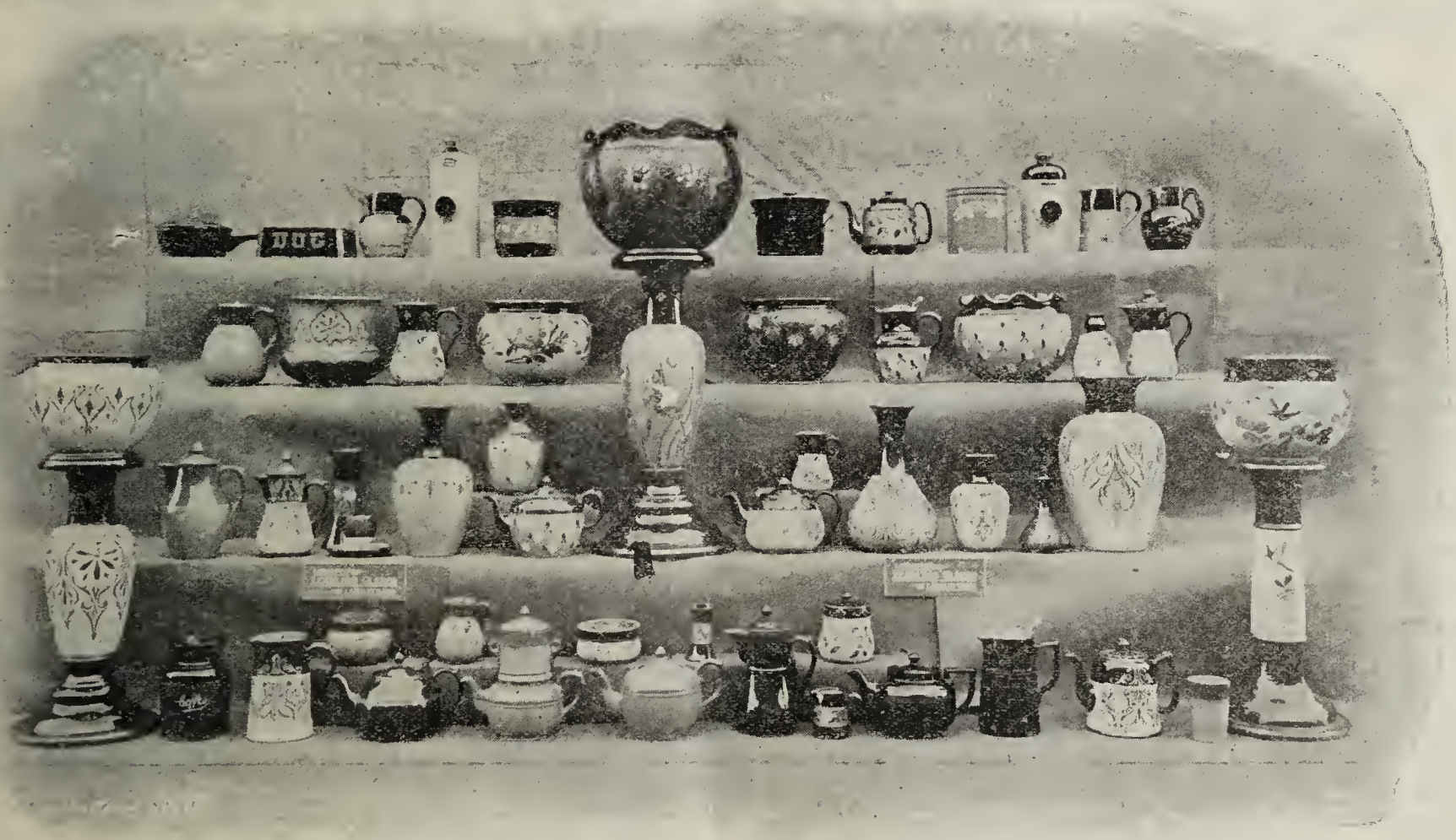
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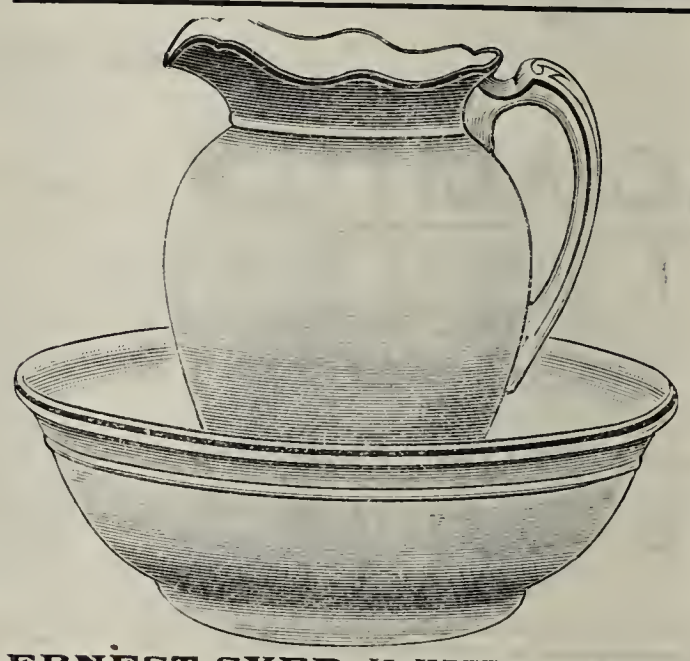
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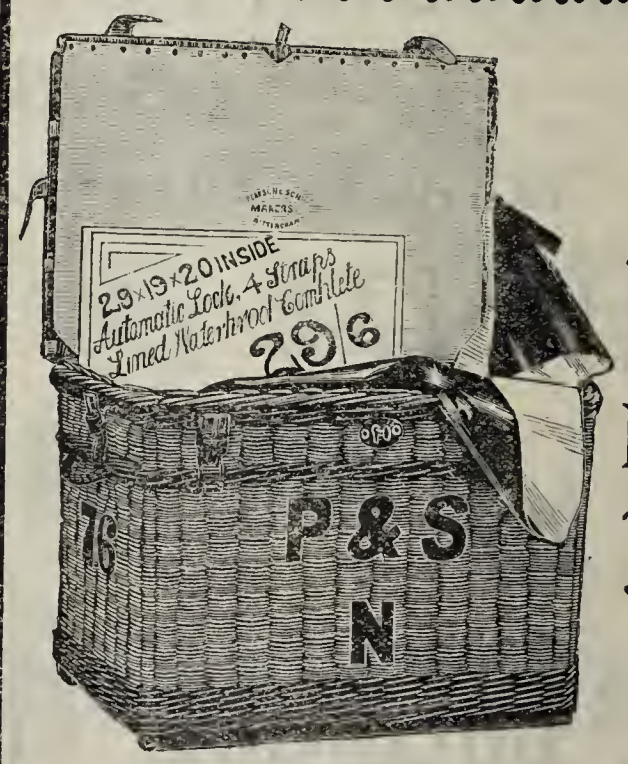
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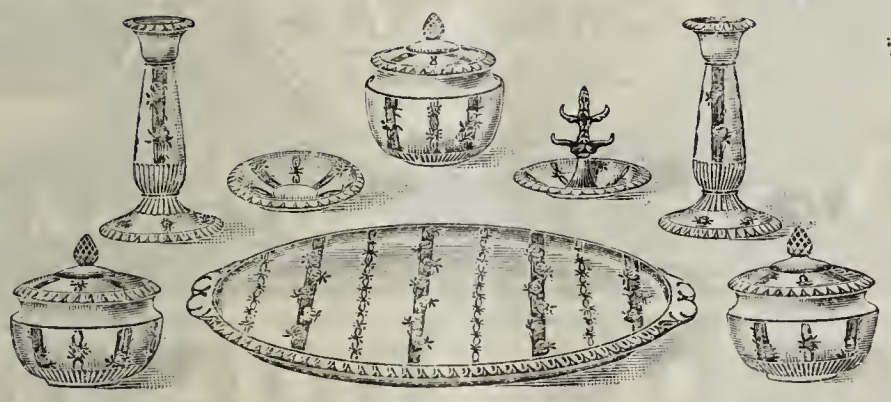
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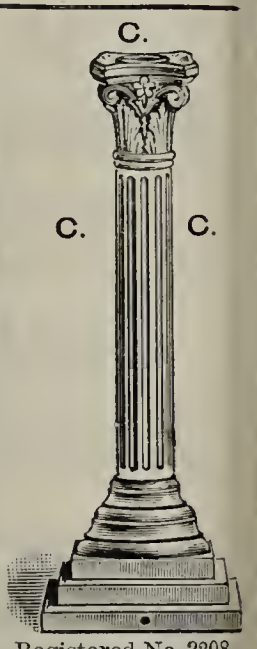
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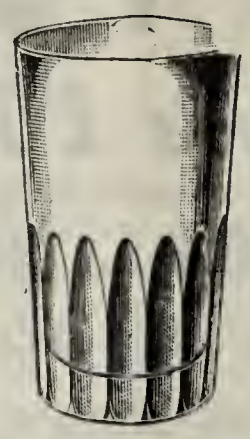


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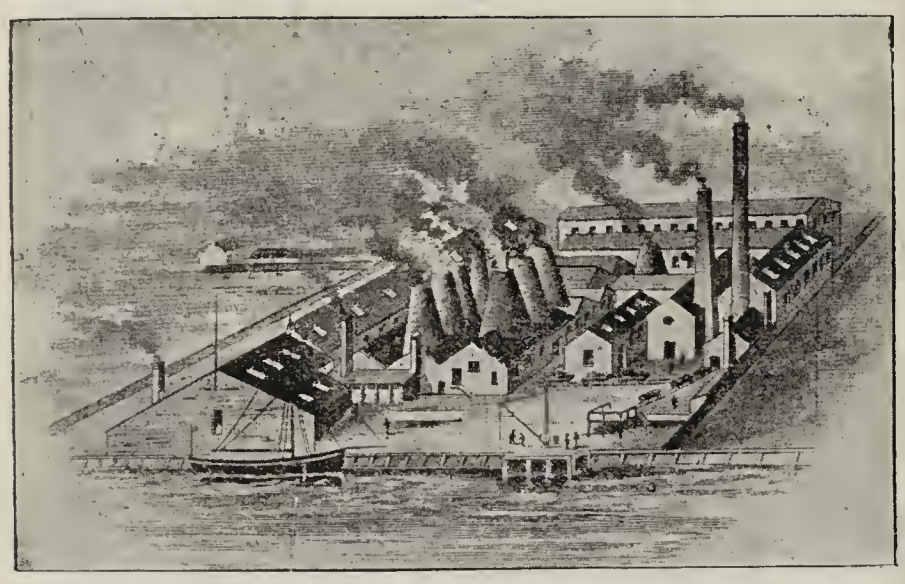


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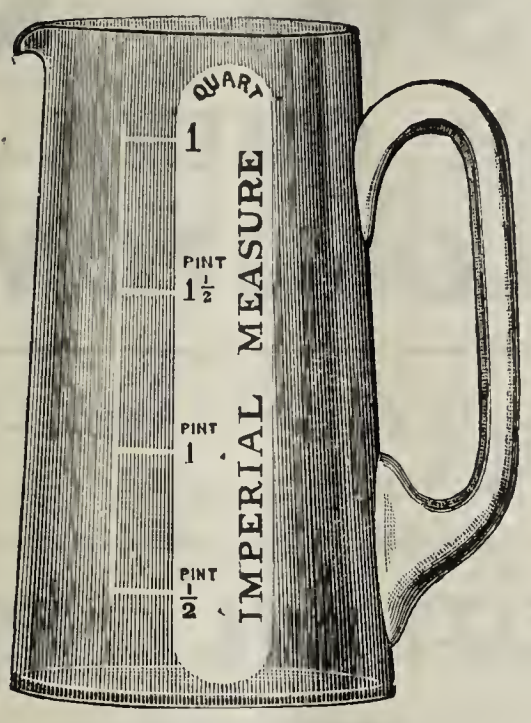
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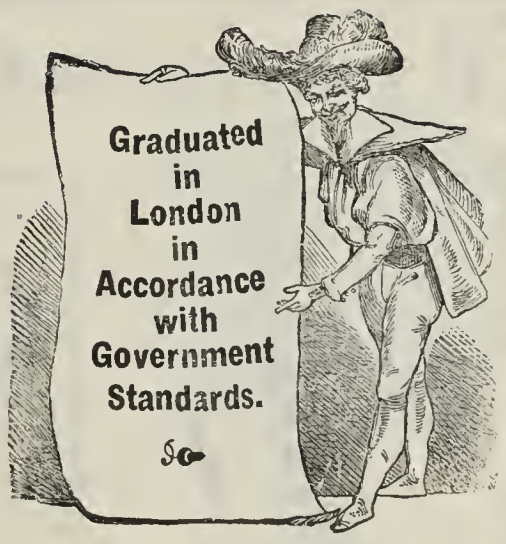
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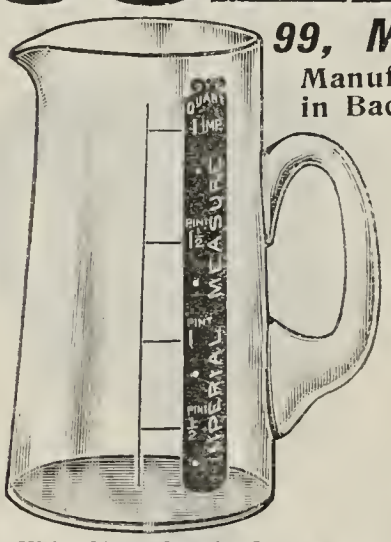
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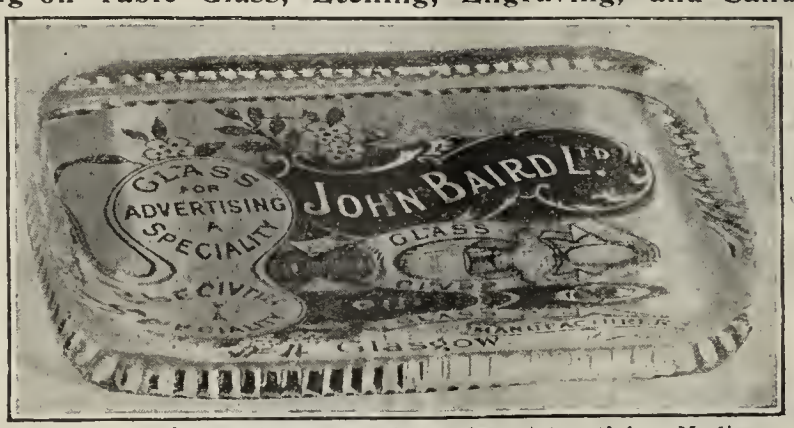
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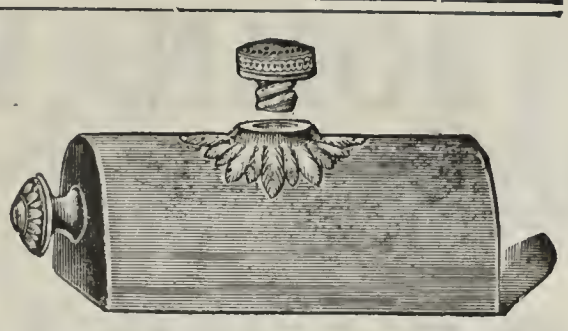
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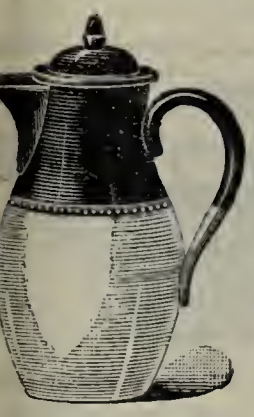




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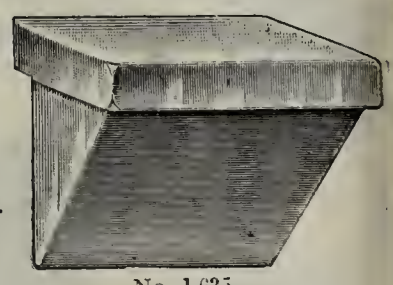


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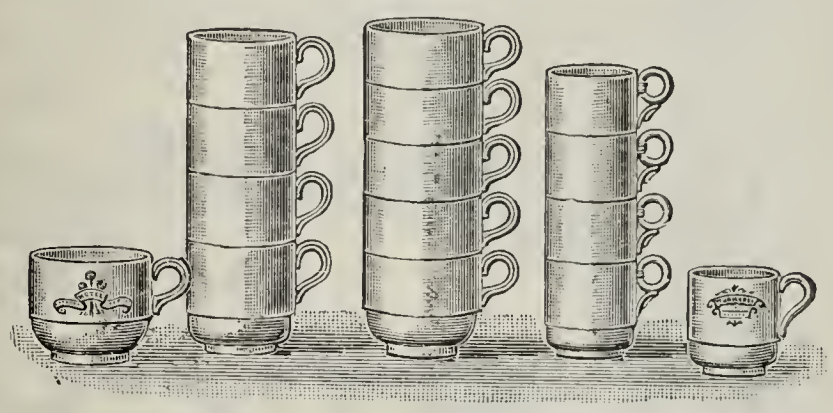
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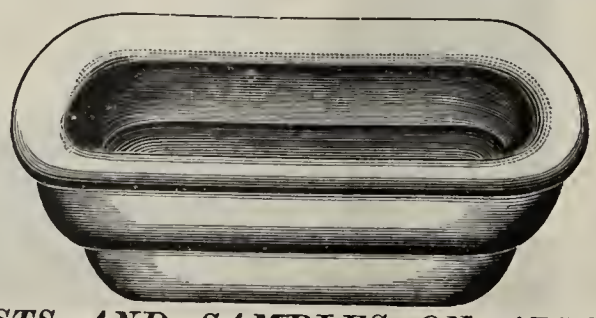
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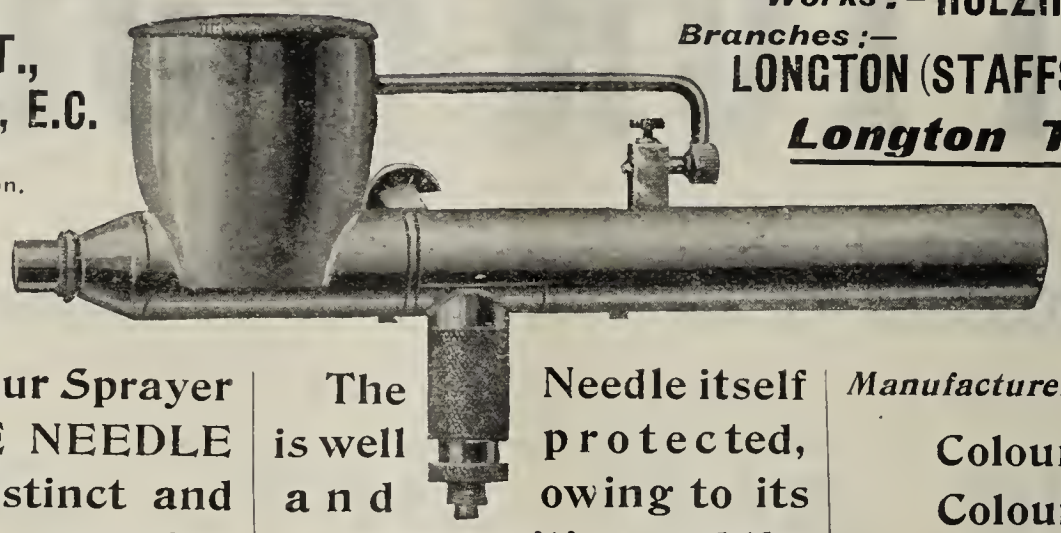
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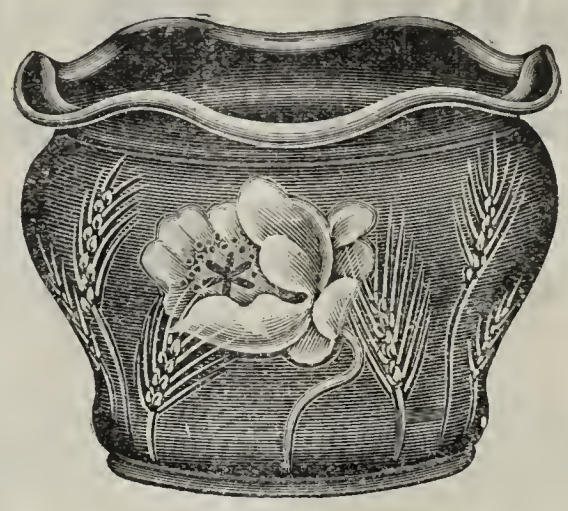
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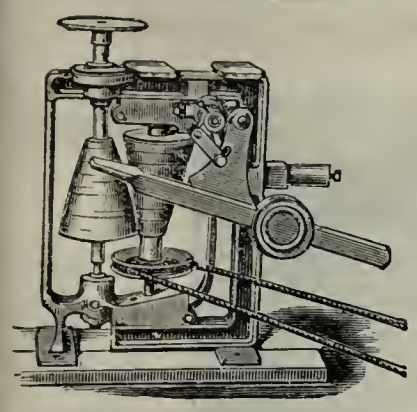
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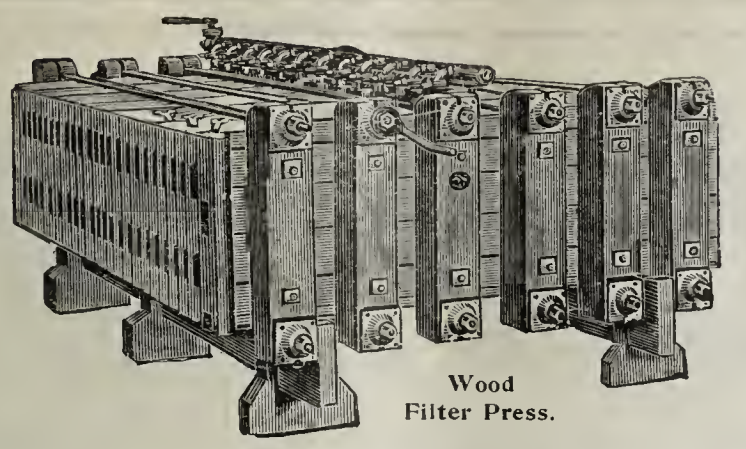
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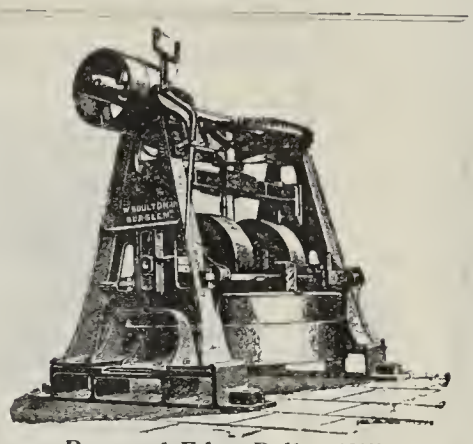
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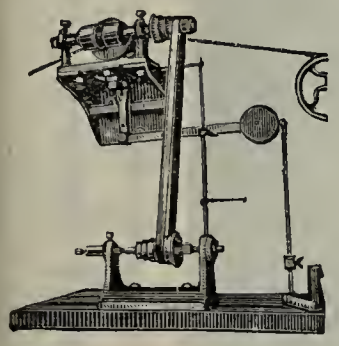
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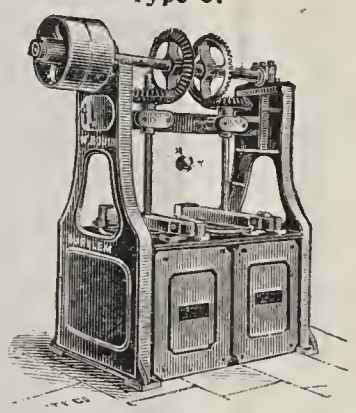
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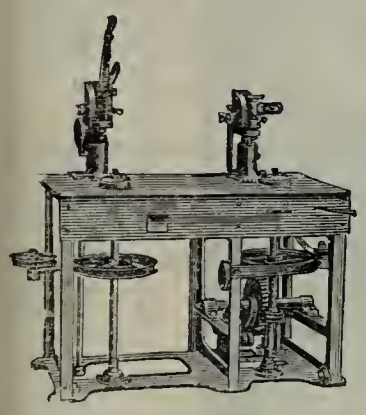
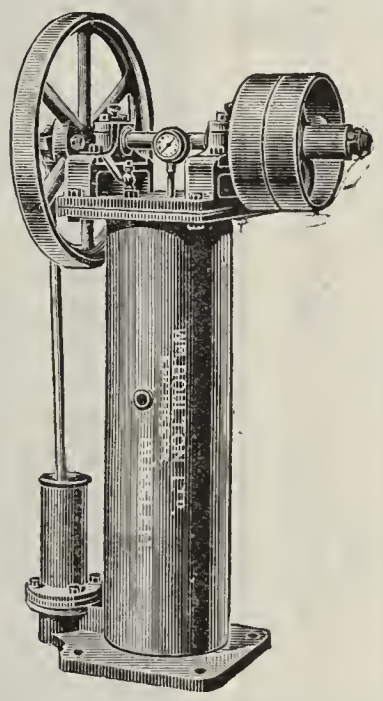
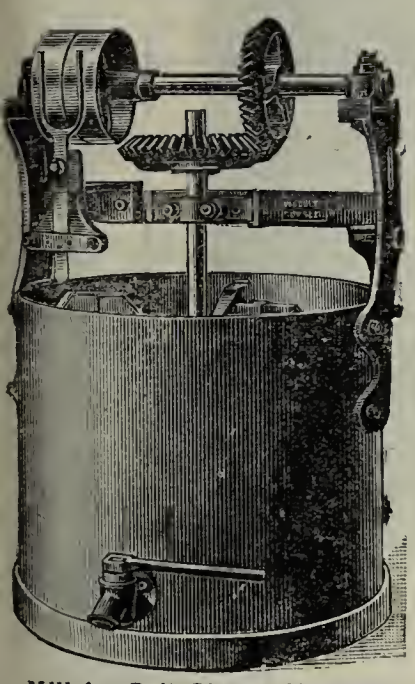


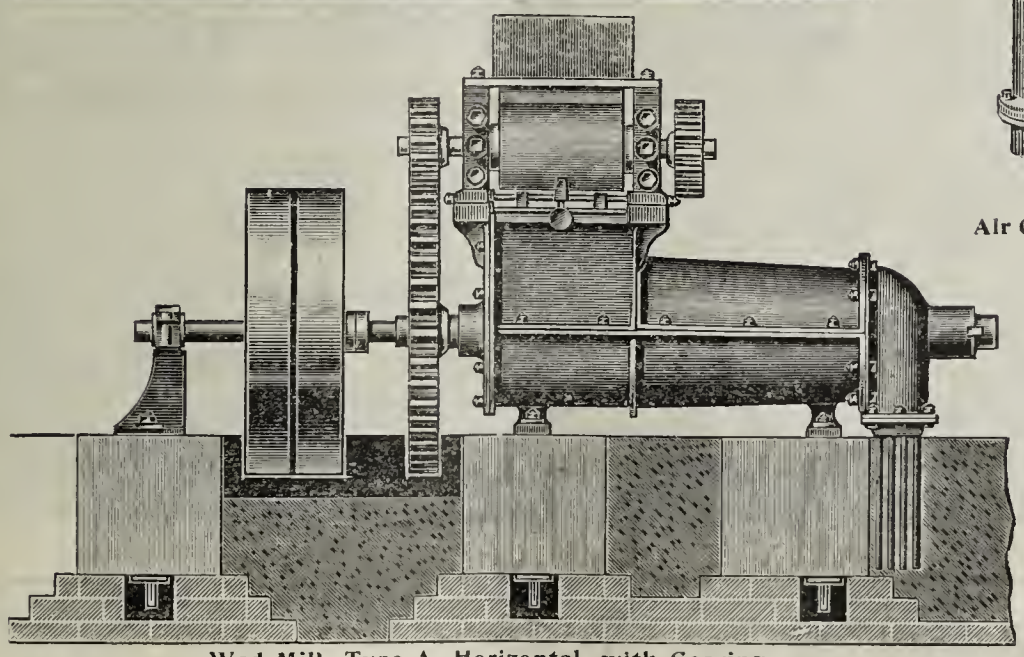
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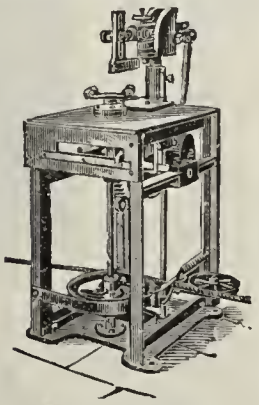
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PUBLISHERS' NOTICE.

THE POTTERY GAZETTE

DIARY AND TRADE DIRECTORY

For 1908

IS NOW IN PREPARATION,

and in order that copies of this Diary may reach subscribers in Australia, New Zealand, South America, and other distant parts well before the end of the year, it will finally

CLOSE FOR PRESS ON SEPTEMBER 12th.

ADVERTISEMENTS AND ALTERATIONS SHOULD REACH THE PUBLISHERS DURING AUGUST.

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TO THE TRADE.

Our Senior, Mr. Thomas Greenwood, sailed from Liverpool on Friday, July 26th, by the "Empress of Ireland," and will travel direct to Japan by the Canadian-Pacific route. He proposes to return by way of Shanghai, Hong Kong, and Ceylon, making the all-round-the-world tour.

Editorial Notes.

LEAD POISONING.

ALTHOUGH more than enough for unprejudiced minds has already been said in refutation of the gross misrepresentations of facts connected with the use of lead in pottery manufacture, we cannot allow the latest libel on pottery manufacturers by Sir Charles Dilke to pass without protest. In the House of Commons on July 18 he said: "In leadless articles the most beautiful colouring of best glazing could be obtained, but there was considerable difficulty in procuring them, as manufacturers unfortunately had a prejudice against abandoning their old methods." The shortest way to deal with a statement of this kind is to say plainly its is untrue. Sir Charles Dilke ought to know that it is untrue. So far from being prejudieed against abandoning their old methods, manufacturers have spent thousands of pounds in trying to make pottery without lead, and have found that it is commercially impraetieable. Conseientious makers, anxious to do all they can to protect their workpeople, find the use of a glaze even in accordance with Professor Thorpe's requirements, impossible for trade purposes. The remedy for lead poisoning is found in, and is being applied by, the speeial rules now in operation, and by the care of manufaeturers, which in many cases exceeds official requirements. If foremen and forewomen and workers generally, and espeeially women and girls, will adhere strictly to the pre sent rules, especially as to cleanliness and the eating of food lead poisoning will soon be stamped out.

THE GLASS INDUSTRY.

WE are giving copious extracts from the Report of the Tariff commission on the glass industry, as we did in the case of the pottery trades. The commission is not an official one, but it has elicited a mass of detailed information concerning our principal national industries that will be useful to all who take the trouble to examine it closely. Quite apart from any consideration of tariff reform the commission has done good service by supplying details respecting the condition of our national industries that were not available before. The leading manufacturers were asked a series of questions and their replies are given in their own words and without comment. The conclusion arrived at as the result of these replies is that the present depressed condition of the British glass trade is largely due to foreign competition. The importation of foreign-made glass goods has increased 74 per cent in the last thirty years, Belgium and Germany being the chief sources of supply. The evidence of British glass manufacturers proves how seriously the flint glass trade has suffered from foreign competition, and that hostile tariffs have made it almost impossible for our glass manufacturers to do busi-

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ness in foreign markets and even in our own colonies. The evidence shows that foreign glass manufacturers have many advantages which enable them to displace British manufacturers. These are shown to be lower wages and standard of living, longer hours of labour, including Sunday labour; greater capacity of output and consequently cheaper production; transport facilities due to Government action; less restrictive trade union rules; less onerous factory regulations; the security of their home market by their import duties, and, lastly, the free entry of their goods into British markets. Amongst the remedial measures suggested, nearly all firms are in favour of import duties of some kind. There are differences as to the exact amount of such duty, but there is a concensus of opinion that a duty on glass imports would be the most effective weapon to use in excluding underselling foreign competitors. The effect of a tax on imports, it is said, would be to increase sales, give greater security and greater continuity of the home trade. It would tend to the retention of capital in this country; it would encourage manufacturers to enlarge their works, because it would give them the moral advantage of feeling themselves secure.

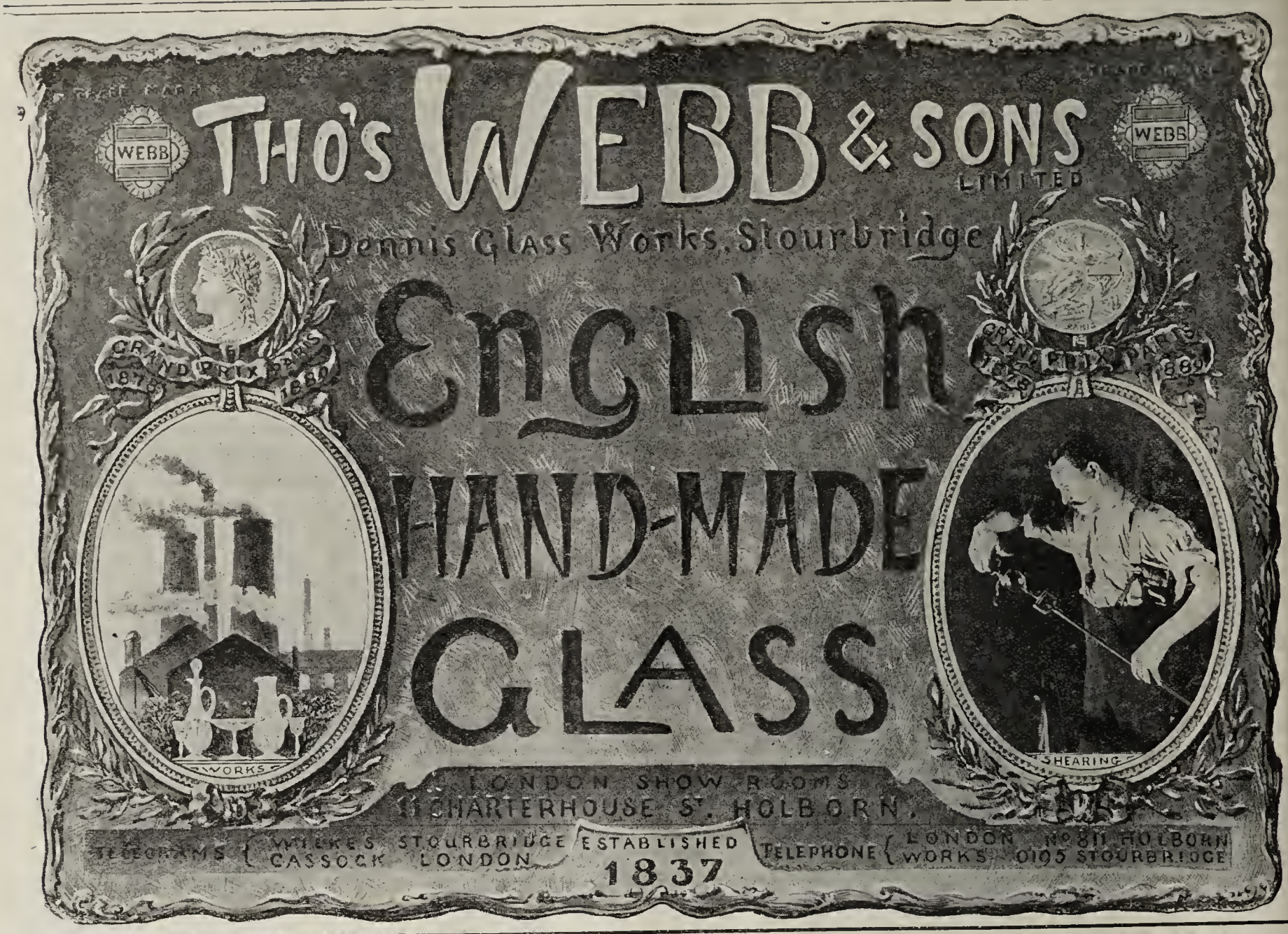
AUCTIONEERS' POTTERY SALES.

RETAIL tradesmen in the pottery and glass trades have, perhaps, suffered more than dealers in any other industry from auction sales. Members of our trades are more to blame for this evil than auctioneers are, but we think if officially approached the auctioneers would do something to check it. The method of procedure is well known to our readers, and is the same all over the country. Persons who have had some experience in the pottery trades, and have not succeeded in regular business, give their attention to irregular methods. (It would be correct, in many cases, to say dishonest methods.) They buy up job lots of inferior goods and a quantity of "seconds." They take an empty shop in a provincial town, and although one of their number is often a licensed auctioneer, they give an air of genuineness to their proceedings by engaging a well-known local auctioneer to hold a week's sale for them. The town is well placarded with announcements that this gentleman (whom everybody in the town knows) will "sell the entire stock of a Staffordshire manufacturer without reserve, at sales held twice a day throughout the week." The auctioneer sells on commission, according to his instructions. He does not know that instead of selling the stock of one Staffordshire manufacturer he is selling the oddments from half a dozen or more factories, with a lot of foreign ware included. His fellow townsmen know him to be a respectable man, and they bid for things to him which they would not buy from a stranger. During the past week the Auctioneers' Institute has been celebrating its twenty-first year. It has had a very successful career, and we congratulate it on attaining its majority. It has already done much to raise the status of the profession; we ask it now that it is of age, to do a little more. There are far too many of these peripatetic dealers engineering auction sales at which the public are grossly defrauded, and by which the retail business of local dealers is seriously injured. People think they buy cheaply at these sales, whereas they often pay very dearly. Anyone at present can obtain an auctioneer's licence who will pay the duty. The Institute only admits to fellowship persons whose character and qualifications have been approved by the executive. If they will bring it about that no one shall be able to obtain an auctioneer's licence who is not a member of the Institute, and if they will instruct their members to verify the statements made on placards announcing sales at which they officiate, they will not only do much to stop bogus auctions generally, but will render a signal service to the retail pottery and glass trades particularly.

OUR CONTINENTAL COMPETITORS IN AMERICA.

IN his account of his visit a few years ago to the showrooms in New York, our representative commented upon the remarkably low prices that were quoted for French and German china. He concluded that the 60 per cent. duty could not have been added to the bare cost of production—and he said so. It was absolutely impossible for the cheapest British goods, paying duty, to be sold at anything like those prices. Soon after that the American Potters' Association formed the same opinion, for they sent Mr. Burgess (chairman of their committee for promoting the interests of American Potters) to Europe to investigate the matter. It was found that goods were invoiced to America at far less prices than were charged for them in the country in which they were made. After much trouble the Tariff law was revised, and a Board of Appraisement appointed to ascertain the prices at which goods were sold in their country of origin, and to see that the American duty was paid on that and not on a fictitious invoice. Cases were brought before the courts showing that goods had been systematically invoiced below value and the United States Government thus defrauded of its full amount of duty. The revision of the tariff law of course gave the American manufacturer a better chance, seeing that he could not produce at the prices charged for the imported goods. (We are pleased to say that no British firm was implicated in the disclosures made by Mr. Burgess.) There is no doubt that the States have added considerably to their import duties by this rigid scrutiny of invoices, but a case has just occurred in which the appraisers seem to have been too keen. There is a firm who have a manufactory at Limoges and a store at Paris. They send goods extensively to the States, and, of course, forward them, and invoice them from the works at Limoges. The Board of Appraisers found out that the same goods were sold retail in Paris at a higher price than was charged for them wholesale at Limoges. They consequently required the firm to invoice the goods at Paris prices, and to pay duty on them. The firm then closed their Paris store, and the goods are now appraised at Limoges prices. But American manufacturers are co-operating with the Treasury to insist on raising the invoice prices for dutiable purposes, urging that the closing of the Paris house was merely a subterfuge to upset the higher appraisement. On the other hand, the distributors in the States are in favour of the lower appraisement. They want to sell as cheaply as they can, and they claim that the Tariff law should be administered as much in the interests of business men, as of manufacturers. It should be stated that the firm whose case has caused the recent trouble is not one of those whose action in "dumping" goods for the purpose of evading duty led to the appointment of official appraisers. They hold too high a position to be even suspected of that, and we think they are entitled to claim that they shall pay duty on Limoges values, instead of on Paris prices.

British Clay Exports.—The exports of unmanufactured clay from the United Kingdom during the six months ending June 30, 1907, amounted to 323,172 tons, valued at £350,055, as compared with 280,898 tons, valued at £302,716 exported in the first half of 1906, and 267,314 tons, valued at £281,729 in the corresponding period of 1905. The increase in June alone was 11,040 tons, valued at £14,349.



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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

LUSTRE POTTERY.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I read with great interest your report of Mr. William Burton's paper on Lustre Pottery, given at the Society of Arts Rooms, London. Although I have only had the pleasure of Mr. Burton's company for an hour or so, yet I know that anything stated by so clever and well-informed an exponent of the potters' art is worth the attention of all who are working in the same field. I would like to say a few words on the subject of lustre, not in any way with the idea of criticising Mr. Burton's paper, but to give some facts from my own knowledge and experience of the subject, and also to show the intimate relationship there exists between lustre pottery and iridescent glass. I may say that few have had a better opportunity for study in this branch of the potters' art than myself. Over thirty years ago, I was associated with the late F. W. Moody in the art decoration of South Kensington Museum, and our large studio was in close proximity to the Ceramic Gallery. Having seen most of the great art collections in Italy and France, my opinion is that the beautiful examples of Gubbio lustre at South Kensington are scarcely to be matched in any other collection. At this time, Mr. De Morgan had succeeded in reproducing the lost art of ruby lustreing and was painting beautiful pieces himself—for he is no mean artist—at his studio in Chelsea. Mr. F. W. Moody also painted many pieces, the work being fired by Mr. De Morgan.

The pigment then used was black oxide of copper, one part, to which was added two, three, or more parts of china clay, according to the tint required and gum water was used as a medium.

Leaving South Kensington, I joined the firm of Maw & Co., Broseley, Shropshire. They were then experimenting in the endeavour to achieve the secret of the ruby lustre, for at that time, naturally, no information could be gained from London or Italy. Although Maw & Co. had Fortnum's "Majolica" yet they believed that Cencio had deceived Piccolpasso, and that it was useless to try his plan. I may say that both Mr. George Maw and Mr. Arthur Maw were not lightly turned by difficulties,and for myself, I also caught the lustre fever, and experimented at home in the evenings. We eventally built an exact model of Piccolpasso's kiln, used his pigments, and fired as he directed. Of course there was success, yet but little in advance of what we had before obtained in other ways. We then fired in closed iron kilns, using hydrogen as a reducer, but gave this up as too dangerous; then we tried coal gas as Powell, of Whitefriars, recommended later for reduction. Here I may mention one difficulty which gave us great trouble at first. In using a smoking vapour there is great danger with soft glazes that the soft carbon itself will penetrate the glaze, and so give a dark, cloudy effect. This may be seen in some of the old Italian work.

Leaving Maw & Co., I came into the Stourbridge district, and then interested myself in various experiments with the late Mr. John Northwood and my friend and pupil in art, Mr. F. Carder, now of the Steuben Works, Corning, U.S.A., who is producing some of the most beautiful work of this class of lustre in glass. Mr. John Northwood's aim was to obtain a lustre equal in effect to that on the surface of antique Roman glass. Here I may say that glass and pottery are sisters in art, and that the methods of decoration used by the one can often be used by the other. This, in fact is the special point of my letter. Various ways of making glass iridescent have been in use in the glass works in the Stourbridge district for many years. The lustres are most frequently produced by the depositing of metalic films on the hot glass. The metals are mostly used in the form of chlorides, the articles being either held for a short time and turned round in vapour chambers, or are re-heated in small kilns and then subjected to the vapours of the chlorides.

Mother-of-pearl lustre or iridescence is also given by the common lustre method used for pottery. All the above lustres are only on the surface and are not struck into the glass or glaze, as is the case with copper and silver. Thos Webb & Sons some years since produced a dark green glass containing copper, which was afterwards turned in the gas flame, and so became beautifully iridescent, but this is now out of fashion. Pin-heads of glass are also made in Birmingham, and lustred by the same method.

In pottery, as well as glass, the metals, copper and silver, or mixtures of the two, in the form of salts can be added to the glaze or glass mixture, as the case may be, and when the glaze is fired up, or if glass the article made, whilst still hot, subject it either in the kiln as for pottery, or turn it in the gas for glass, and the iridescence will be formed by thin coatings of metal in the body of the glaze or glass. The quality of the glass or glaze has much to do with its suitability for lustre decoration. Some years since I sent a piece of English glazed ware to a Florentine firm to discover if the Italian lustres would take on it. Only a faint trace of red was discernible, but the Florentine potter had fortunately put his own glaze on one part, and there the lustre was perfect. Doubtless the under-coating of tin oxide, as is the Italian method of glazing, helps the reduction of the copper, for it is well known that tin oxide is a usual addition to the materials in the making of common ruby window glass to assist the reduction of the copper. The above is known as flashed ruby glass, and the process of its production is in no way like that of the Italian lustre, but in stained glass we have a general method of decoration in manner like the Italian ruby lustre process.

The two metals, copper and silver, have been used through long ages as the colouring matter for this class of window glass decoration. The same thick clay, or other cement, was used as a carrier, and also the proportions of clay to metal are about the same as in the receipt given by Piccolpasso. The difference in the firing is, however, great, the glass in this case being packed between layers of lime which prevents the oxidising of the pigments. In my early observations of lustred glass, I noticed that a class of Continental vases were lined and decorated in ruby colour on a clear ground, and yet that there was no casing as the surface was quite even, showing that no ruby casing had been removed from the clear part of the glass.

Also, there was always a slight lustre to the colour. Eventually I found that this glass was made in Bohemia, and I then entered into correspondence with a gentleman living where this class of glass is made, and he furnished me with a complete description of the method of production with drawings of the kilns. I here give my translation of his description.

"Ruby stain, called red etching, by means of copper oxide. All sorts of glass are not suitable for this purpose. The best sort is that made with potash, this gives a beautiful and equal tone. One takes one part of the finest ground black copper oxide and five parts yellow pipe clay (ochre) adds some water or turpentine to it, and grinds it as fine as painters' colours. With a soft brush one paints with this mixture as one would with other colours on the glass. Fire I.—After the colour is well dried, the glass articles

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are placed in an ordinary clay muffel and burnt in the ordinary way to a red heat. Through this the glass obtains a copper stain in the form of a yellow-grey colour. The paint is brushed off the glass after the burning, and the last remains of the ochre paint are removed by a solution of soda. Fire II.—The yellow-green stain of the decoration must now be reduced to red in the following way. The glass must be placed in a thin wrought-iron muffel, on the floor of the muffel is placed a tray with edges two centimetres high, this is filled with small pieces of stone-coal, the muffel is then hermetically closed and fired up to low red heat. After this fire the glass has a dirty black-brown colour which neither water nor acids will remove. Fire III.—To give the glass the beautiful ruby colour, and to destroy the dirty colour given by the gas, it is only necessary to fire it again in the clay muffel to red heat.''

The suggestion of first burning in and then removing the clay paste is a good one, as by this method the actual surface of the ware is brought into contact with the reducing gas.

Possibly your report of Mr. Burton's paper is somewhat condensed, for in the history of lustre, in this country, the Brislington lustre fired with coal, and said to be a copper lustre, must not be lost sight of. Then no mention is made of the wonderful lustre glazes produced in Germany. Nor is the work of Dr. Seger, both in sang-de-bouf and lustre, mentioned. Nor is mention made of the work done at Sevres.

The peculiar beauty of the Italian lustre is due, as Mr. Burton says, to the extremely thin metallic sheen, and the variety of the iridescence. This, I think, will never be obtained in a progressively equal current of gas. In the Italian method of firing there was much greater variety in heat and reduction. The Italian lustre was in great part used as an imbellishment to their under-glaze painting, and so clever were they that their lustre firing did not effect the copper-greens in the under-glaze painting. In England we seem never to attempt this combination of under-glaze and lustre work, although I may say, that one of the great difficulties is to obtain harmony as the Italians did.

In my own experiments I have found that iridescence can be varied by lining with Indian ink or lamp black in oil colour such parts as veins on flowers or butterflies' wings' &c., then the lustre colour painted over this work in the usual clay paste form. Shaded ruby can be done as follows—shade the work, using finely ground copper oxide (red is best) then blow a mixture of water and china clay all over the painting with an air brush. Fire as usual for lustre. The protecting coal of china clay will do as well applied over the top of the painting as mixed with the pigment.

Lastly, I may say, that in Germany glass is lustred by breaking up the surface by acids, or by high pressure steam in strong iron vessels.—Yours, &c.,

July 9. OWEN GIBBONS.

MOND GAS AND POTTERS' OVENS.

TO THE EDITORS OF ''THE POTTERY GAZETTE.''

SIRS,—In reference to article by anonymous contributor in current number of THE POTTERY GAZETTE, pages 824–5, headed ''Mond Gas and Potters' Ovens,'' I should like to point out an error at the top of the first column on page 825, where your contributor writes as follows:—''Nor have subsequent experiments on a smaller scale been more successful, either from a technical or a financial standpoint.'' To my own knowledge a firm of china manufacturers in Longton, and a firm of semi-porcelain manufacturers in Tunstall, have been firing by producer gas, the former for upwards of four years, and the latter for upwards of two, with the most satisfactory results from every standpoint, namely—economy of fuel and labour, uniformity of firing, preservation of brickwork, brilliancy of colour, and complete absence of smoke. Quite recently a few other firms in this district have awakened to the many advantages of gas firing, and the result of their trials has been, I understand, most satisfactory.

There are many difficulties still to be overcome, but I venture to say that in the near future the foregoing methods of firing will be the rule and not the exception in this district. —Yours, &c., ARTHUR WOOLLEY.

Normacot, Stoke-on-Trent, July 8, 1907.

[In THE POTTERY GAZETTE for October, 1904, page 1115, will be found an account of the successful firing of a pottery kiln by ''Dowson gas.'' Blair & Co., Longton, have the credit of being pioneers in the use of producer gas in the Potteries. Several other pottery manufacturers fire kilns by gas. Grimwades, Ltd., do so, and are now firing ovens also by producer gas, and we understand with success. An effort is being made to introduce Mond gas for firing ovens as well as kilns.—ED. P. G.]

COURTESY V. DISCOURTESY.

TO THE EDITORS OF ''THE POTTERY GAZETTE.''

SIRS,—I am an agent, and I also manage a country china store, and I make a point of listening to what every traveller has to say—if I think it of interest, look at samples. In the course of my agency business I am refused sight of the buyer, or else the owner himself is rude to a degree and thinks he does not want anything. How foolish! I may say that by looking at every man's goods as a buyer I make many friends, and courtesy costs nothing. Many times I write to a customer or a non-customer and enclose a stamped envelope. Do you think I get an answer? Hardly ever. Why, the highest in the land, His Most Gracious Majesty the King, is more polite than these conceited shopkeepers and buyers. I have in my possession something which I thought would interest His Majesty, so I wrote stating what I had. A reply came immediately. That is what I call courtesy.—Yours, &c.,

COURTESY.

TRADE SHOW DAYS.

TO THE EDITORS OF ''THE POTTERY GAZETTE.''

SIRS,—The origin of the arrangement for keeping Tuesdays and Fridays as ''at home'' days by agents came about in the sixties. It was brought about by the efforts of Mr. Joseph Sparks, of Messrs. Ridgways. Prior to this, the lack of any arrangement by which buyers could tell when they could be sure of finding an agent in, led to much annoyance and waste of time. I believe Mr. Sparks received a handsome present from the manufacturers in the glass and china trades for his efforts in securing the general adoption of the retention of Tuesdays and Fridays as show days.

After a long experience of a London trade, I fail to see any advantage that would follow a change in the days. A Brighton buyer tells me that were the days altered it could mean paying the railway companies 9s. for a return ticket, instead of 5s. 8d., as it is now on Fridays only. Buyers in other towns would similarly suffer. That means fewer visits to town, which would be a disadvantage to both parties concerned. Unless some real advantage to agents can be pointed out—which has not been done so far—I think it would be wise to ''let well alone,'' and continue as it has been for so many years.—Yours, &c.,

RETIRED AGENT.

(*Continued on page* 924.)

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Pountney & Co., Ltd., Bristol Pottery, Fishponds, Bristol, one of the oldest potting firms in the kingdom, have one of the most up-to-date works. The old works were established in 1750, and the present new buildings were opened about a couple of years ago. They are now full of activity with the newest methods and the most improved machinery and appliances that ingenuity can devise. The company are represented in London by Mr. Thomas Usher, and their rooms at Gamage-buildings, Holborn-circus, are in accord with their works. They are new and fitted up in the manner best adapted to display the samples with advantage, and with the least trouble to intending buyers. The company are manufacturers of all kinds of useful and fancy earthenware for domestic and general purposes. (They are also manufacturers of sanitary earthenware. Mr. Frank B. Thorpe is their London representative for this department, and he has a showroom at the same address. There are some excellent specimens of lavatory basins, &c., on show, but they are not exactly in our range.) Mr. Usher is showing a large and well selected assortment of samples of toilet ware, dinner ware, art pots and miscellaneous goods in their high class semi-porcelain, plain, printed, and decorated. The dinner sets include many attractive decorations on good shapes. One of the prominent services is the "Antique," with a useful oval vegetable dish. This service is shown with bands and printed borders in several colours. Very pleasing effects are obtained with coloured bands and an inside border of small rosebuds. The "Badminton" shape, with oval vegetable dishes, is decorated in this manner, and also in what the company call their "Reform" decoration and gilt. This is a very bright ornamentation in brown, blue and red, after the Japanese style. The "Badminton" shape, with raised gold on coloured neck, the body of the ewer being white, makes a pleasing toilet service. The neck is seen in several colours—mauve, cobalt, pink, &c. The company are making a good show with their toilet ware, which is characterised by neat decorations on good shapes.



[*Photo. by "The Pottery Gazette."*

POUNTNEY & CO., LTD.

There are many new shapes, while familiar forms are shown with fresh decorations. We give an illustration of "The Melbourne" shape toilet—ewer and basin. This very pretty rosebud and gilt ornamentation is a special and inexpensive line. Rosebuds on white ground, and with gilt edges, are applied to miscellaneous tableware, with good results. The illustration shows a new line in jugs. The "Brixton" shape is tastefully ornamented, as shown, and is supplied in flow blue, flow green, and several enamelled colours. The "Brixton" is a good, useful form of jug, well modelled. The illustration includes two special lines in tea and breakfast ware. The spiral fluted cup and saucer, on the left, differ from ordinary white spiral patterns, as the flutes are somewhat wider. This is called "The" shape. It is also supplied with printed and enamelled decorations. The other cup and saucer illustrated are the "Minton"

shape, in cobalt blue and other coloured bands and gilt. A nice variety of decorations is shown, applied to all descriptions of pottery for table use. There are six or seven of these bright-looking patterns en suite. The company are doing well with their fancy goods (such as the "Cock and Hen" coloured decorations, &c.); while they make a good display with their well-known "Bristol Art Ware." The bright, cheerful appearance of this ware makes it a good selling line where attractive ornamentation is required. The "Iris," roses, shamrocks, and tulips, nicely painted in natural colours, are some of the decorations included in this ware. The company are showing some very pretty flower pots in many sizes and shapes.

The Star China Company, Atlas Works, Longton, have made arrangements with Mr. Congreve Jackson, of 11, Charterhouse-street, Holborn-circus, E.C., to be their sole London representative. The company's "Paragon" china is now an established stock line which has become popular on its merits. In this ware the company manufacture tea and breakfast sets, teapots, dessert services, afternoon tea sets and trinket sets. (There is a partiality just now for fancy papier-mâché, Japanese and other trays. The company, therefore, supply the pieces for these tête-à-tête, and trinket sets without trays if desired.) Mr. Jackson has now a good range of the company's samples on show at his rooms, including several novelties in form and ornamentation. New shapes and patterns are in course of production at the works, and will be sent up to the showrooms as they are ready. The company make a variety of goods suitable for a medium class trade, together with specialities of a better grade. While continuing to give their attention to the requirements of the general dealer, they are increasing their production of higher class china. Mr. Jackson is showing samples of dessert plates richly decorated and gilt. The hand-painted ornamentations on these include birds in medallions, by an artist who is a specialist in this branch; while there is another series of painted views of castles, landscapes, &c., by an expert in these dainty productions. "Paragon" china maintains its reputation as sound, useful, attractive, and inexpensive domestic ware; and at the same time it is supplied with rich and artistic ornamentations which will be appreciated by lovers of beautiful china. Dealers who wish to see the progress the company is making should call and see the samples at the new London showrooms.

Mr. John Porter, who is so well known to buyers and dealers in the London district, after twenty-four years' connection with the Worcester Royal Porcelain Co., Ltd. (nineteen of which have been spent in London and five on the works at Worcester), has resigned his position as their London representative, and has succeeded the late and deeply regretted Mr. John T. Pitcairn, as London representative for F. Winkle & Co., earthenware manufacturers, Stoke-on-Trent; Pointon & Co., china manufacturers, Stoke-on-Trent; A. & J. Davies, glass manufacturers, Stourbridge; and L. Bernardaud & Co., porcelain manufacturers, Limoges. Mr. Pitcairn's long connection with the two first-named houses is well-known in the trade, and his services in developing their respective businesses are admitted by the proprietors. As many rumours are current—some of them altogether incorrect—as to Mr. Porter's succession to Mr. Pitcairn's agencies, we are authorised to say that, with the knowledge and approval of the two firms above referred to, Mr. Porter has arranged to render material assistance to the widow and children of his old friend and predecessor. That promised assistance is, we understand, satisfactory to Mrs. Pitcairn and her advisers, and, we may add, it is creditable to Mr. Porter. This is all that need be publicly stated. The arrangement is a purely personal one, and it is hoped that the idle statements referred to may not be repeated.

F. Winkle & Co., Stoke-on-Trent.—As stated above, Mr. John Porter has been appointed the London representative of this firm, in succession to the late Mr. J. T. Pitcairn. The fine showrooms at 13, Charterhouse-street, E.C., are continued. They are on the ground floor, and are open every day. The company are manufacturers of dinner and toilet ware, pedestals and pots, vases, fancy goods, &c. (The firm are also manufacturers of closets, lavatories, and other sanitary wares of the most improved types. Mr. W. J. Bowring has charge of this department in London, and samples are on show at the same rooms, 13, Charterhouse-street, E.C.) Mr. F. Winkle, the head of the firm, is one of the best-known men in the Potteries, and the "Colonial Pottery" and its products are familiar to dealers all over the kingdom, it may be said in nearly all the markets of the world. Mr. Winkle is a practical potter, and still exercises a general supervision over the entire works. There cannot be any doubt that the constant improvement in the firm's productions is due largely to his intelligent oversight. The samples shown at the London rooms are evidence of his energy and enterprise. There is a fine array of pedestals and pots, many of them of noble proportions, and all tastefully modelled and skilfully ornamented. There are several severely classical forms amongst them, while others of modern design are excellent specimens of artistic pottery.



[*Photo. by "The Pottery Gazette."*

F. Winkle & Co., Stoke-on-Trent.

Effective colouring is one of the strong features in these goods; some very rich decorations in blue and gold are cases in point. Toilet ware is another branch of pottery in which Messrs. Winkle hold a high position, one side of the long showroom presenting a varied selection of shapes and decorations in this line. We give an illustration of two of these: one, the "Elgin," has a tall ewer, a good form which lends itself to many styles of decorative treatment. The illustration shows it decorated with violets and gilt The other ewer and basin shown represent the "Plain Louis" shape, a nice form, not so tall as the "Elgin." The ornamentation shown is a neat arrangement of flowers and festoons. The "Peerless" and the "Ripley" are amongst other new toilet shapes. From a large number of very good dinner patterns we have selected the "Albion" shape, of which we illustrate a vegetable dish and a dinner plate. The cover dish is a pleasing oval shape, with sunk lid. The decorations include many excellent border patterns, with and without coloured bands. The firm are now making a variety of vases and other art shapes, richly decorated. There are many ranges of these, and they exhibit great diversity in outline and ornament, and all are good. The firm are showing art flower pots in an almost endless variety of designs, with tasteful embossments and nice bright colourings. Hanging pots are also shown in many patterns. In fancy goods some quaint Dutch subjects are introduced as decorations on jugs, &c.

Pointon & Co., manufacturers of china tea, breakfast, and dessert ware, Stoke-on-Trent, are also represented by Mr. Porter, who has a good array of samples, which include shapes and decorations to suit all tastes. The firm are successful in their dainty ornamentation, just what are wanted for tea ware. One decoration (their No. 2,315) is what ladies would call "sweetly pretty." It has a green band and sprays of roses. The shapes are all good. A new "Bell" shape is a charming form for a tea cup. Amongst many floral decorations a very happy one consists of violets and gilt. In addition to shapes and decorations that are essentially modern, Pointon & Co. have several successful revivals of old-style teas. These are low, open-shaped cups that were in vogue generations ago, and the ornamentations are in keeping with the shapes. They are showing the familiar "Willow" pattern on teas in both light and dark blue. A choice assortment of samples of dessert services shows that the decorative resources of the firm are extensive and varied. The firm have a good reputation for tea and breakfast china, and all the new goods shown are well calculated to maintain it.

R. Floyd & Sons, Lovatt and Hall-street Potteries, Stoke-on Trent, recently changed the style of their firm from Floyd & Co. to R. Floyd & Sons. The reason for this is obvious, as the sons of the principal have for some time been actively associated with him in the control of the business. They are manufacturers of toilet sets, vases, flower pots in great variety, cheeee dishes and covers, bread plates and trays, butters and covers, and jugs, and in both normal and quaint shapes. They are constantly bringing out novelties, especially in such pieces as tobacco jars and covers and jugs, where humorous forms can be used. Floyd & Sons apply figure, floral, and landscape decorations to almost everything they make. They are showing many pretty scenes in toilet ware, flower pots, handled vases, salad bowls, clock sets, and many other pieces. They have just published a neatly printed half-tone sheet of illustrations of some of their newest goods. They will send a copy of this supplementary sheet to any dealer who applies for one with his business card.

Hewitt & Leadbeater, Willow Pottery, Longton, are represented in London by Mr. F. Findlay, Buchanan-buildings, 24, Holborn, E.C. Mr. Findlay is showing samples of many of their specialities in willow art china at his rooms, and new ones will be added from time to time. (Mr. Leadbeater was formerly associated with the firm of Robinson & Leadbeater.) Hewitt & Leadbeater are manufacturers of artistic and fancy flower holders, fern pots, and vases in many pleasing shapes, colours, and designs. They make a special feature of miniatures in heraldic, view and other coloured decorations. They are showing samples of ecclesiastical and art statuary in white, antique ivory, and art colours. Their rustic-shaped flower holders, coloured, are very pretty, and include a number of new models and decorations. They make many specialities suited for seaside trade and bazaars.

Albert E. Jones & Co., Palissy Pottery, Chancery-lane, and Garfield Pottery, High-street, Longton, have appointed S. Dornberger & Co., Gamage-buildings, Holborn-circus, E.C., their London export representative. Dornberger & Co. have a good range of the firm's samples on show, and further novelties are on their way. I saw Mr. Jones himself at the London rooms a few days ago, and he speaks hopefully of their prospects. They are manufacturers of semi-porcelain, and their principal lines are toilet ware, dinner, tea, and breakfast ware. They make some excellent lines for good medium class trade, and aim at supplying the multitude with decent goods, and not with ware that is cheap and nothing else. The samples on show at Messrs. Dornberger's rooms are neat and attractive. Amongst them are several new shapes in toilet ware. One of the best of these is ornamented with the firm's new "Palissy" decoration. This is a striking effect—a rich crimson shading off to lighter tones. The "Palissy" is applied as decoration to other lines, and always with good results. The firm are strong in decorations, in which colour combinations play a prominent part. They are very happy in these, and also in their shaded effects. The miscellaneous goods include jugs, cheese stands, sweets trays, flower pots, teapots, cocoa jugs, bread trays, &c. Their "Queen's White" ware is supplied in dinner and tea ware, and all table requisites. This is a leading line. The goods shown are of the popular class, the shapes are good, and the ornamentations are attractive and neat.

The City and Guilds of London Institute.—The Department of Technology has just issued the programme for the coming session, which gives the following dates for the 1908 examinations:—Pottery and Porcelain, Preliminary, April 27; Ordinary and Honours, April 29; Glass Manufacture, Preliminary, April 27; Ordinary and Honours April 29. The programme supplies full instructions as to entering for the examinations with particulars as to prizes and scholarships.

A Love Letter in Pottery.—Among the exhibits of the "Faïence of Persia" of which an account was given in THE POTTERY GAZETTE last month, was a Persian jug 9¼ in. high, on which a pathetic love letter was inscribed by a love-sick youth in A.D. 1231. The jug is a bottle-like body, with narrow neck expanding upwards. The jug is covered with a cream-coloured tin glaze, and decorated in brown lustre with golden and ruby lights. The design is peculiar, consisting of open plaited bands containing inscriptions, the spaces between the bands being filled with flowers. The inscription reads: "I am wandering in the desert separated from my well beloved. I write these words on this flask that they may be a remembrance of me, in the year of the Hejra 609 (A.D. 1231) trusting that she, of whom I dream evermore, may refresh herself by putting this pitcher to her lips; that she will recognise my writing and think of me, and take pity on my love." This inscription, written nearly 700 years ago, is as intelligible as when first indited.

CORRESPONDENCE.

(*Continued from page* 919.)

FROM CANADA.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I am going into the agency business here, and if you hear of any one wanting to put their line on the market in Canada, will you please ask them to write to me? I have been in the china and crockery business for the last seventeen years, and now I am going into this line for myself, for I know the trade well, and can give security if it is needed.—Yours, &c., R. E. D.

[Full name and address will be given to subscribers on application.—EDS. P.G.]

ANSWERS TO CORRESPONDENTS.

Shop Manager.—The description you send is not sufficiently clear. If you send us a piece we will answer your question.

H. B.—The maker's name and address has been sent you. It is an old shape, but is a good one, and is probably still being made.

James L. & Co.—Your buyer should keep copies of all orders either placed with travellers or sent to the works. If he had done so in the case you mention all difficulty would have been avoided.

A Dealer.—Cannot have been in business long. Every manufacturer has certain stock shapes and patterns that can generally be despatched quickly. But in a mixed order some goods have nearly always to be made.

Y. Z.—You are justified in declining to keep goods that are not in accordance with your order. If you have accepted delivery of them, write to the makers explaining the fault. Say the goods will not be kept, and ask how you shall dispose of them.

A. C., London.—The duties on pottery and glass imported into Finland are the same as in Russia, viz., Earthenware (china), white or of one colour dyed in the paste, without ornament other than a moulded pattern, 1 rouble 65 copecks per poud; with patterns, borders or edges of one colour and chinaware not dyed in the paste, 1 r. 87½c. per poud. Porcelain ware, except those especially mentioned, white or of one colour, even with coloured or gilt edges or borders, but without other ornaments, 9 r. 54 c. per poud. Majolica of all kinds, 4 r. 95 c. per poud. Porcelain vessels, with painted or gilt patterns, arabesques, flowers or other similar ornaments, coloured or gilt; articles of porcelain or biscuit for decorating rooms, white or of one colour, but not pointed and not gilt, and without ornaments of copper or its alloys, 19 r. 8 c. Artificial flowers and similar articles, such as wreaths, bouquets, &c., of porcelain or china, combined or not with other materials; household ornamental articles in biscuit or porcelain, such as vases, statuettes and similar wares, painted, gilt or with ornaments of copper and its alloys, 37 r. 80 c. per poud. Buttons of porcelain 37 c. per poud. Porcelain and biscuit wares for ornamenting rooms, white, or of one colour, 19 r. 8 c. Manufactures of glass, white, half white or coloured in the paste, not cut or polished and without ornament or patterns other than moulded figures, letters or inscriptions, 2 r. 25 c. per poud. Glasswares of all kinds, with ornaments, such as designs engraved with acid or otherwise painted, enammelled, gilt, silvered or with ornaments of copper or its alloys, tissues of glass and articles made therefrom, 16 r. 50c. per poud.

CORRESPONDENTS' INQUIRIES.

B. [366] asks for makers of the "Eclipse" glass feeding bottle.

J. N. asks for maker of saucer marked with a crown and wreath, No. 26, J. & R. G.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN JUNE.

THE POTTERY TRADES.—Employment in the pottery trade in June was generally good, and better than it was a year ago. It was good in Staffordshire, at Glasgow, and at Bristol. In Devonshire it continued fair; it was also fair at Newcastle-on-Tyne and at Swadlincote. With earthenware makers at Longton and Fenton a decline was reported. With clay tobacco-pipe makers it was very good at Manchester, fair at Waterford, and dull at Glasgow and Gateshead.

THE GLASS TRADES.—Employment during June continued fairly good on the whole, and was better than a year ago. Returns received from firms employing 8,984 workpeople in the week ended June 22, and paying £10,924 in wages, showed an increase of 1·4 per cent. in numbers employed, and an increase of 1·2 per cent. in the amount of wages paid, as compared with a month ago. The increases were confined to Yorkshire and Scotland, other districts showing a decline both in numbers employed and the amount of wages paid. Compared with a year ago there was an increase of 7·7 per cent. in numbers employed, and an increase of 15·1 per cent. in the amount of wages paid, the increases being shared by all the principal districts with the exception of Worcester and Warwick, in which there was a decline in the amount of wages paid.

Employment with glass bottle makers was good in the North of England, Lancashire, and Scotland; it was moderate at Leeds, Castleford, and Mexborough, and fair at Wakefield and Dublin. It was moderate with medical glass bottle makers at Leeds. With flint glass makers employment was generally good, but with cutters it was only fair on the whole, short time being worked at Birmingham. In Wordsley and district, however, it was good. Employment with plate glass bevellers at Birmingham was fair. It continued good with sheet glass makers and flatteners at St. Helens. It was fairly good with London glass blowers. Employment with pressed glass makers on the Tyne and Wear was moderate, and short time continued general.

Table showing the number of persons employed, and the amount of wages paid them on the last pay day in June:—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	5,691	£7,347
Plate Glass	846	966
Flint Glass Ware (not Bottles)	2,118	2,262
Other Branches	329	349
Total	8,984	£10,924

Number of persons employed in each district, and the amount of wages paid to them on the last pay day in June:—

Districts.	Number Employed.	Wages Paid.
North of England	992	£1,154
Yorkshire	4,315	5,598
Lancashire	894	947
Worcester and Warwick ..	1,505	1,743
Scotland	842	1,058
Other parts of United Kingdom	436	424
Total	8,984	£10,924

The Belgian Flint Glass Industry, practically represented by one manufactory, is in a most flourishing condition, according to a report from the American Consul at Liège. Prices in 1906 were good, and the orders from all parts of the world keep the factory in operation night and day, which condition has been maintained for many years. The exports to the United States increased, and the outlook for 1907 is said to be most encouraging.

SOME DORSETSHIRE CLAY MINES AND POTTERIES.

(BY ONE OF OUR STAFF.)

IN the POTTERY GAZETTE for May, I gave a short account of clay mining in Devon and Cornwall. Since then I have visited some mines in Dorsetshire. It is only by visiting the sources of output that one is able to realise the extent of it. China clay, like coal, is a valuable national asset. The supply in both cases is enormous, but, after all, it is limited. We are dealing with the formations of myriads of ages, and we are distributing them at the rate of thousands of tons a day. Whenever the supplies of china clay and of coal are exhausted, they cannot be renewed. The time of exhaustion may be far distant, but it will come, and it is of importance to note that its advent is greatly accelerated every year. We have no official returns of the total output of china clay, but we can form some idea of the rate at which it increases from the export returns published by the Board of Trade. It is safe to assume that the quantity of china clay used in our home manufactures is increasing year by year, just as the quantity exported is increasing perhaps it is increasing even more rapidly. A statement of the average annual exports of manufactured clay from the United Kingdom for a series of years affords ground for very serious consideration. By the extensive export of china clay we are not only supplying our foreign competitors in the manufacture of pottery with the raw material they require to compete with us, but we are allowing them to assist in the depletion of supplies we shall some day be in need of for our own use. The following table shows the average annual exports of manufactured clay from the United Kingdom for three periods of five years and for the one year 1905 :—

	1875–79. Tons.	1890–94. Tons.	1900–04. Tons.	1905. Tons.
To United States.....	8,000	54,000	147,000	199,000
Other Foreign Countries.	125,000	204,000	296,000	335,000
To British Possessions..	—	12,000	23,000	30,000
Total exported	133,000	270,000	466,000	564,000

It will be seen at a glance that in 1905 the total exports of clay exceeded the average annual exports for 1875-1879 by 431,000 tons. But perhaps the most significant disclosure made by the above table is that the exports of clay to the United States of America in 1905 exceeded the average exports in 1875-1879 by no less than 191,000 tons. That this must consist largely of china clay is evident from the fact that the United States returns show an importation in 1905 from the United Kingdom of 181,000 tons of clay other than common blue clay, out of a total importation of 200,000 tons from all countries. I do not propose now to comment on the position indicated by these figures —I leave them to tell their own tale.

I took occasion in my article in May to point out that while there are deposits of clay nearly all over England, they vary considerably in quality. The clay used in the manufacture of china and earthenware comes almost exclusively from the South-west corner of England. Kaolin or china clay is found in Devon and Cornwall, while "blue clay" or "ball clay," or as it is sometimes called "pottery clay," is found in Dorsetshire. I have described the chief features of china clay, the means adopted in producing it, and the numerous purposes to which it is applied. The pottery clays (there are many varieties of them) of Dorsetshire differ in their constituents from those of Devon and Cornwall, though kaolin is the chief element in all other varieties of clay. It is the presence of other bodies derived originally from the rocks from which the deposit came, which, in the course of ages has led to the changes in the composition of the clay itself. It is the difference in composition which renders "blue clay" or "ball clay" more fusible than china clay. When burnt, ball clay forms a hard, coherent body, and can therefore be used by itself for making pottery without the addition of binding material such as china clay requires.

The principal beds of Dorsetshire clay are in the district known as the Isle of Purbeck. As a matter of fact, it is not exactly an island, though it is very nearly so. The river Frome and its tributary streams, Poole Harbour and the English Channel, practically enclose Hamworthy, Warcham, Goathorn, Corfe Castle, and Swanage, and all are included in the Isle of Purbeck. Swanage is a rapidly rising seaside resort, and is already one of the most important places in the Isle of Purbeck. Geologists, historians, and antiquarians must find Dorsetshire a most interesting district. Those who, like myself, are but amateurs in geology, will be astonished at the indications of the absolutely incalculable age of the earth furnished by the Purbeck strata. They include three marine beds, four surfaces which have been dry land, and a large number of what were once freshwater beds. In addition to these, there are oolite sands, limestone, and marl beds, chalk beds with flints and without them, and beds of clay. Who can tell how long it has taken to superimpose these numerous surfaces of such diverse natures, some of which are but slightly disturbed from their original horizontal position ? The formation with which we are just now particularly concerned—pottery clay—is by no means the least important or the least interesting. It is well established that some of the Dorsetshire clay beds have been deposited at some time or other from fresh water streams. It is computed that there was a time when a long and wide river coming from the far North flowed over this district, from the fresh water of which the Purbeck beds were deposited.

B. FAYLE & CO., CORFE CASTLE.

I had not been in that part of the country before, but as I saw by the map that Corfe Castle was easily accessible by rail from Poole, I decided to call upon Messrs. B. Fayle & Co., Corfe Castle, who I well knew worked an extensive deposit of "Dorset Blue" clay. Close to the railway station on the brow of a lofty hill, are the remains of one of the oldest buildings in the kingdom—Corfe Castle. Parts of the ruins date back to Saxon times, other parts to the time of William the Conquerer, while the latest are of the early seventeenth century. For 600 years the castle was in use, and was frequently unsuccessfully besieged. It was a Royal property until a late date, and the resident Lord or Constable had power over all the Isle of Purbeck. I did not go up to the castle (though I advise my readers to do so if they are in that neighbourhood), but, as it was a beautiful day, I went up to "The Approach," a massive arch between the ruins of two towers. This is the way into the castle from the village, and leads to a long bridge over a very deep moat. Having seen this through the archway I returned, intending to look in on my way back from Messrs. Fayle's, if time permitted. I inquired the way to the firm's works, and was directed along a picturesque road with a gradual ascent, and was told they were "about a mile" distant. My experience is that in all parts of the Kingdom rustics are lamentably deficient in knowledge of distances. After walking much more than what I considered a good London mile, I was again told that Fayle's was "about a mile on." Having satisfied myself that I was walking to and not from the place I wanted, I trudged along and eventually arrived at the company's Norden works as seen in Fig 1. There are the offices in the foreground and the extensive clay washing in the rear.

My visit was quite unexpected by the firm, and unfortunately Mr. Richard E. Pinney, the managing partner,

was not there, but I was favoured wth a short interview with his deputy, who kindly gave me some interesting particulars of the firm and their works. He, however, said he did not feel at liberty to give me many details of the business, in the absence of his principals, but as I was the representative of the trade journal he would give me a few facts. The "Norden clay" works of the firm are four miles from Wareham, and have been in existence about a century. They are almost in the centre of the "Isle of Purbeck," and the land leased by Messrs. Fayle & Co. covers a very large area—something like sixteen square miles in extent. (I was the better able to realise what this meant when I was shown an ordnance map on which the estate was marked out.) Fig. 2 shows another part of the works and extensive clay washing beds. The difference between the mining of china clay in Devon and Cornwall and the mining of Dorset clay is very great, and is due to two causes—first, the situation of the deposit, and, secondly, the nature of it. Originally Messrs. Fayle obtained all their clay from open workings, but in recent years, owing to the increasing depth at which the clay is found, all their output is from shallow mines. At these works the Norden blue and black "ball" clays are raised, and also a fine quality of yellow. The firm's "Dorset blue clay" has a high reputation among Staffordshire manufacturers. It is of a light blue-grey colour, due to the presence of very small quantities of organic matter, which is totally burnt away in the kiln, and the clay left quite white. It feels soft and oily in the hand, and is comparatively free from grit and from magnesia. A proportion of the silica in this clay is in the free state, and this, in conjunction with the lime and the very small quantity of alkali, when burnt in the kiln, forms the fusible binding material so essential in the body of earthenware. The finest "Dorset blue" is found at some depth from the surface, and the product of Messrs. Fayle's mines are appreciated because of their uniformity in colour.



[*Photo. by W. Churchill, Wareham.*

FIG. 1.—B. FAYLE & CO. NORDEN WORKS AND CLAY WASHING BEDS.

Fig. 3. shows the clay washing beds in the rear of the offices and the old tramway with waggons in the foregound. My attention was directed to this tramway, one of the few remaining with cast iron angle-plates bedded on stone blocks. Along this line the clay is hauled to the wharf, some three miles distant, and there tipped into lighters and conveyed to Poole for shipment. A large proportion of the output goes to the Staffordshire Potteries, where the firm are represented by Messrs. Oliver Lodge & Son, at Stoke-on-Trent. They also send a considerable quantity of their clays to Scotland, the European continent, and to America. My courteous informant, however, tactfully disregarded my questions as to the extent of their exports to particular places. The firm's shipping business is under the supervision of Mr. T. Gillard at Poole. In addition to the famous blue ball clay referred to, the firm supply tile clays and the "Newton White" clay for brown ware and sanitary pipes. There are many indications on the firm's property (it seems quite inadequate to designate such a widespread field of operations as their "works") that they are full of enterprise. I understand that the tramway I have mentioned will soon be a thing of the past. Messrs. Fayle & Co. have nearly completed a narrow-gauge railway, about five miles in length, connecting Norden with their works at Goathorn and Newton Heath, and they are also opening out new mines at Corfe Castle. The Norden clay will then, like that raised at Goathorn, be tipped direct into vessels alongside the pier, where there are facilities for dealing with 250 tons a day. There is a depth of water there sufficient for vessels of 350 to 400 tons burthen. The Goathorn works are in a secluded spot, 2½ miles from Studland village.

"Far from the madding crowd's ignoble strife,"

but still on the firm's estate. Fig. 4. is a view of one section of the Goathorne open clay pits. The Dorsetshire clay-cutters at work here are splendid specimens of skilful labourers. It is marvellous to see how deftly they handle a broad mattock, and cutting spades of peculiar form and weight, cutting out balls of clay half a hundred weight each.



[*Photo. by W. Churchill, Wareham.*

FIG. 2.—NORDEN CLAY WASHING BEDS.

The operation seems to the observer a very simple one, but I am told that it is only by long practice that the requisite dexterity is acquired to cut out "true balls" of clay known locally as "twoball" or "juball" (a corruption of "true ball"). The deposits of clay at Goathorn are comparatively near the surface and are worked open face

r in square pits, the "overburden" or surface soil aving been taken off in terraces. It is here Messrs. Fayle aise the "Newton White" clay and a fine quality of blue clay, together with various other clays suitable for toneware goods, &c. The promontory at the end of which the pier is built juts out into Poole harbour in form somewhat resembling a goat's horn. From this fancied resemblance the name of the place—Goathorn—has been derived. The origin of the names of some of the places in Dorsetshire is not so easily accounted for. On leaving Messrs. Fayle & Co.'s it was my intention to walk back to Corfe Castle, and take the train again there. I had in my mind the morning's experience of the Dorsetshire "mile" from that station, and on expressing my opinion of it, the courteous gentleman who had already given me so much information volunteered a little more. "Why walk back to Corfe Castle?" he asked. "It will be better to walk on to Wareham and take the train there." I adopted his suggestion, and he kindly sent a boy with me to put me into the main road to Wareham, otherwise I fear I could not have found my way off his firm's "works." It was my intention to call on



[Photo. by W. Churchill, Wareham.

FIG. 3.—CLAY WASHING BEDS AND TRAMWAY.

MESSRS. PIKE BROTHERS,

whose clay mines I knew were at Wareham and, on inquiry, I found they were on my direct route. The exciting feature about a stranger's visit to Fayle & Co.'s, Pike Brothers', or any other firm's clay-mine, is that he never knows when he is there. I was directed to a tram line which crosses the high road at right angles, and was told "that is Pike Bros.' railway, and you are on their "works." I followed the line and came, in time, to the visible works and offices. Here, again, I experienced the disadvantage of an unannounced visit. Neither of the members of the firm was there, and the manager happened to be absent that afternoon. I saw an intelligent and obliging foreman, who naturally did not feel at liberty to give me much information.



[Photo. by W. Churchill, Wareham.

FIG. 4.—GOATHORN CLAY PITS WITH CUTTERS AT WORK.

The works are nearly four miles from end to end, and are under the sole charge of Mr. L. G. Pike. The very extent of the works increases the difficulty of meeting that gentleman. The business was established in 1770, and has descended from father to son in an unbroken line since that date. That the business of the firm is expanding is indicated by the new buildings they are just completing, and by the recent installation of a large "press" of the most improved type. The clay as mined, most of it from depths 200 ft. under the surface, is brought from the various workings, and is here treated in several ways, according to the ultimate destination of it. It is all picked over and weathered for two or three years to get it into condition for use. Some of it is sent out from the weathered pile, some is washed and some is made into excellent fire bricks. That intended for the home trade is prepared in large quantities in the rolls so familiar to all visitors to the Staffordshire Potteries. The firm are noted for their "Dorset Blue Ball Clay," which is highly apprcciated by manufacturers of high class goods. They also supply clay for the manufacturer of ivory ware and several other cheaper grades for making coloured bodies. They are represented in the Staffordshire Potteries by Mr. Gilbert Hammersley, Longton, and their extensive export business has for very many years been conducted by Messrs. Buckley & Son, 37, High-street, Poole.

CARTER & CO., POOLE.

There are many industries at Poole, and that it is still an important shipping port is indicated by its quays (a mile in extent) lined with warehouses. Quite appropriate to a shipping port there are manufactures of cordage, netting, and sailcloth. There are iron foundries, engineering works, agricultural implement works, and flour mills. Considering its proximity to the clay beds it is not surprising that there are also potteries and useful and decorative tile-works. Messrs. Carter & Co. have very extensive potteries, and are known far and wide as manufacturers of encaustic tiles. They have potteries at Hamworthy as well as at Poole. I called at their Poole works, and after a short interview with their Mr. Carter, one of the managers kindly conducted me over the pottery, the work-rooms and studios. It is exceedingly interesting to watch the operations in the numerous departments, but a better idea of the variety and beauty of their productions can be obtained from an inspection of their showrooms. They make architectural pottery of the most artistic description, ceramic mosaics, and tiles for every duty—for floors, walls, and hearths. Tiles are their strongest lines, and a quiet walk round their works at Poole is one of the most instructive object lessons in the marvellous

development of the tile industry. There is no doubt that the artistic capabilities of tiled work, as exemplified in the productions of Messrs. Carter and other manufacturers of tiles, has led to its present extensive adoption in almost every scheme of decorative architecture. Many of us can easily remember the time when ornamental tiles were only found in the best class of houses, and when a tiled hearth was the exception. Now tiles of some kind are found in every house, shop, office, or in fact, building of any kind. At first, tiles were used because they were clean and healthy. Now their principal recommendation is their almost limitless application to artistic decoration. Messrs. Carter have done much to extend that special application, by producing artistic tiles for every class of decoration. The difference in the methods of working in a pottery producing domestic ware, and one like Messrs. Carter's encaustic tile pottery, are very great. There are many exceedingly interesting details in the manufacture of ordinary plain tiles for walls and floors. These were pointed out to me in my walk through the pottery. I have spoken elsewhere of the different compositions of different clays. The presence of iron in clay gives it, when fired, various tints, from light buff to deep red, chocolate, or even black. I was much interested in the preparation of the "slip" for tile making, which differs in many respects from the slip for earthenware goods, for instance. The treatment of the clay in the plunger, and the passing of it through the filter press, is much the same as in other potteries, but after the "slip" has been dried, it is ground, and after sifting, becomes the dust ready for the tile press. This is really a steel box shaped inside to the form and dimensions of the required tile. This box is filled with the fine dust, slightly damped, and pressure is applied by a powerful screw-press applied by hand, steam presses being found in practice not so satisfactory. How great the pressure is may be gathered from the fact that while comparatively loose dust went into the "box" a compact tile, with a firm smooth face, comes out. Of course the ingredients forming the dust are not the same for all kinds of tiles. For particular purposes, blended clays are converted into dusts some of which may be coloured by a stain. When plain tiles are required, the upper die or stamp has a true smooth surface, but if an embossed tile is required, the upper die has the pattern in reverse sunk in the face. The tiles are left for some days in a temperature of about 80 deg., and are then fired in "seggars." One very curious feature about tiles was explained to me, and I confess I was not acquainted with it before. It has reference to the sizes of them. Why are tiles not made in even sizes—6 inches, 4 inches, and so on? They are not, for the next size to 6 inch square is $4\frac{1}{4}$ inch square, and this is the reason. If you divide a $4\frac{1}{4}$ inch tile diagonally, you will make two triangular halves (or diagonal halves as they are called) which will measure 6 inches along the base and will consequently fit on the side of a 6 inch tile. The diagonal half of a 3 inch tile will fit on the side of a $4\frac{1}{4}$ inch tile, and so on with other sizes. When differently coloured tiles are used, a large number of pretty geometrical patterns can be constructed out of tiles of two sizes. This could not be done with tiles of uniform size.



FIG. 1.—WORKING A MOSAIC PATTERN.

The production of tiles of different colours is very interesting, but space will not admit a detailed description of it. I may say briefly, however, that buff, red, and salmon colours are obtained by blending naturaly coloured clays, according to the proportion of iron contained in them, and that gray, chocolate, and black, are produced by using ironstone and manganese as a stain. These are the cheapest colours to produce. White is the most expensive. It can only be obtained by mixing white ball clay from Devon and Dorset, with ground flint and china clay from Cornwall, the whole mixture of course passing through the slipping process This is why white floor tiles are nearly double the price of black.

THE MOSAIC DEPARTMENT

is one of the most interesting in the works. Indeed, mosaics furnish some of the most delicate of the heavier ceramic effects the potter produces. Mosaic is the fitting together of many, generally very small pieces of coloured pottery, marble, opaque glass, or other substances, so as to form a pattern. There is a great scope for the artist in the use of these, as the design may be of the most simple geometrical pattern, of one colour, or a most elaborate picture, artistically executed, with figure or floral subjects in colours of beautiful graduations. The earliest specimens of mosaics in existence occur in the ornamentation on a



FIG. 2.—FAÏENCE WORKERS.

small scale, of jewellery and ivory. Very small pieces of glass or lapis-lazuli and other precious stones are let into holes made in the ivory. The usual Roman pavement was made of pieces of marble from a half to a quarter of an inch square, but more frequently they were irregular in shape. In England and all Continental countries the most reliable signs of Roman occupation are numerous large and generally well-preserved mosaic pavements, which have been discovered. England is rich in these remains, particularly in the pavements of our cathedrals. (Beautiful specimens may be seen in front of the high altar at Westminster Abbey and in front of the shrine of Becket at Canterbury.)

To-day mosaics are extensively used in entrance halls of mansions, clubs, hotels, shops, and public buildings of all kinds. Messrs. Carter & Co. do an extensive business in mosaics. It is very unusual now to find any modern public building without this ornamentation on the floors or the walls, sometimes on both. The very small tiles are unglazed for floors and glazed for walls. They are manufactured by the firm in thousands. But more than this, designs are constructed of every possible variety. We give an illustration of employees working a mosaic pattern. Paper with the pattern marked on it is spread out, and the little pieces of pottery of different shapes and colours are gummed, face downwards, on to it, thus the pattern is produced. The girls in the illustration are busily working on the border of a pattern. Another pattern is placed before the workers for their guidance. The illustration shows them working on a coat of arms, the perfect pattern of which is seen in front of them. The variety of designs that have been produced in these mosaics is indicated by the patterns of a bicycle, a lion, a peacock, &c., hanging round the room. Where the space to be covered is large, the work is prepared in sections, for convenience of moving and of laying in the cement bed prepared for it. When the work is laid in position, the paper is of course removed. The method described applies to more elaborate designs. Where geometrical or conventional patterns are followed, the design is formed as the pieces are laid in their final position.

Messrs. Carter & Co. are so well known as manufacturers of all kinds of encaustic tiles, that I need not say much about that department, although it is by far the largest and most important of their many branches. The

FAÏENCE WORK,

however, was particularly interesting to me, and I fancy is not so familiar to our readers, who are not directly concerned in constructional work. It is, however, "pottery" of an interesting description, and is worth attention. We give an illustration of artists engaged on this work. The skill of the clay workers is seen on a different plane here to what it is when employed in producing floor tiles. In the faïence pilaster and hand-painted panel some very fine results are obtained. To the mechanical accuracy demanded in other forms of pottery produced on the works, the sculptor's hand and the artists' eye are added in this beautiful and delicate industry. The rooms in this branch (one of which we illustrate) are more studios than workrooms in a pottery. The productions of this artistic architectural pottery on such a large scale is a good sign. It is in response to the demand for more artistic surroundings in our houses, and in our shops and stores. Faïence pilasters and wall tiles add lightness and attractiveness to shops. Clean, cool, and bright, this is an ideal treatment for entrances to halls, cafés, hotels, for mantels in a great hall, and for all similar places which are susceptible of artistic ornamentation. Messrs. Carter's "Faïence" holds a high position as art work, and those who effect the wonderful transformation of common clay into forms of such permanent artistic beauty, must themselves be artists of no mean order.

Obituary.

GEORGE BURTON, AGED 89.

MR. GEORGE BURTON, who died at his residence, Boothen Wood-terrace, Stoke-on-Trent, on July 4, had for many years been an interesting personality in the pottery trade of Staffordshire. He was born in Derbyshire in 1818, and in 1836 he entered the service of John and William Ridgway, the then proprietors of Cauldon-place Pottery, and he has been associated with the same works ever since. It is true he retired from active service about three years since, but he has visited the works every week to see his old friends, and to keep in touch, more or less, with a business in which he had always taken a deep interest. He commenced as warehouseman, and has not only been a witness of the numerous changes at Cauldon-place, but he has also seen many remarkable changes in the pottery methods and appliances for making pottery. The business at Cauldon-place was established by Mr. John Ridgway, father of the John William Ridgway whose service the deceased entered, so that the late Mr. Burton was connected with the works through very nearly the whole of their existence. His position was always an advancing one. From being head warehouseman he was appointed head of the order department, and the bulk of the correspondence soon drifted into his hands, and it was not long before he was given a confidential position in the commercial branch of the business. Mr. Ridgway himself travelled considerably in the interests of the business, and additional responsibility was thrown on Mr. Burton during his absence. Mr. John Ridgway retired in 1859, and the business was purchased by Mr. Brown Westhead and Mr. Wm. Moore, and it would almost seem that Mr. Burton was taken over as a valuable asset, for he was at once appointed confidential clerk to the new firm. It was not long before the management of the works was entrusted to him, and that responsible position he held until his retirement a few years ago. Mr. Burton was a practical business man, and acquired a perfect knowledge of the production not only of china and earthenware, but also of sanitary ware. We believe Mr. Burton was not himself a potter, and yet he seemed to know exactly what was suitable for each of the markets of the world. He was quick to observe, and a few hints enabled him to understand exactly what suited customers with very different requirements. Perhaps Mr. Burton's most remarkable characteristic was his knowledge of men. He was kind and considerate to all, and enjoyed in the



Mr. G. BURTON.
Photo by H. I. Gover & Co., Hanley.

fullest sense the esteem and confidence of his principals and the respect and, we may almost say, the affection of those who worked under his directions. His punctuality was proverbial, and it is said that he was at his post at six o'clock each morning for half a century. His death was due to heart failure, probably a natural result of his advanced age. The funeral took place at Hartshill Cemetery on July 9, amidst striking manifestations of respect by a large gathering of friends and associates. Tributes of affection were numerous—from the firm, the office, the warehouse staff, and the employees.

JOHN TENNENT PITCAIRN, AGED 50.

THE pottery and glass trades of London lost one of the most genial of representatives when Mr. John T. Pitcairn, of Ely House, 13, Charterhouse-street, E.C., passed away on July 11, at his residence, Braeside, Ardbeg-road, Herne Hill, S.E. To say that it is "with regret we announce" Mr. Pitcairn's death is but feebly to express the feelings with which we do so. The news of his death, though not altogether unexpected, was received with deep sorrow by all the wholesale and retail dealers in our trades who had ever done business with him. That sorrow we are sure will be shared by a number of buyers on the other side of the Atlantic, who never failed to call at 13, Charterhouse-st., on their periodical visits to London. Mr. Pitcairn's health broke down about two and a half years ago, and though he rallied for a time, his illness left its permanent effect on his lungs and on his heart. He had been confined to his room for some weeks, and though he suffered acutely towards the end, he bore it with remarkable patience and resignation. Until his health failed him, as stated, he was full of energy and vigour, and was one of the most enthusiastic men in the trade.



Mr. JOHN TENNENT PITCAIRN.

The deceased was born in Scotland, but while he was very young his parents moved into England, so that his whole training has been English. His first business experience was not in connection with pottery, his father, we understand, having been engaged in another industry. The late Mr. Pitcairn, however, had brothers in the trade as manufacturers of earthenware, under the style of Pitcairns, Ltd., with works at Tunstall. They made chiefly for foreign and Colonial markets, especially for the United States. One of his brothers is now well established at New York. Mr. Wm. S. Pitcairn, of 19, Murray-street, is one of the best known men in our industry in the States. He represents Doultons and other leading houses. That he is held in high esteem in his adopted country is evident from his position as one of the trustees of the Crockery Board of Trade of New York. The late Mr. John T. Pitcairn became associated with F. Winkle & Co., of the Colonial Pottery, Stoke-on-Trent, about fifteen years ago. They are manufacturers of general useful and ornamental earthenware, and he undertook their London agency. About the same time he commenced to represent Pointon & Co., china manufacturers, of Stoke-on-Trent. Apart from their business connection, Mr. T. Pointon and the deceased have been on terms of the closest friendly intimacy practically all their lives. As a representative, the late Mr. Pitcairn was full of enterprise and tact. The latter quality is an important one for a representative in these days, when dealers and buyers have so many partialities—and prejudices. We have it from a buyer, who candidly confessed that he himself had both, that his late friend had acquired the happy facility of meeting the former and of overcoming the latter with conspicuous success. The late Mr. Pitcairn was held in high esteem by the firms he represented, not only because he had so greatly extended their London connection, but on account of his genial friendliness. He was also respected by his customers, and we are justified in saying that he was by them regarded as one of the most reliable authorities in the trade. When trade questions were discussed, the views and opinions of the deceased always carried weight with them. In addition to the firms named, Mr. Pitcairn represented A. & J. Davis, glass manufacturers, of Stourbridge, and L. Bernardaud & Co., china manufacturers, Limoges. The deceased was held in great esteem in the suburb in which he resided. (This is within the personal knowledge of the writer, who lives in the same neighbourhood.) He was one of the sidesmen at St. Jude's Church, Dulwich-road. He took no active part in politics, though he had strong views on the questions of the day, and did not hesitate to express them. He was of a quiet, retiring disposition, and found his recreation in bowls. The quietude which is the characteristic of thatpopular game was in perfect harmony with his disposition. We have known him for fifteen years, and we cannot imagine anyone having a quarrel with him. If there ever was one it must have been a one-sided affair. He was peculiarly sympathetic, and was ever ready to assist those in need as far as he could. He was a subscriber to the Pottery and Glass Trades Benevolent Institution, and was a member of the Board of Management. It was decided by the Board to elect three annuitants at the annual general meeting held last January. There were five applicants, one of them a well-known member of the trade, who was in great need. Mr. Pitcairn worked hard to secure his election, and succeeded. That was his last duty in connection with the Benevolent Institution. The deceased was a "Free and Accepted Mason." The funeral took place on July 15. There was a more than usually impressive choral service, conducted by two of the clergymen ministering at the church he attended, and the interment took place at Norwood Cemetery. The love and respect entertained for the deceased were indicated by the large attendance at the church and at the graveside. In addition to the members of the family and local acquaintances, these were present the following members of our trades :—Mr. W. J. Bowering, representing Winkle & Co., Mr. J. E. Heath, Mr. J. Pointing, Mr. John Porter, Mr. H. Bates, Mr. W. W. Wood, Mr. A. P. Millington, Mr. Penman, Mr. Turnbull, Mr. Stern Mr. Cecil Cooper and some others. Amongst some dozens of floral tributes there was one "With deep sympathy" from the staff of Winkle & Co., another labelled "With intense sympathy from Tom Pointon," and one "In affectionate memory from John Porter." After the committal a number of the deceased's fellow-craftsmen filed past the grave, each reverently dropping a sprig of acacia on the coffin as their last tribute in accordance with Masonic ritual.

Costly Porcelain Buttons.—A set of six buttons recently made in Paris for an American girl cost over £8. Each one was a real painting on porcelain of a celebrated French beauty. No shank or setting was visible.

HISTORY IN CLAY.

(BY ONE OF OUR STAFF.)

THE exhibition of Egyptian antiquities held during the last month at University College, Gower-street, W.C., enhances the position of the industry we represent as the most valuable transmitter of history the world has every had. Whether future eras will give the premier position to the art of the printer as a recording medium or not, does not alter the fact that up to the present we are indebted to the art of the potter more than to any other source for our knowledge of the peoples of past ages. A valuable contribution to that knowledge is furnished by the discoveries of Professor Flinders Petrie, and the students of the British School of Archæology in Egypt, made at Gizeh and Rifeh this year. At Gizeh, near the Great Pyramid, in some cemeteries which they excavated, the explorers found remains of the first three dynasties before the pyramid kings. Of the reign of King Zet in the first dynasty—about 4,800 B.C.—fifty-two graves were found, and, though all had been plundered, many still contained remains and relics. Some of these I looked upon with awe at University College last month—that is to say, 6,700 years after they had been deposited in the tombs from which Professor Petrie and his students removed them. The alabaster vases, bowls of metamorphic rock, and other relics found in the graves, were exhibited; and, of course, were objects of great interest; but, as they are not "pottery," it would be out of place to speak of them here, though I am tempted to mention a painter's palette, with pans for red and black paint, cut in slate. There is also a small slate for grinding eye paint which has an ivory lid. There are vases of ivory, and cups of lazuli, serpentine, calcite, and red limestone. But the pottery from these graves of the first dynasty forms a remarkable historical link which carries the skilful exercise of the potter's art back for a period of 6,700 years. There was exhibited an armlet of hawks made in blue glazed pottery, and a necklace of long beads also in bluc pottery. These were found together. A number of small vases in green glazed pottery and larger pottery jars found at the same time were also shown. Pottery jars from tombs of various dynasties from the first to the twenty-sixth were exhibited.

From the graves at Rifeh were shown a large quantity of small blue beads of the twelfth and also of the eighteenth dynasties. A large shell, engraved with the name of Senusert I., not only proves the authenticity of such shells (which has been doubted), but establishes the date of these small blue beads, which were found with it. From these graves were shown many pottery jars of great diversity of form and size; and a finely modelled lid of a pottery coffin, representing a woman of the best type of the fellahin, together with groups of pottery of a ruder description. The chief feature of the exhibition is the complete contents of a tomb found in a small rock chamber at Rifeh. They include the remains of the burials of two brothers of the twelfth dynasty. By the side of one of these coffins was found a Canopic box containing jars packed in divisions with soft pads. These jars are of pottery, painted yellow, and inscribed. From the cemeteries of Rifeh and the neighbourhood were collected a large number of "soul-houses." These were pottery models of houses which were placed on the graves for the shelter of the soul. "In the earliest times offerings were made in the cemetery to satisfy the wandering soul when it came out of the tomb at night to search for sustenance." The pottery models of houses were copies of the actual houses. Those collected were arranged in the exhibition according to their types, beginning with the plain tent-like erections and ending with the more elaborate buildings with furniture. Pottery jars and pottery stands were shown, found in the same graves with the "soul houses." These soul houses date from the ninth to the twelfth dynasties—a few centuries before 3,000 B.C.

One of the conditions under which the "British School of Archæology in Egypt" works is that the finds shall be distributed to public collections only, so that our readers may have opportunities of seeing not only the pottery, but the numerous other mementoes of ancient Egypt. The relics, however, will probably never be seen in one collection again. It will be a fortunate museum that acquires possession of the contents of the burials of the two brothers, Nekht-ankh and Khnumu-Nekht, sons of Khnumu-aa.

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

VII.—TECHNICAL EDUCATION AND FOREIGN COMPETITION.

THE following is the annual address delivered by Dr. J. W. Mellor, the County Lecturer in Pottery and Porcelain Manufacture, at the Fenton Technical School, March 13, 1906:—

I sometimes feel a little sad when I attend the prize-giving functions of our primary or secondary schools and even the graduation ceremonies of our Universities. This may seem an unnatural sentiment. Is there no reason for rejoicing with the boy as he receives the reward of his diligence and learning; and with the young man as his University crowns him with the coveted honours? Of course there is, but at the same time there is undoubtedly an element of pathos in it all. Some will have us believe that we are being driven backwards in the commercial war of nation against nation because of the lack of education. The foreign artisan, we are told, gets a 50 horse-power education, while our men get only 10. The consequence is that they are said to be advancing, we retreating. More education is urged as the panacea, the all-healing remedy for our troubles.

There is education and education. We may have too much of the one and too little of the other. Let us trace the education of the product of some of our Universities. The story has been graphically told by Gorst. At the age of five the child is pressed under the wheels of the great educational machine. The wheels grind, and grind, and grind. The process of grinding is tested at the annual examinations. We reward the most responsive youth with a prize. After having acquired the regulation stock of knowledge, the youth graduates. The end is accomplished. He goes into the world stored with very much the same facts, the same habits, the same prejudices, and the same opinions as his fellow-graduates. The process of grinding has probably robbed him of that precious talent—the faculty of original thought.

Fortunately, Nature has provided many with good "forget-tories," so that the grinding does not always do the harm it is capable of. Some are able to survive the process, and begin all over again. Others, like Newton, Davy, Watt, Stephenson, and Linnæus, could not be broken under the wheels of the great Juggernaut, and, although they were looked upon as stupid dunces by the pedagogues of their day, yet they were able to preserve their faculties and to lead the world into new avenues of thought. Far is it from my intention to belittle any particular branch of knowledge, but the recent agitation for the rationalisation of the "little-go" at Cambridge encourages me to go on. It is refreshing to find so many of our leaders frankly admit that the time they have spent upon the dead languages has been wasted. If a youth has a special aptitude for literature and classics, let him, by all means, cultivate his gifts. But what would you think if the leaders of your school recognised no distinction between potters, miners, engineers, and artists? What would you think if there was only one curriculum? Drawing, and engineering, and pottery, and mining—all or nothing. Of course, the proposal would not be taken seriously. Yet this sort of thing prevails in many of our schools. I often wonder where the electrical industry would have been to-day had Faraday been put in an educational straight jacket and made the victim of a classical education. Fortunately, that was beyond the means of his parents.

Education is not Greek, not Latin, not chemistry, not Euclid, not history, not geography. The object of education is to develop and train the natural talents and faculties so that they may work in the most efficient manner. Prize-winning in our schools and colleges often shows that the delicate tissues of the boy's brain have been used for the storing of useless knowledge rather than the development of independent methods of judgment and thought. Is not this a sad spectacle? The worst feature is that the system is so firmly rooted in our minds that it is scarcely possible even to imagine

a remedy. With technological schools such as yours there is no difficulty of this nature. Education can take on different directions for different types of students. Most of you, I take it, have decided upon your future avocations. Practical or artistic pottery, mining, engineering, commerce, and the domestic arts. Herein lies your peculiar privilege. Unlike the unfortunate victim of the classical Universities, you who intend to be miners are not compelled to waste years of your lives conjugating ancient Greek verbs ; you who are potters are not compelled to benumb your faculties turning good English into bad Latin verse. Your energies are directed along right paths. You are storing knowledge, but it is useful knowledge. I am therefore proud to have the opportunity of congratulating the students of this school upon the successful issue of the past year's labour. The fine quality of the work which, I see, the students have done shows that the teachers have placed a high standard before their pupils.

I should like to say a word to those who have passed their advanced or honours examination. You have learned the alphabet, and now beg of you to take up the book of Nature. Try to read and understand. The laws of Nature are operating in the potter's slip house and biscuit oven as surely as they are in the starry heavens. The great thing is to learn to read these laws so that they may guide you in your workshop practice. It is a disastrous mistake to suppose that a first-class honours diploma is the be-all and end-all of the technical classes. The diploma you receive is not a licence to rest. Your responsibilities are now greater than ever before. More is expected from you.

And a word to the beginners. The motto of your school is "Onward and upward." It is very possible that the path is arduous and wearisome. But you will never reach the hilltops without drudgery. Step by step is the way to climb. Do not be disheartened when confronted with difficulties. That is just the time for you to reap the greatest benefit from your classes. Get into the habit of overcoming obstacles. Your teacher wants you to walk alone. Perambulators and go-carts are only adopted for invalids and infants. You must learn to progress without these auxiliaries.

Some years ago we heard a great deal about the laws of evolution or the forces which co-operate in the advancement of mankind. But there are forces, even more potent, which are ever directed backwards. It is the struggle for existence, stimulated by competition, which keeps us moving forward. There is no standing still. If not upwards, then it must be downwards. This is a universal law. The choicest of plants in the best of gardens will assuredly degenerate if left to itself. On all sides there is

> "Evolution ever climbing after some ideal good,
> And reversion ever dragging evolution in the mud."

We dare not follow the law of inaction, the law of "Tao," preached by the Chinese sage Lao Tseu. His countrymen rested, and where are they to-day ? Once in the van of civilisation, now they drag on behind. Inaction means drifting backwards. Unremitting toil is the inevitable accompaniment of success. In the ruthless struggle for commercial supremacy man fights against man ; factory against factory ; and nation against nation. Væ Victis ! is the battle-cry. Woe to the conquered, let them give way to the victors or be trampled underfoot without pity and without remorse.

Who are likely to conquer in the keen contest for trade ? Obviously those who possess an advantage over their competitors. A manufacturer has a winning advantage if he is able by improved processes to sell his goods at a lower price than his rivals. Other things being equal, if his designs or patterns outclass those of his competitors, it is obvious where the trade will go. It is difficult to imagine where the quality of the products turned out by some of the best manufacturers in this district can be improved. They seem to be working on the hill-tops of the industry. Hill-tops climbed by their ancestors more than fifty years ago. But quality is not the only advantage required in the struggle for trade supremacy. I am not going to repeat the parrot-like cry "Beware of the Germans," but we dare not shut our eyes to the fact that the methods of some of our Continental competitors enable them to turn out goods at a price which cannot be approached by the methods of manufacture at present in vogue in this district. Take an example. The other day a leading manufacturer showed me a decorated china plate made in France, and I was assured that the retail price of the plate in New York would not pay the cost of decorating the plate in this district. This is not by any means an isolated example.

Our grandfathers have achieved marvellous results. They have, indeed, climbed the hill-tops, and earned a world-wide fame. The Staffordshire potter is the pride of Britain. But we have been so accustomed to lead that we may commit the fatal blunder of underrating our competitors. Past successes have not made us invincible. We shall waken up some morning, rub our eyes, and see that there are higher hills to be scaled. We shall have to resume the everlasting struggle or be dragged down into the valleys. This is inevitable. The struggle for trade supremacy has taken on quite a new aspect. Cheapness and quality is the ideal goal. Everything must be subservient to this end. The only hope for success lies in some modification of our methods. The fundamentals must be revised. Something more than skilled hands are needed. Brains will have to be incorporated with our methods, as Opie did with his colours. We must recognise with Euripides that "one wise head is worth many hands." Intellect, not ignorance, is the weapon with which we hope to conduct the commercial war. Unless our workmen are more intelligent and better trained than those of our competitors we shall be elbowed backwards and there remain. I often try to understand the attitude of those who oppose these principles. Are we still steeped in the mysticism of the seventeenth century ? In those days a cerebrated "pot-bank" near Burslem would only employ the most ignorant men they could obtain for fear that some of their secret processes might be understood by their workmen. It meant something to be the biggest fool on Messrs. Elers' works, but they were at last outwitted by the biggest fool of all, as you will read in Shaw's "History of the Staffordshire Potteries."

Let me now descend from generalities. What is the best education for the potter ? Suppose that the three R's have already been inculcated ; suppose that the youth is occupied from eight to twelve hours a day in the factory ; and that if the evening classes can make him a better workman he is willing to place himself in their hands. The operations of pottery are intimately associated with chemistry and physics. The principles of inorganic chemistry, the general properties of matter (that includes, of course, the mechanics of machinery), and heat must be studied. These subjects are the three R's of pottery. It is possible to acquire these principles simultaneously with more specialissd courses on pottery itself. I should think that the whole might be completed in three or four years with no danger of mental indigestion. This is a course which can be taken quite comfortably in the classes provided by the County Education Committee. After this I would recommend you to take up one special problem connected with your work. Think about it. Find out what others have thought about it. Cultivate scepticism. Look at it from above and below, from the north, south, east, and west. You will begin to find that you want to know a little more about the three R's of pottery. But you can read. Twist your problem about. Turn it inside out. Exercise your imagination, and, above all, constantly subject your ideas to the test of experiment. Discuss your problem with experienced potters. There will probably be no need for secrecy, and they possess large stores of valuable information which might save you years of work. I promise you many surprises. You will not be satisfied with the narrow outlook which you obtained in your three years of preliminary work. You will possibly resolve to read what the Germans and the French have thought about the things which interest you. Thus every faculty of the mind will be stimulated and you will grow in culture and understanding. I do not therefore advocate a narrow course of instruction after all. I would not try to cram so much knowledge into the boy's brain before he is prepared to assimilate some of it. A liberal education by all means. But, first, if you please, education, and then instruction, then application, and culture will follow as surely as the sea follows the moon.

After education has developed and trained the faculties, then, by instruction, we seek to place the experience of the many at the disposa of the youth so that he can commence his life's work almost where his predecessors left off. Let the knowledge and experience gained by the many be crystallised. The crystallisation of knowledge is quite an economical process. We call it science. Science is crystallised knowledge. I have been questioned after this manner. If Wedgwood and the early potters were able to produce unrivalled results without scientific methods, is it not probable that we, too, might dispense with these auxiliaries ? Some such notion lurks in the minds of a great many. I have no hesitation in saying that Wedgwood employed the very best scientific methods in vogue in his day. The trouble is that we are still just there. Let me illustrate by means of a problem which has recently come before my notice. "Fire proof china," how is it made ? You know the ware. Saucepans, kettles, and other domestic utensils can be made of porcelain, and yet not crack when used in the ordinary manner. According to the older methods of investigation, a great number of small articles would be made with different mixtures until one was found which would withstand the test in a satisfactory way. It would mean an appalling array of mixtures, and an appalling pile of "pitchers." In the light of the present age we should not look directly for a mixture which would not crack under the given conditions. We see at once that we require a body which expands very little when heated so that there will be little or no strain when the outside of the vessel is at a different temperature from the inside. By way of illustration, we might attack the problem by measuring the effect of the different materials upon the expansion of fired product, and very soon find what constituents reduced the expansion. Thus by process of elimination we should quickly find that mixture which would furnish the smallest expansion under the influence of heat. Observe that we have not yet made one single vessel, and yet we should feel confident that no better mixture could be obtained with these materials, as confident, indeed, as Le Verrier felt when he invited Galle to focus his telescope and discover a new planet. There are, of course, other factors to be considered, but every man of sense and ability will appreciate my point. If our young men are to maintain the position so gloriously won by their ancestors, they must

not start where their predecessors began, or they will spend the best years of their lives getting just so far and no further. Let our young men be equipped with the experience of the veterans. Let us economise experience. Then there can be no question as to the result, for our men will prove worthy of their great heritage, and add a brighter lustre to the fame of the Staffordshire Potteries.

VIII.—TECHNICAL EDUCATION IN THE OLD ESTABLISHED INDUSTRIES.

An address by Dr. J. W. Mellor at the annual prize distribution of the Stone Education Committee's Evening Classes, September 11, 1906.

Allow me to congratulate you on the encouraging report just read, and upon the response that students have made, as shown by the long prize list. I could not help thinking that the young ladies of the district seem to be more shrewd and far-seeing than young gentlemen, as evidenced by the greater use the young ladies seem to have made of the facilities which the Education Committee place before all who have the good sense to take advantage of them.

When your secretary honoured me with an invitation to speak to you on some subject connected with technical education, I innocently accepted, not realising for the moment how difficult it is to say anything new on so trite a subject. Technical education has been very well thrashed by educational experts during the past few years, and much of the good which has been winnowed from the chaff is now common knowledge. While this is encouraging it is painfully apparent that we have yet a great deal to learn in the art of technical education before the British industries can reap the benefits which might reasonably be expected from the time, thought, and money expended on the education of our young men in the evening schools.

The story of British trades and industries is most interesting. The industrial strength of Great Britain in past years has stimulated outside nations to emulate her greatness. Britain's supreme position in the commercial world has been seriously assailed. Eight years ago the United States took the lead, with Germany running Britain close for second place. It is now a momentous question: Can we again lead the industrial arts, or are we to be elbowed still further back in the contest for trade? The shrewdest minds now clearly recognise that Britain's industrial supremacy can only be maintained by raising what I may be permitted to call the "industrial efficiency" of the nation. Neither Protection nor Free Trade will permanently benefit our industries unless the efficiency of our men be augmented.

Civilisation has altered the character of the old struggle for existence. Once the conflict was fought with tooth and nail; to-day we fight with our wit and intelligence. The victory is not to him with the strongest right arm. Future wars will not be fought with *Dreadnoughts* and submarines. The god of battles will not favour the nation with the big battalions. The real strength of a country lies in the trained intelligence of her people.

A man may have an immense number of facts stored under his hat, and yet be a signal failure if he lack the all essential. It is not sufficient to start our young men off with antiquated rules and recipes. If the faculties of the mind be not quickened into vigorous activity education must be a failure. A great deal of the experience of past workers in the British industries has crystallised in the form of "trade secrets." It has been thought quite sufficient to hand down jealously guarded rules and recipes from father to son. Such a course must sap the mental vigour of the best of sons. There are old-established factories now working with recipes and processes developed generations ago by dint of laborious experiment and close observation. The effect of the mental drill involved in the original investigation must have been educative in the highest sense of the word. But this has had a disastrous effect upon succeeding generations. In some cases, for example, we hear complaints that the quality and tone of their products have deteriorated. To our shame be it confessed the former high standard is no longer maintained. And why? Success has relaxed the muscles of the mind. No allowance having been made for the altered conditions which now prevail, no variation from the original directions is conceivable. A mysterious virtue is supposed to reside in the old formulæ. Mysterious, of course, because not understood. The founders of our industries developed their brains, to-day thumbs are much in evidence. The experience gleaned by the original workers cannot be acquired by a study of old books and old recipes, and ready-made recipes and rules do not stimulate the spirit of adaptation and of earnest inquiry. Modern copyists, who follow the records of their predeeessors with blind faith, must of necessity degenerate. Disuse will blunt the faculties of the keenest intellect. Ancestor worship, through admirable in some respects, is a pernicious evil when it retards the development of the mind.

I trust that I do not under-estimate the value of a knowledge of facts and principles, but I do maintain that other, possibly more important, advantages accompany the process of acquisition. These advantages cannot be gauged by an examination. The number of new facts you can possibly learn in any school is of necessity very small, and although, in a general way, we may trust an examination to select those who knew most, or write best, it cannot always be depended upon to select those who know best. If I am not mistaken, the industries, above all, want the men who know best. These are the men who will apply their little to some useful purpose. No system of education can be good unless it cultivates habits of observation, and of clear, straight thinking. One purpose of education is to train and develop native intelligence and common sense, and this is the first thing needed to raise the industrial efficiency of the nation. A technical student may find in his school a code of rules and recipes, but what will that avail if he has not attained the habit of exact observation and logical thinking? These, the most valuable of acquisitions, will remain a permanent possession, even though much be forgotten. The mental faculties of the students in our technical schools are quickened while the teacher talks about the things which confront the student in his daily avocation. This seems the most natural and economical method of developing the latent brain power of our industries under the conditions which prevail at the present day.

From a recent inquiry into the relation of technical schools upon the engineering industries, it appears that the manufacturers considered that the classes were not in general sufficiently useful or practical; that the students attending them were a little too ready to regard their class instruction as an end rather than as a means; and not sufficiently to realise the fact that manufactories and works are commercial concerns where "time is money," and where habits of discipline, punctuality, and hard work are of first importance. I suppose the teachers are to blame for this, but their temptations are great. Outsiders are so apt to judge the success of a school by numbers. The teacher very rightly tries to make his work as interesting and attractive as possible, but this policy, carried too far, is of little permanent benefit to student or to nation. Many of the so-called trade schools which flourish in the States and on the Continent educate in the wrong sense of the word. I maintain that a technical school has done much more good in developing one able, thinking student, than in spoon-feeding fifty with palatial diet up to examinational standards. A student must learn to do uninteresting work in a determined manner, and very little useful work can be accomplished without drudgery.

Many experienced men are beginning to suspect something amiss with the old adage: "An ounce of practice is worth a ton of theory." Too much theory is undoubtedly bad, and theory without practice is useless. On the other hand, practice without theory is not worth very much—perhaps 15s. or £1 a week at the outside. It is nothing more than unskilled labour. Practice blended with theory is the most powerful combination. Theory teaches a man to strike in the direction which will furnish the best results. No time, no strength is wasted in striking ineffective blows. The "theoretical practician" is the man who will make things hum. Such men are always lucky. A quaint old author, one of the first writers, by the way, on technical education, appears to have firmly believed that "God and Nature are on the side of the English." He might have said differently had he lived to-day. The winds and waves generally seem to favour the ablest seamen; the football referee, the better team. Luck undoubtedly favours the ablest men. The ablest men are those who temper theory with practice and practice with theory. Technical schools can never replace practical experience, but they can supplement it. Experience teaches wisdom, but the process is often slow, and the fees somewhat high. A young man, if properly taught, can start his life's work equipped with much of the experience gleaned by past workers. Economy of experience is one of the highest products of civilisation, and it is a second means by which our people will become more industrially efficient. Nothing can be more fitting than to make the past the teacher of the present.

I am glad to have the opportunity of congratulating you on the distinctions won at the last examination, and I am sure that you will pardon me reminding you that you have another school still before you. From the teacher's point of view I always feel that if a student leaves his school impressed with the amount of information he has acquired, his time has been ill-spent; but if he leaves disgusted with the little he knows, and determined to fill up the blank, he takes away the best thing a technical school can give. Your final examination here is but a matriculation into a higher and better type of school—the school of experience—where the best scholars never finish their education. It is something to have the classical silver spoon in the mouth, but it is better far to have understanding. I sincerely trust that the latter is your heritage, since the capital you here obtain to commence your life's work embodies more latent power than any other gift possible. This capital will multiply and produce a rich and copious harvest more lasting indeed than pounds, shillings and pence.

A Roman Urn was found during excavations at Scally, near Scarborough. A workman, under the impression that there might be money in it, gave it a tap with his pick and broke it.

MODERN FILTER-PRESSES.

FILTER-PRESSES are practically indispensable in potteries, and have been extensively used therein for a great number of years; we think, therefore, that a short description of some of the modern types should be of interest to our readers. The filter-press, in principle, consists of a number of ribbed or corrugated plates with margins somewhat raised above the corrugations. The plates are covered on both sides with filter-cloth, and are tightened against one another, so that by means of the raised margins a hollow space is created between each two plates, which, under pressure and assisted by the packing of the filter-cloth, is effectually shut off from the outside. There is a channel running through the entire length of the press and opening into each hollow space, and through this the liquor to be filtered finds its way to all the above mentioned hollow spaces (chambers). As the pressure continues, the liquor is forced through the filter-cloths, leaving the solid matter to accumulate in the hollow spaces. After passing through the cloths, the now clear liquor runs down the corrugations and finds its exit through a channel to the outside of the plates. When the solid matter has filled up the hollow spaces, the shutting arrangement of the press is loosened, the plates separated, the cakes of solid matter removed, the plates re-tightened, and the process re-started.

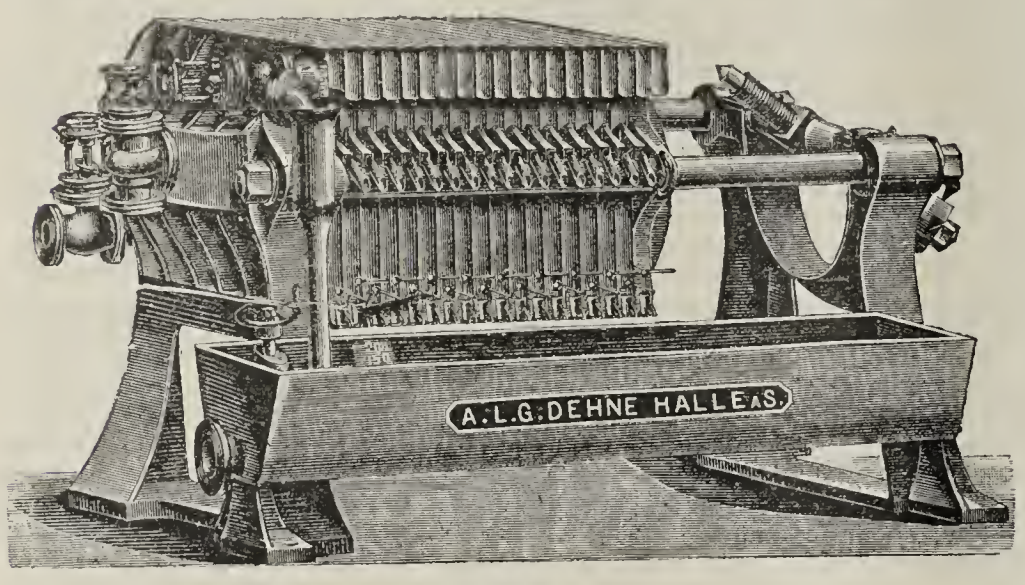


FIG. 1.

In the modern types the fixing of the filter-cloths is very simple; they are cut about double the length of the plate, hung over, and clipped at the feed hole with a union screw. With the modern presses there are different shutting arrangements for different sizes, but we give particulars of three of the best. For presses with a filtering surface up to 235 square feet, and capacities up to 10 cubic feet, what is known as the patent rotary centre screw is used. We illustrate this under Fig. 1, and it will be seen that all the user has to do is to swivel the closing screw into position and give the slotted nut at the end (for which a lever is provided) about a couple of turns. For the larger presses, with filtering surfaces up to say 1,000 square feet, and capacities up to 50 cubic feet, the presses are either fitted with a patent angle lever shutting arrangement or a hydraulic closing device. The angle lever shutting arrangement is illustrated in Fig. 2. It is operated as follows:—Two strong angle lever arms are attached to the fixed headpiece at the angle point, and to the round side bars at the outer point, the arms being connected at the long lever ends by a screw bar with reversible threads. The plates are kept in position by two strong screw nuts at the movable headpiece end, and as soon as the wheel on the connecting bar of the arms is turned, they come towards one another and draw the movable headpiece towards the fixed headpiece. The transmission of power is 1,500-fold, and with this arrangement one man can effectually close the largest press. The hydraulic closing arrangement is illustrated under Fig. 3, and is also very effective. When the plates have been run up together a distance piece is dropped into position between the movable headpiece and the hydraulic ram, an internal section of the ram is screwed (with a few turns) up to the distance piece, and then the ram proper is applied by the small hand-driven hydraulic pump attached to the side of the horse. As soon as the press is tight enough, a screw nut on the outside of the ram is run back to the horse so that the press is kept tight without the hydraulic pump having to be kept in operation. For large plants a somewhat different arrangement is made. The whole batch of presses is connected up to a hydraulic pump and automatic accumulator, and any one press, or the whole lot, can be closed and kept tight by simply turning a valve. It will be quite easily seen that for opening the presses the three systems mentioned are equally simple.

We now come to the emptying, and here, again, the modern type of filter-press is highly efficient. With these types the plates run on round side bars, and are simply pulled back towards the movable headpiece, the contents being dropped straight away into a truck or on to some belt conveying arrangement. There are several makers of the modern type of filter-presses, but the largest maker in the world is Mr A. L. G. Dehne (who is represented in this country, the colonies, and all other countries outside Europe, by C. Harzer & Co., Finsbury Pavement House, London, E.C.). Up to the present something over 16,000 of the "Dehne" filter-presses have been supplied, and we believe that it is generally admitted by the largest users that this is the premier make. The shutting arrangements alluded to in this article are Mr. Dehne's patents, as are many of the most important improvements on modern filter-presses. Other specialities of this firm are their pumps, air compressors, filter-cloth washing machines, vacuum pumps, and water softening plants.

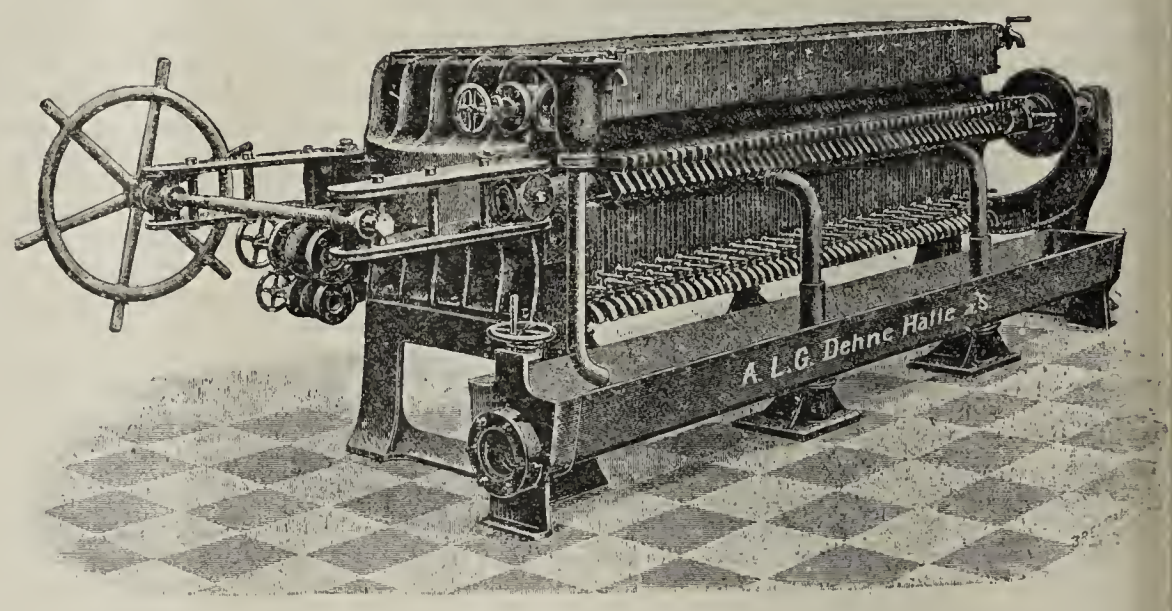


FIG. 2.

An industry connected with the pottery trade, in which the possibilities of filter-presses do not appear to have been realised, is the production of china clay. Before

ilter-presses were invented, settling pits or tanks had to be ised in most industries where it was necessary to eliminate vater from solid material, but we do not think that many vorks could exist long at the present time if they used that ystem. The actual settling pits probably require very ittle attention, and from that point of view are cheap, ut the amount of labour required for digging the par-ially dried clay out of them and conveying it to the dry-ng kilns must be considerable. If filter-presses were ised the water and clay could be pumped into them traight away, and the clay recovered n the form of hard pressed cakes, and dropped into trucks or on to a belt r some other automatic conveying rrangement. Besides this, the per-entage of moisture in the clay as it eaves the settling pits must be pretty ear 50 per cent., whereas the cakes vhich are discharged from the filter-resses . should not contain more than 0 per cent. That means that 30 per ent. less moisture has to be removed n the drying kilns, and ought to mean very considerable reduction in the oal bill. Again, the settling pits are nore or less at the mercy of the veather ; if it rains hard, it can hardly e expected that much evaporation or settling will take place. With the ilter-presses it can rain, snow, hail, or anything else, but pressed cakes of clay can still be obtained.

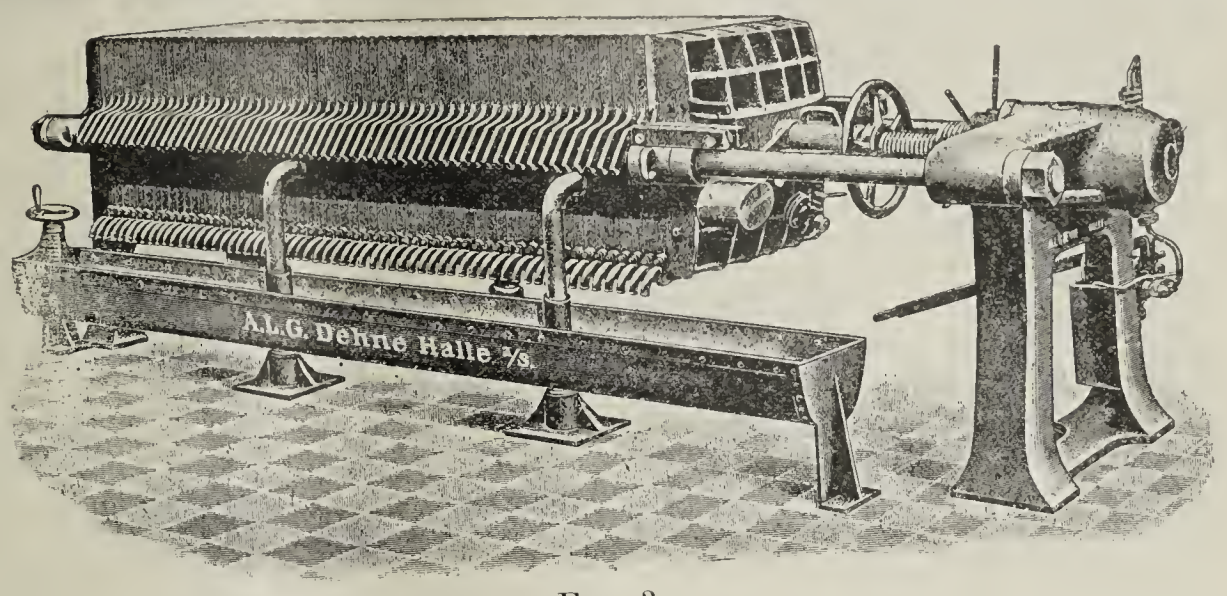


FIG. 3.

Review.

The Trust Movement in British Industry : A Study of Business Organisation. By HENRY W. MACROSTY. B.A., Author of "Trusts and the State," &c London : Longmans, Green & Co. 9s. net.

The "Trust Movement" is not popular in the United Kingdom, nevertheless it is a powerful factor in British industry that has to be reckoned with. Misapprehension has been created respecting it in consequence of the change that has taken place in the meaning of the word "Trust." Originally (in England at any rate) a Trust was a company formed to take over the shares of other companies, whose affairs it was to control ; or it was a company formed for the express purpose of raising capital for investment in stocks and shares of companies over which it assumed no control. The object was to receive the dividends of those companies, and to divide the income thus derived amongst its own shareholders. The latter, of course, resolved itself into pure speculation, since if the companies whose shares had been acquired declared no dividend, the "Trust;" holding the shares derived no profit. But in the everyday language of recent years the word "Trust" has obtained a much wider meaning, and it is now applied to an amalgamation of firms and to business combinations of all kinds. In this work the author accepts this colloquial definition of the word, and he gives us a remarkable and exceedingly interesting collection of historical facts and actual statistics

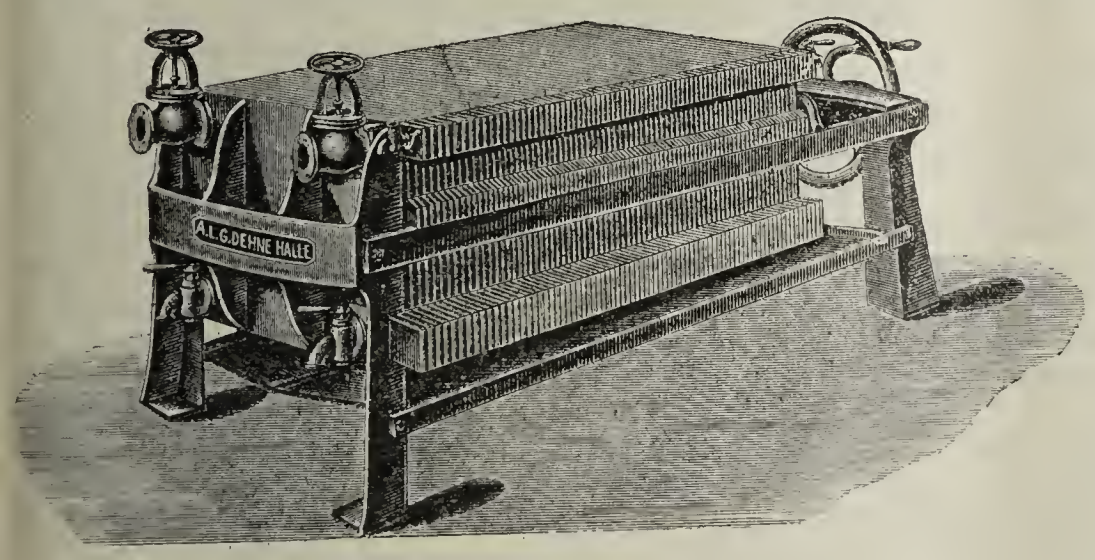


FIG. 4.

of amalgamations and combinations in a large number of British industries. The labour in making this compilation must have been very great. The large number of trades affected by combination of one sort or another is strikingly illustrated in the work. The author classifies the various types of combination, and details the leading features of each. Furthermore, he takes typical "combinations" from most of our manufacturing industries, and uses their published reports, statements, and balance-sheets, under their own names, as illustrations. He treats his subject with impartiality, and gives the history of specific operations in the textile trades, the iron and steel industries, chemical industries, the coal trade, the tinplate trade, the shale oil industry, and of several well-known combinations and trusts in the distributing trades.

If we want to know why there has been such an extension of this principle of industrial combination in recent years we must look for the conditions which have conduced to them, and it will be found that competition has been the most prominent one. Competition is not always good for trade, and it is very doubtful if it is always good even for the consumer. The friction of competition is most noticeable in the retail trade. Mr. Macrosty says : "The retail trades appear to be the last stronghold of competition. No barriers beset their entrance to them ; only a moderate capital is required for starting, and, given brains and a fair amount of luck, a large business may grow up out of very small beginnings. . . The weapon of the retailer is cheapness. The customer seldom possesses any expert knowledge of the goods he wishes to buy, and must either trust to reputation or secure what advantage there may be in the lowest price. As to the vast majority of people the saving of small sums is a matter of importance, the retailer in many trades caters for such persons recklessly." The customer having a free choice of supplies exercises an economic pressure on the retailer, which he, in turn, transfers to the wholesaler, and the latter to the manufacturer. The manufacturer cannot cut prices indefinitely without running down to his cost of production, and risking a strike if he tries to save on wages. He seeks a way out of the

difficulty by combination with other manufacturers, and they jointly reduce cost of production, and by dispensing with one or more middlemen they reduce cost of distribution, and get into touch with the shopkeeper. (In some industries, such as sewing machines and bicycles, with the actual consumer.) Many of our great industrial combinations have not been formed so much to raise prices against the consumer, as by taking advantage of the possibilities of economy in working by avoiding duplication in distributing staffs. To the extent to which this object can be realised there is opportunity for a combination to confer direct advantage on the community.

Whether in the end there is more to bs gained than lost by reducing the severity of competition is another question. The author, however, does not hesitate to give his own views : "With such limited powers over prices an amalgamation is thrown back on its own inherent capacities as an administrative method. Unless it can show it is the cheapest and best mode of production it will fail. Success, in a word, depends upon management. . . . The position of British combinations in regard to the interests of the community may be summed up as not at present dangerous, but containing, like every new development, great and unknown possibilities, alike for good and for evil. Over prices their powers are not great but growing. . . . Nothing could be more fatal than in a panic to try to turn back a great industrial movement. So far as can be seen, the great amalgamations are the best instruments of production yet devised, and to break them up into their original components would be foolish if it were not in most cases impossible." Mr. Macrosty has given the most interesting contribution we have seen to the literature of the Trust Movement. There is in the book much that may be studied with profit by the economist, the manufacturer, and the dealer. Though there is no particular mention of the trades we represent, it will be easily recognised that the references to other industries are equally applicable to our own. There are several appendices giving particulars of important industrial associations, some useful notes on trust literature, and a comprehensive index. The work is nicely printed, and well bound in green cloth and gilt.

Empire Notes.

Silver-mounted China Vases are dutiable on importation into the Australian Commonwealth at 20 per cent. ad val., this being the rate charged on "china, Parian or porcelain ware."

Earthenware to the value of £82,450 was exported from Germany to the Australian Commonwealth during 1905, according to a return just published. The export in 1904 was valued at £70,200.

Horse in a China Shop.—A variation of the idea of a bull in a china shop was enacted shortly before nine o'clock this morning, the hero of the present incident being a particularly frolicsome horse of huge proportions, said "Truth," of Christchurch, N.Z., on June 12. The animal appears to have broken loose from the Rotherfield stables, and wandered out on to the roadway. One of the lady employees of a drapery firm in the vicinity was passing that way and Dobbin, emulating the example of many another representative of the sterner sex, evinced a desire to cultivate the damsel's acquaintance. The maiden, however, proved coy, and subsequently become alarmed, and fled for protection into J. Bates & Co.'s glass and china emporium. Nothing daunted the quadruped followed in her wake, and steered a tortuous and uncertain course through avenues of costly breakables. He continued his pursuit of beauty in distress with much determination, as a result of which he contrived to shatter several choice specimens of ceramic art. The horse eventually took observations through the plate-glass windows, possibly with the object discovering some one less bashful of his polite attentions. At this stage his rightful owner appeared on the scene and led him back again into durance vile. Needless to say the shop assistants were considerably alarmed at the presence of so unusual a caller, and were considerably relieved when they saw the last of him.

British Pottery in Australia.—Our Australian correspondent writes :—According to a recent report from London in one of the Melbourne daily papers, your pottery merchants are fully seized with the advantages likely to accrue from preferential trade, as per the evidence supplied by them to the recent Tariff Commission. The correspondent in question asserts that your potters are desirous that overtures should be made to the Australian market before it is exploited to the full by Germans, Americans, Austrians, and Japanese. He takes as the text of his remarks the pregnant question : "How can English potters stand up against a Jap's wages of 4d. per day ?" According to what he says, and inquiries made among some of our merchants seem to easily verify the statement, the Germans are the biggest competitors in Australia of the British potters. They excel in subsidising steamers, in the manifold methods of "dumping," and in appropriating their competitors' best designs. You may be already acquainted with these figures, but if not it will be interesting to know that the value of the Germans' exports of porcelain tableware to British dependencies rose from £88,000 in 1898 to £143,000 in 1905, nearly a 63 per cent. The fact most significant is that the greatest advance refers to Australasia, to which country the German exports totalled a value of £23,000 in 1898, and of £64,000 in 1905—no less an increase than 178 per cent. British pottery exports to Canada are reviewed, showing that while your manufacturers for many years felt the increasing pressure of foreign competition, until Canada granted them a preference, since twice increased. Under this, it is said, your potters have materially benefited, but fear that it will not continue unless Great Britain is prepared to grant reciprocity. Your potters, whose trade in Australia has persistently declined, the loss during the last twenty years representing 40 per cent., desire a preference here. Australia is not disinclined, but it may be as well to mention that just at present she is feeling considerably sore over the unsatisfactory way in which her own proposals for commercial preference were met and summarily disposed of at the recent Imperial Conference in London. The whole matter is, of course, inextricably bound up with the matter of local production. An important fact in connection with this is that potters here are now seriously directing their attention to the manufacture of Marseilles tiles. Some years ago a company in New South Wales made this an adjunct to its business, and has been signally successful, and now manufacturers in the neighbouring State of Victoria, which possesses all the raw material essential to the manufacture, are desirous of following suit. Most of the private residences now built in the cities and suburbs of the different States are roofed with Marseilles tiles, which have in the past invariably come from abroad. The Australian Tesselated Tile Company, Victoria, manufacture the English pattern and quality roof tile, but have never yet attempted the far less costly Marseilles. The managing director of this company has been recently explaining that some years ago his company contemplated manufacturing the latter, but hesitated owing to the uncertainty of the tariff and of the trade itself. Now, as there was so great a demand for the product, his company

was again directing its attention to the matter, realising that it would be profitable for any company with a decent financial backing to open up the industry. The Sydney company, which, however, manufacture bricks, pipes, and cement, has reeently duplicated its tile plant. It eommeneed operations when the duty was the same as it is at present, viz., 15 per cent. The Victorian company is hinting, prior to its investing its capital in the Marseilles tile making, at the necessity for a 25 per cent. tariff proteetion.

THE GLASS AND POTTERY TRADE OF PRESTON.

(FROM OUR OWN CORRESPONDENT.)

(*Concluded from page* 707.)

LANCASTER ROAD, Preston, eontains one of the largest and oldest glass and china warehouses in the district, which is carried on by CHARLES and WILLIAM SHUFFLEBOTTOM. The premises comprise a spacious shop at the front, and eommodious store-rooms in another building at the rear. A large stock of glass and pottery ware is always kept on hand, as the firm do an extensive trade of a wholesale kind, over a wide area. The business was established forty years ago by Mr. Charles Shufflebottom, in a shop a short distanee from the present premises, to which it was transferred in 1882. On my last visit I was conducted over the establishment by one of the prineipals. I found that the front shop eontained an ample and very interesting stock of useful and decorative glass and china ware, the artistic element being eonspicuously and agreeably in evidenee in the design and the colour treatment of the goods, even of the cheaper and more eommonplace kinds. The warehouse at the rear of the shop is of three stories, and in these I found a large and eomprehensive stock. On the first floor, pottery ware for general household use was kept, ready to hand, for delivering to the firm's own conveyances. The second floor was devoted to ehina ware, and the third floor to glass. In one room I found a sand-blast maehine, with which the imprinting of names or badges on table glass could be done, to avoid the trouble and risk of eonveying the glass to and from the warehouse. A stable for four horses formed part of the aceommodation afforded by the building. By means of the horses and conveyances, goods are distributed to Blackpool, Southport, and other towns within a radius of twenty miles of Preston. After viewing the premises I had a conversation with Mr. Shufflebottom with respect to trade affairs. "The crate question is a serious matter with everybody, and will be as long as there are charges for them," he said. "But I find that manufacturers are not as bad in this respect as they used to be. They will always allow us half of the eharge back again. If they charge me ten shillings for a crate and straw, they will allow me five shillings back again. I have fought shy of it and will not pay for any empty paekages if I can possibly help it. Of course, we are better situated than most are." Of foreign goods Mr. Shufflebottom spoke in a reasonable but definite way. "I suppose," he said, "there is not a china dealer in the country but has to handle the foreign warc; but I never touch it if I can get English. If our English makers would edueate dealers they would do better. A dealer will go and buy a foreign tea-set for six shillings or so, and if he would only buy as he buys his toilets, with ten off, he would do as well. Of course, there are some things we ean never make in England, such as jugs or odd creams. We get a foreign jug for twopenee-farthing which would cost fourpenee in the Potteries. There is no doubt about the success of the competition in sixpenny and shilling lines, and, of eourse, in glass and cheap vases." With respect to the eheap foreign ornamental ware, whieh has been so largely in evidence of late, Mr. Shufflebottom expressed the view that the sale of this was waning somewhat, and that better class English-made goods were taking its place. English makers, he said, were now decorating their wares quite as well as their foreign competitors.

Friargate, Preston, contains an establishment for the sale of glass and china ware which has attained high repute both with the public and with members of the trade in the town. It is carried on under the name of M. A. DICKINSON, by the daughter of the founder. The premises comprise two shops, the windows, fittings, and arrangements of which reveal artistic taste throughout. The framing of the windows is treated in a very chaste, modern style. The goods displayed in the windows are of the kinds which arrest the attention of lovers of high-elass glass and china ware. One window, at the time of my visit, was beautified by a quantity of charming flower glasses, delicate in design and tint; slender but very graceful "holders" and vases of a soft emerald green colour, shading away to lighter tints, being arranged as an artistic centre piece, with surroundings in strict harmony, the whole forming a most tasteful and attractive window display. I learned from the proprietress that the business had been long established, and that it had for some years been earried on in two distinct branches, one being devoted chiefly to silver-plated ware, the other to glass and china. This last was taken over by Mr. Dickinson from a Mr. George Gray, and had been developed along artistic lines. Then an important change was made, the business in the plated wares being practically discontinued, and the two shops being connected, internally, by the construction of a wide archway, and decorated to harmonise with the character and arrangement of the stock which it was intended to hold. In the course of a short talk which I had with the proprietress, I heard of Preston's Pot Fair, but as this subjeet is dealt with in another part of these notes, I need not dwell upon it here. With regard to the crate question, this, I found, was not an urgent matter at the establishment, as all crates were sent back promptly after being emptied. Still, the proprietress thought it would be very much better if paeking were free, as in the case of foreign goods.

The wholesale branch of the glass and ehina business in Preston has long been represented by Mr. W. KILNER, whose premises are located in Marsh-lane. Here a warehouse of large eapaeity is maintained, and here I had a talk with the proprietor about trade affairs in general. The famous Pot Fair of Preston was one of the first topics to be touched upon. "There are really three fairs," said Mr. Kilner: "a five days' fair in March, an eight days' fair in August, and a three days' fair in November. There are as many as sixty stalls at them, and it is a grand sight to see them." I asked to what extent the resident dealers in pottery warc in the town took part in the fair. "I am really the only one now who 'stands' it, and I only 'stand' it once a year—in August. They come from the surrounding district, from Burnley, Bolton, Heywood; even as far south as Coventry." "What is the character of the goods sold?" I asked. "Mostly thirds and decorative stuff got up for the job. Some of the first-class makers' stuff is sold, but it is mostly inferior ware. There is no doubt it is a great trouble. If you are selling the best and a few outsiders are selling seconds, it is an unfair competition; but they must have an outlet for the goods somewhere." "Is there no other market to which those goods could be sent without coming into the home market?" I inquired. "I do not know. I know that some foreigners take the best goods and leave the seconds for the home market; in fact, there are one or two manufacturers who do exclusively a foreign trade, and use the seconds at home. Another question which is agitating the shopkeepers here is that of early closing," Mr. Kilner continued. "Some of

them have adopted it. On Thursday afternoon shopkeepers in Preston, with the exception of certain trades, are compelled to close at one o'clock. They are now trying to adopt the new Act, and there has been a great outcry against it. They want to make it compulsory to close at ten o'clock on Saturday, nine o'clock on Friday, and eight o'clock on other days. We do not view it at all favourably. We think it should be left to tradesmen to please themselves when they close. The mills close at twelve on Saturdays, and six on other days.'' On the thorny subject of carriage, Mr. Kilner, as a wholesale trader, spoke from long and large experience. ''It''—carriage—he said, '' always seems excessive. It is twenty-one shillings from Longton, here. We have just had a reduction from Chesterfield ; it is twenty-three and fourpence from Chesterfield to here. That is a reduction of three shillings a ton.'' I glanced round the large ground-floor store-room, with its varied stock of pottery. '' We have a place below and a place above. It is almost exclusively wholesale. We have a grand wholesale connection.'' Mr. Kilner ran over the names of the towns with which he did a wholesale business. It included the holiday resorts on the North-west coast. And with regard to these last towns, I put a question as to the character of the company-house trade. '' It is a medium class trade ; the goods are not seconds and not poor stuff. They want good stuff,'' said Mr. Kilner. This assurance was gratifying, after complaints on this score which had been made to me in the district.

Mr. William Bolshaw, a veteran of the glass and pottery trade, occupies a homely little shop at No. 22, Stanley-street. I had an interesting talk with him about the '' pot '' trade of Preston in the days of his early connection with it. He had been in the shop at which I found him, upwards of twenty years, and in two other shops in the street before taking that one. He had been '' built out '' of the two earlier shops through the extending of mill premises, and had taken the shop which he now holds after the second disturbance. During his connection with the trade, he had scoured the district well with a pony and trap. The more striking changes which he had seen in the trade had been the handling of glass and china by tea shops and by the '' co-op.'' branch. This last had attained large dimensions in Preston. It was interesting to listen to the narrative of these changes from one who had studied them in the course of a long connection with the trade.

Mr. S. Worden, 52, New Hall-lane, has carried on business for fully twenty years at the address given. '' Every-day articles,'' as they are termed ; articles of pottery ware that is, which are most in use for culinary and toilet purposes in the household ; are chiefly dealt in.

In Plungington-road, far afield from the centre of Preston, a business-like establishment is carried on by Mr. R. Baker. In the course of a talk which I had with him I learned that household pottery ware was selling well. In speaking of this cheap and useful ware Mr. Baker mentioned one or two points of particular interest. '' Travellers come to us,'' he said, '' and want more for the things than we can buy them at, wholesale. When you reckon straw and crate, and the prices that they ask, we can buy as well here. We buy here in the town. A good all-round potter could do well for us if he turned out stuff that we want, cheap and reliable. A man came once,'' continued Mr. Baker, '' and wanted to book an order, and I gave him one. But he never sent the stuff.'' I could not explain this. Even if the firm had not any of the goods in stock, and could not produce the quantity at the price, it was strange that Mr. Baker should hear nothing more about it, after giving the order.

The Preston Industrial Co-operative Society, which has premises in Lancaster-road, maintains a comprehensive glass and china department. The membership of the Society is relatively large, so that a considerable amount of business is done through this department.

THREE TRADE WORTHIES—WILKES-WEBB, JOHN NORTHWOOD, PHILIP PARGETER.

(BY ONE WHO KNEW THEM ALL.)

THEY have all passed away now, but their labours have added a lustre to British glass manufacture that will endure for all time. Each one was a genius, each one was an enthusiast, devoted to his work, because of the pleasure and pride he felt in its accomplishment rather than because of the pecuniary profit he derived from it. Indeed, it is almost certain that they were never compensated pecuniarily for the special work by which they conferred lasting honour on the Stourbridge glass trade—the revival of the art of cameo cutting in glass. We do not begrudge the honours conferred on scientists and practical experts in other industries and professions, but we regret that there has been so little official recognition of men of genius in the pottery and glass trades. The only instances I can call to mind are Sir James Timmins Chance, who received a baronetcy for his perfection of dioptric illuminating apparatus for lighthouses ; Sir Henry Doulton, who was knighted for his development of artistic pottery production at Lambeth ; and Sir Benjamin Stone, who received his knighthood for his scientific rather than for his industrial attainments. To men of the calibre of Wilkes-Webb, Northwood and Pargeter, who have devoted the best part of their lives to the artistic advancement of a great national industry (and there are such men living), titular distinction may not have many attractions. But it is due to the nation that it should recognise men who, like the three I have named, have, at great personal sacrifice, enriched our industry by the introduction of new and really artistic work in glass, and without much hope of immediate advantage, beyond the attainment of their artistic ideal.

To John Northwood belongs the credit of having rediscovered a phase of glass decoration which was seen in the famous Portland Vase, but which had passed out of the knowledge of man for centuries. Northwood was an enthusiastic glass decorator, and Pargeter was an enterprising glass manufacturer. They had often seen and envied the Portland Vase in the British Museum, and had admired Wedgwood's reproduction of it in pottery. At length, after discussions as to how it was made, Pargeter said, '' John '' (they were cousins), '' I think I can make the Portland Vase if you can decorate it.'' Northwood replied, '' I think I can.'' After many costly experiments on the part of Mr. Pargeter, and years of patient, skilful labour on the part of Mr. Northwood, we had the finest specimen of ancient art reproduced at Stourbridge by perhaps the only two men who could have undertaken such a task.

Probably the exercise of this beautiful but highly expensive method of glass-ornamentation would have remained in abeyance but for the artistic and enterprising co-operation of Mr. Wilkes-Webb, of the firm of Thomas Webb & Sons, Dennis Glass Works, Stourbridge. Mr. Wilkes-Webb had already done much to popularise high-class glass ware. The firm had the reputation of making the finest hand-made table glass and ornamental glass in the world, and to Mr. Wilkes-Webb must be given the credit for it. He decided to make use of the re-discovery of the long lost art of glass sculpture, and he engaged Mr. Northwood to decorate a vase which they made at Dennis. This was a costly undertaking, but was perfected with complete success. As the public are not so familiar with this as with the

"Portland" Vase, though it is of equal merit, we give an illustration of

THE DENNIS VASE.

It will be seen it is classical in shape, oviform body, with loose cover and chased foot. It is 22 inches high. The body is of a rich transparent blue, with a layer of semi-opaque white glass superimposed. Sea-horses in the solid white glass form the handles, and the figure of Pegasus, also in white, forms the cover. There are two subjects—one on each side of the vase. On the side we illustrate the central figure is Amphitrite, the wife of Neptune, standing in a shell-like boat drawn by sea-horses, while Cupid holds the reins, and a Triton in front is blowing a shell horn. On the reverse the theme is "Aurora, Goddess of the Dawn, in a chariot drawn by horses, ascending to heaven to an-



Engraved by John Northwood for Thomas Webb & Sons.

THE DENNIS VASE.

nounce the coming light of the Sun." The chief figure in this group is Aurora herself, in an elaborate chariot, drawn through the clouds, surrounded by Cupids. The background in this vase is enriched by figures in low relief, cut in the blue—an effect not introduced in the Portland Vase. I had the pleasure of seeing this beautiful vase at Dennis, and in the company of Mr. (he was not Colonel then) Wilkes-Webb, had the advantage of listening to Mr. Northwood's explanation of the details in the work. The hope was expressed that this unique work of art would find its way into one of the national collections, but it was sold, I believe (but am not sure) to Messrs. Tiffany, of New York, for a large sum of money.

Mr. Wilkes-Webb then devoted his attention to the production of cameo work of a more commercial character, and by this means he did much to provide connoisseurs with purchasable pieces of the most artistic form of glass decoration, and thus tried to cultivate a more artistic taste in the public mind. People who could not give £500 or £600 for a vase were offered plaques, vases, and smaller cameo-pieces in exactly the same class of work. It is to be regretted that the English public did not encourage Webb & Sons in their praiseworthy efforts to the extent they should have done. With commendable enterprise Mr. Wilkes-Webb made "cameos in glass" a permanent department, and the company continued the production of these beautiful specimens of glass decoration. Mr. Woodall, their principal artist, has executed many famous pieces. I saw him at work on a large plaque "The Moorish Bathers," and I saw the piece when completed. A full description and an illustration of it appeared in the POTTERY GAZETTE at the time. Several private gentlemen in this country have collections of the finest pieces of Mr. Woodall's work, and choice pieces are produced from time to time, but while the demand has not risen in this country to what Mr. Wilkes-Webb hoped it would be, the firm have done a large trade in high-class cameo, principally in the United States. The artistic yearnings of Wilkes-Webb, Pargeter and Northwood ought to be realised soon. Foreign manufacturers are competing severely with us in the cheaper grades of glass-ware. They cannot compete with us in cameo ware. If the dealers up and down the country will emulate the spirit of the three trade worthies I have been writing of, and endeavour to cultivate in the public a taste for artistic British glass in place of the cheap foreign mediocrities that flood our market, they will do much to revive the British glass trade.

The daily papers could do something to assist home manufacturers if, instead of sensational head-lines "A Dying Trade," "A Ruined Industry," they would take the trouble to be accurate in their statements and speak a good word for British makers when they can. The inaccuracy of writers in the daily papers on trade subjects is not only astounding—it is appalling, and worst of all it is detrimental to our industries. Quite recently, a writer in one of the leading morning papers (not a halfpenny one) said, "To copy the Portland Vase has hitherto been found impracticable." If the producers of the copy I have referred to had been knighted, as they deserved to be, the writer I have quoted would probably have been better informed. In a work on "Glass" published this year, I find the name of but one English glass manufacturer. The cameo glass of Webb, of Stourbridge, is disposed of in three lines. If Wilkes-Webb had been a baronet his work would have been thought more of. Only those who know the difficulties of his task can thoroughly appreciate the patient work of Mr. Pargeter, who made about ten vases before he could get one that would warrant the expenditure of years of labour in the decoration of it. But he succeeded at last, and then Mr. Northwood commenced his gigantic, yet delicate, task with the same patient skill and perseverance which Mr. Pargeter had displayed in producing the perfect vase. And then we find Mr. Wilkes-Webb, in the true spirit of an artist, undertaking to extend the production of this artistic glass cameo work, in the hope that the public would support him. It was an expensive experiment that would have alarmed a manufacturer who would not undertake anything unless he was sure it would pay. If "pay" had been the only incentive that those three worthies had, the art of glass cameo cutting would not have been perfected as it has been. The trade wants more of their stamp, and such men ought not to be forgotten. Happily we have capable men pursuing the same lofty artistic lines. They deserve to be encouraged.

The following are the IMPORTS of CHINA, EARTHENWARE, &c., during the last three years.

	Value.		
CHINAWARE or PORCELAIN, and EARTHENWARE:	1904.	1905.	1906.
Porcelain, Chinaware, and Parian:	£	£	£
From Germany	159,648	45,021	26,370
,, Netherlands	35,181	21,767	31,517
,, Belgium	5,588	5,272	5,428
,, France	161,571	128,518	141,843
,, China (exclusive of Hong Kong and Macão)	11,726	9,015	9,406
,, Japan (including Formosa)	33,102	17,547	26,558
,, United States of America	840	561	732
,, Other Foreign Countries	2,435	2,257	2,133
Total from Foreign Countries	410,091	229,958	243,987
From British East Indies	727	526	656
,, Hong Kong	3,000	2,343	2,505
,, Other British Possessions	125	68	80
Total from British Possessions	3,852	2,937	3,241
Total	413,943	232,895	247,228
Earthenware (including Semi-Porcelain, Majolica, and Glazed Hearth and Wall Tiles):	£	£	£
From Germany	172,149	274,430	285,061
,, Netherlands	266,948	297,877	301,464
,, Belgium	17,233	20,678	20,745
,, France	38,297	38,544	27,406
Algeria	350	—	100
,, Spain	2,165	2,894	2,131
,, Italy	743	401	3,368
,, United States of America	2,064	2,477	2,725
,, Other Foreign Countries	1,038	4,621	9,726
Total from Foreign Countries	500,987	641,922	652,726
Total from British Possessions	192	588	194
Total	501,179	642,510	652,920

	Value.		
CHINAWARE, &c.—*continued.*	1904.	1905.	1906.
Jet, Rockingham, and Glazed Terra-Cotta Ware:	£	£	£
From Belgium	743	573	946
,, France	1,277	574	354
,, Other Foreign Countries	248	459	1,279
Total	2,268	1,606	2,579
Red Pottery, Stoneware, Brown and Yellow Ware:	£	£	£
From Netherlands	7,447	5,703	2,176
,, Belgium	1,782	693	5,457
,, Italy	1,611	604	56
,, Other Foreign Countries	1,258	2,464	4,769
Total from Foreign Countries	12,098	9,464	12,458
Total from British Possessions	4	55	—
Total	12,102	9,519	12,458
Other sorts (including Electrical Ware, Door Fittings, and Chemical Ware):	£	£	£
From Germany	21,204	21,879	32,560
,, Netherlands	4,843	2,802	1,177
,, Belgium	647	533	640
,, France	1,744	409	221
,, Other Foreign Countries	15	1,406	176
Total from Foreign Countries	28,453	27,029	34,774
Total from British Possessions	28	—	10
Total	28,481	27,029	34,784

The following are the IMPORTS of GLASS during the last three years.

	Value.		
GLASS:	1904.	1905.	1906.
Window and German Sheet, including Shades and Cylinders:	£	£	£
From Germany	96,103	121,217	100,385
,, Netherlands	172,063	208,147	215,681
,, Belgium	349,541	389,089	456,725
,, France	2,104	5,007	3,964
,, Other Foreign Countries	2,556	2,287	1,433
Total	622,367	725,747	778,188
Plate:	£	£	£
From Germany	5,378	5,318	5,822
,, Netherlands	16,814	5,920	11,511
,, Belgium	518,060	491,893	481,854
,, France	22,648	13,660	9,708
,, Other Foreign Countries	1,052	5	4
Total	563,952	516,796	508,899
Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass:	£	£	£
From Sweden	38,544	43,433	39,732
,, Germany	512,998	705,142	633,428
,, Netherlands	164,283	183,189	186,019
,, Belgium	322,842	374,915	361,219
,, France	19,935	37,800	41,297
,, United States of America	11,286	17,786	24,091
,, Other Foreign Countries	6,789	11,367	18,763
Total from Foreign Countries	1,076,677	1,373,632	1,304,549
Total from British Possessions	20	—	43
Total	1,076,697	1,373,632	1,304,592

	Value.		
GLASS—*continued.*	1904.	1905.	1906.
Bottles:	£	£	£
From Sweden	56,045	48,115	43,086
,, Norway	2,066	672	3,071
,, Germany	251,947	211,389	199,441
,, Netherlands	118,479	135,624	133,700
,, Belgium	55,314	57,063	55,010
,, France	172,851	183,499	174,936
,, Italy	1,040	701	588
,, United States of America	3,113	1,870	2,831
,, Other Foreign Countries	634	37	2,477
Total from Foreign Countries	661,489	638,970	615,140
Total from British Possessions	21	23	45
Total	661,510	638,993	615,185
Manufactures, other sorts:	£	£	£
From Sweden	13,370	3,904	656
,, Norway	2,645	330	48
,, Denmark (including Faroe Islands)	43	22	36
,, Germany	245,605	65,091	28,614
,, Netherlands	30,819	14,672	6,908
,, Belgium	104,318	44,466	20,448
,, France	46,517	8,272	3,657
,, United States of America	10,984	6,199	1,760
,, Other Foreign Countries	291	155	161
Total from Foreign Countries	454,592	143,111	62,288
Total from British Possessions	182	380	41
Total	454,774	143,491	62,329

The following are the EXPORTS of CHINA, EARTHENWARE, &c. (Foreign and Colonial Manufacture) to the various countries during the last three years.

	Value.		
	1904.	1905.	1906.
CHINAWARE, PORCELAIN, and EARTHENWARE:			
Porcelain, Chinaware, and Parian:	£	£	£
To Germany	1,042	1,038	770
,, France	1,386	1,191	311
,, United States of America	87,817	58,693	73,739
,, Other Foreign Countries	2,649	4,542	2,991
Total to Foreign Countries	92,894	65,464	77,811
To Cape of Good Hope	805	505	384
,, British India	1,240	1,576	775
,, Canada	3,453	12,537	4,942
,, Other British Possessions	2,893	2,391	1,716
Total to British Possessions	8,391	17,009	7,817
Total	101,285	82,473	85,628
Earthenware (including Semi-Porcelain, Majolica, and Glazed Hearth and Wall Tiles):	£	£	£
To Germany	808	550	1,098
,, United States of America	56,688	17,839	3,936
,, Other Foreign Countries	2,672	4,211	3,926
Total to Foreign Countries	60,168	22,600	8,960
CHINAWARE, &c.—*continued.*			
Earthenware (including Semi-Porcelain, Majolica, and Glazed Hearth and Wall Tiles):	£	£	£
To Cape of Good Hope	1,133	1,242	938
,, British India	3,855	1,801	1,431
,, Canada	11,376	12,456	2,709
,, Other British Possessions	3,929	3,187	3,511
Total to British Possessions	20,293	18,686	8,589
Total	80,461	41,286	17,549
Jet, Rockingham, and Glazed Terra-Cotta Ware:	£	£	£
Total to Foreign Countries	165	142	75
Total to British Possessions	125	13	99
Total	290	155	174
Red Pottery, Stoneware, Brown and Yellow Ware:	£	£	£
Total to Foreign Countries	2,136	132	197
Total to British Possessions	81	10	858
Total	2,217	142	1,055
Other Sorts (including Electrical Ware, Door Fittings, and Chemical Ware):	£	£	£
Total to Foreign Countries	7,264	223	320
Total to British Possessions	1,382	264	80
Total	8,646	487	400

The following are the EXPORTS of GLASS (Foreign and Colonial Manufacture) to the various countries during the last three years.

	Value.		
	1904.	1905.	1906.
GLASS:			
Window and German Sheet, including Shades and Cylinders:	£	£	£
To Foreign Countries	2,656	2,408	1,947
,, Channel Islands	1,255	673	1,073
,, Australia:			
Queensland	342	916	—
Other Colonies	451	19	1,598
,, New Zealand	1,553	217	1,942
,, Canada	1,859	276	472
,, Other British Possessions	2,861	1,615	590
Total to British Possessions	8,321	3,716	5,675
Total	10,977	6,124	7,622
Plate:	£	£	£
To Foreign Countries	987	5,159	4,281
,, New Zealand	300	—	40
,, Other British Possessions	1,424	749	461
Total to British Possessions	1,724	749	501
Total	2,711	5,908	4,782
Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass:	£	£	£
To United States of America	36,109	91,892	14,339
,, Other Foreign Countries	839	3,081	4,907
Total to Foreign Countries	36,948	94,973	19,246
To Cape of Good Hope	294	248	308
,, Natal	367	530	285
,, Australia	852	240	396
,, Canada: Atlantic	3,913	14,788	6,830
,, Other British Possessions	3,774	3,808	4,009
Total to British Possessions	9,200	19,614	11,828
Total	46,148	114,587	31,074
GLASS—*continued.*			
Bottles:	£	£	£
To Denmark	3,071	2,729	3,004
,, Germany	1,037	546	1,131
,, Other Foreign Countries	2,390	3,557	8,982
Total to Foreign Countries	6,498	6,832	13,117
To Australia	1,579	1,676	742
,, New Zealand	1,795	919	699
,, Canada	1,411	459	334
,, Other British Possessions	1,647	2,341	3,237
Total to British Possessions	6,432	5,395	5,012
Total	12,930	12,227	18,129
Manufactures, other sorts:	£	£	£
To Germany	498	613	626
,, France	396	634	556
,, United States of America	37,452	8,914	1,036
,, Cuba	18	4	—
,, Other Foreign Countries	3,777	4,000	3,930
Total to Foreign Countries	42,141	14,165	6,148
To Cape of Good Hope	3,111	1,319	1,747
,, Natal	1,157	873	592
,, British India	1,824	1,816	1,343
,, Straits Settlements and Dependencies	373	232	176
,, Ceylon and Dependencies	358	469	398
,, Australia:			
Victoria	569	470	391
New South Wales	803	619	692
Queensland	167	257	96
Other Colonies	628	528	372
,, New Zealand	1,267	1,034	1,097
,, British West India Islands	552	734	601
,, Other British Possessions	7,069	3,077	3,399
Total to British Possessions	17,878	11,428	10,904
Total	60,019	25,593	17,052

TARIFF REFORM AND THE GLASS INDUSTRIES.

IT will be remembered that some time ago a number of gentlemen actively connected with commerce and industry, and who were in favour of an alteration of our present tariff system, appointed a commission to collect evidence on the subject. This "Tariff Commission," as it is now colloquially called, has carried out its investigations very thoroughly. Though it had no power to compel the attendance of witnesses, or to take evidence on oath, it succeeded in obtaining a vast amount of useful detailed information which is being presented to the public in a series of reports dealing with our various national industries. We have already published a copious summary of the report on the pottery industries. The sixth volume of the Tariff Commission Report—the last issued—deals with the glass industries of the United Kingdom. The contents are divided into five sections. (1) Introduction, (2) Analysis and Summary of Evidence, (3) Evidence of Witnesses, (4) Replies to Forms of Inquiry, and (5) Statistical Tables. As in former reports, the introduction is really a concise summary of the facts collected, and the conclusions drawn from them. We give this introduction in full.

The main points elucidated in this volume may be succinctly stated as follows :—

STATE OF THE INDUSTRY.—(1) The glass industry is one of the oldest British industries ; the British market is one of the best markets in the world, and British workpeople have maintained their traditional skill. Yet the evidence shows that the industry generally has deteriorated during the last 30 years. (2) In the absence of figures of British output no exact statistical comparison of the present and former position of the industry is possible, but the evidence from the North of England supplies a list of 20 firms comprising 54 glass houses and employing over 1,100 men who have "gone out of the trade" in recent years, and some idea of the indirect loss is conveyed in the statement that these 20 works would require 500,000 tons of coal annually.

RAW MATERIALS.—(3) British manufacturers in the North of England state that the British industry is, speaking generally, as favourably situated for raw materials as are the glass-making industries of foreign countries. About one half of the raw material used in British factories is of British origin.

IMPORTS.—(4) The main branches of the British industry have been especially affected by increasing imports. In the last 30 years imports have increased by nearly £1,700,000, or 94 per cent. Belgium is the chief source of supply of these competing imports, and has increased her sales in the United Kingdom from £995,000 in 1875-79 to £1,357,000 in 1905. Germany's sales now exceed £1,200,000 and have nearly trebled since 1875-79, and Holland and Austria also now send considerably increased quantities to the British market.

"DUMPING."—(5) Instances of what is spoken of as "dumping" are given in the evidence. Glass goods sold in the United States at 2s. per dozen are sold in London at 1s. 3d.—a price which it is said "would not pay the makers if they ran a factory selling nothing else, so they must be selling them to us at less than the price at which they can profitably make them." Among the Belgian and German articles spoken of as being sold in the British market "below cost of production," are various kinds of bottles in rolled glass, &c., and many cases are given of sales of glass goods below British cost price. German 2-oz. green bottles are sold in Great Britain for 3s. 6d. per gross ; the British maker could not sell them under 4s. 6d.

LOST BRANCHES OF TRADE.—(6) Under-cost importations are said to be the principal cause of the loss of the black glass bottle branch of the British industry, and the pale glass trade is spoken of as being seriously threatened. Similarly such branches as the manufacture of hand-made perfume bottles and graduated measures are spoken of as "practically lost" under the influence of foreign importations.

EXPORTS.—(7) Exports of British glass to foreign countries showed a marked tendency to decline in the eighties and nineties, especially in the best foreign market, the United States, but have since improved. The growth of £164,000, or 18 per cent., in the total British export of the last 25 years is chiefly attributable to the development of trade with British possessions in the last ten years. Australasia is the largest British export market, larger even than the United States. The Canadian market has shown marked increase since the adoption of preference ; the 1905 total of £150,000 compares with £42,000 in 1875-79.

EFFECTS OF FOREIGN TARIFFS.—(8) The tariffs of the United States, Germany, France, Sweden, and Portugal are said to have caused the diversion of British export trade. The McKinley Tariff, as applied to table glass and the regular lines of goods, is spoken of as having "strangled the trade with its 60 per cent. duty."

FOREIGN COMPETITION IN THE COLONIES AND INDIA.—(9) Many instances are given of increasingly keen foreign competition in Colonial and Indian markets. German manufacturers are said to have captured the former British trade in table glass with Burmah and India. Germany is also said to have secured "absolute mastery" of the Canadian market in some classes of glass goods in which British manufacturers were previously supreme, and there is the same tendency in Australia and other Colonies. The Canadian surtax has in the last year or two checked German trade with Canada, consequent benefit accruing to British trade, and in a measure also to the trade of other competing Continental countries. In some cases British manufacturers have found it advantageous to transfer their Colonial trade from British to Belgian factories in which they are interested.

EFFECT OF THE PREFERENCE.—(10) The Canadian preference, especially in association with the Canadian surtax on German goods, is indicated as the main cause of the recent expansion of British trade with Canada. The New Zealand preference has led to the transfer of business from foreign to British manufacturers. In South Africa the preference is spoken of as being too small to be of much effect.

FOREIGN ADVANTAGES.—(11) The advantages which are stated in the evidence to enable foreign manufacturers to displace British manufacturers include (*a*) lower wages and standard of living ; (*b*) longer hours of labour, including Sunday labour ; (*c*) greater capacity of output and therefore greater cheapness of production consequent upon security in their own home market and the free entry into the British home market ; (*d*) more modern equipment in many cases which is attributed to the greater security for capital ; (*e*) better and cheaper transport facilities due in part to Government action ; (*f*) less restrictive trade union and factory regulations in foreign countries.

TRADE UNIONS.—(12) In the evidence of some manufacturers special importance is attached to the restrictive policy adopted from time to time by the trade unions in the glass industry, and it is noted that one of the main causes of this restrictive policy is the severe and, it is deemed, unfair competition to which the glass industry has been subjected in home and foreign markets. (13) On the other hand it is indicated that substantial compensating advantages often accrue to British manufacturers from the higher grade of labour and higher standard of living among the British working classes generally, and that the most material disadvantages of the British industry would disappear under conditions of fair competition and greater security, the absence of which tends to paralyse native enterprise and to encourage a reactionary policy on the part of some of the trade unions.

REMEDIAL MEASURES.—(14) A variety of suggestions is made in the evidence in the way of remedial measures, the prevailing opinion being in favour of a change in the British fiscal system to equalise conditions in the home market, to secure fairer treatment in foreign markets, and especially ito encourage trade with what are regarded as the most promising export markets for the glass industry, namely, those of the British Colonies.

SECTION II. gives an analysis and summary of the actual statements of witnesses, and of firms replying to the inquiry forms, without comment of any kind by the Commission. It retains the words of the witnesses and firms and therefore expresses their views on the state of the industry. (The detailed statements of witnesses upon which the summary is based are given in Sections III. and IV.) The information in Section II. is given under the following headings : —Distribution and Charactor of the Industry, General State of the Industry, Competing Foreign Industries, Stato of the Several Branches, British Colonies and Possessions, Employment and Wages, Comparative Advantages, Profits and Remedial Measures. Under the first heading are given the names of the areas over which the glass industry of the United Kingdom is distributed, the towns comprised in them, and the class of goods chiefly made in each area. In Yorshire, at Castleford, Swinton, Mexbro', Hunslet, Thornhill, Lees, Hull, Savile Town, Dewsbury, Barnsley, Knottingly, Conisbro', Wakefield, Masbro', Wombwell, Stairfoot, York, Leeds, Rotherham, Sheffield, common and flint glass bottles of every description are made. LANCASHIRE—At St. Helens, common glass bottles of every description, plate glass ; at Warrington, pressed glass, table glass, cut and blown glass, fancy glass ; at Newton-le-Willows, Liverpool, common glass bottles of every description ; at Manchester, common glass bottles of every description, fancy cut glass, table glass, pressed glass, gauge glasses. NORTH OF ENGLAND—At Sunderland, Gateshead-on-Tyne, South Shields, common glass bottles of every description, fancy cut glass, table glass, pressed glass (small quantities of pressed glass are supplied to almost every country on the Continent, and in larger quantities to the whole of the Colonies) ; Seaham Harbour, Blaydon-on-Tyne, common glass bottles of every description. MIDLANDS —At Brierly Hill, Tutbury, Worcester, Stourbridge, Birmingham, fancy cut glass, table glass ; Chesterfield, common glass bottles of every description. SOUTH OF ENGLAND—Bristol, common glass bottles of every description ; London, common glass bottles of every description, fancy glass, flint glass, pressed glass. WALES—Newport, Mon., common glass bottles of every description. SCOTLAND —Glasgow, Alloa, common glass bottles of every description, table glass, fancy glass ; Portobello, common glass bottles of every description ; Leith, table glass ; Perth, gauge glasses. IRELAND— Belfast, Dublin, common glass bottles of every description.

General State of the Industry.—Glass is one of the oldest industries in the country, some of the existing glass factories tracing their history back for centuries. In the North of England until recent years, the Lancashire black glass and the Yorkshire green glass trade were thriving without rivalry. When the import of black bottles destroyed our black bottle industry, British manufacturers found ample compensation in developing the pale green glass business, which grew with the increasing demand for mineral waters, jams, preserve fruits, &c. Gradually the imports of all kinds of cheap glass have undermined the British trade, and although there are successful works which have substituted remunerative lines for those no longer profitable, and some manufacturers have retained trade by offering special inducements to the retailer, it is generally asserted that business has greatly deteriorated during the past 30 years. One witness gives a list of 20 firms comprising 54 glass houses, and 222 gangs of 5 men each in the Tyne, Wear, and Tees districts who have had to cease work lately, while the number of gangs working on black bottles only in the same district has diminished from 214 in 1872 to 125 in 1882, 86 in 1892, and 71 in 1904. The difference between 1872 and the present day is represented not only by the actual direct loss, but also by 500,000 tons of coal which would have been annually required to keep the furnaces going, besides numerous branches of industry indirectly affected. Reports from London, Edinburgh, Glasgow, Gateshead, Leeds, Rotherham, Birmingham, Bristol, &c., indicate the generally unsatisfactory conditions in these districts. One authoritative witness sums up the position in these words :—"Here we have a native industry hundreds of years old. The raw material is lying at our doors ; we are built on limestone and clay which we require ; we are standing on the coal bed, and the few chemicals required are made in the neighbourhood ; sand is on the beach, as close as we can get the works put, there is a harbour, we have railway sidings into our works, and we have every advantage ; the workpeople have been in the industry for generations, and everything seems to indicate that it should be one of the trades most difficult to move. But we have been driven first from our original trade and then from one branch of the trade to another."

Imports.—The increase in the imports of glass and manufactures is shown by the following summary of the Board of Trade returns ; the detailed official figures are appended to this volume. It should be observed that the countries under which the imports are tabulated in these returns are not necessarily the countries of origin. For instance, Belgian and German goods in many cases are attributed to Holland because they were shipped through Rotterdam or other Dutch ports. while Austrian goods do not appear at all when shipped through other than Austrian ports. The Supplementary Returns for 1904 give for the first time the actual countries from which imported goods were consigned, and wherever possible these corrected figures have been included in the table.

TABLE I.

Average Annual Imports of Glass and Manufactures thereof into the United Kingdom (in Thousands of £).

Period.	Germany.	Holland	Belgium	France	Sweden.	Other Countries.	Total.
1875–1879 . .	457	63	995	284	5	18	1,823
1880–1884 . .	423	183	823	208	20	12	1,670
1885–1889 . .	484	104	863	214	28	14	1,707
1890–1894 . .	675	354	1,026	251	60	23	2,389
1895–1899 . .	847	407	1,276	277	109	29	2,944
1900–1904 . .	1,144	505	1,349	322	137	50	3,507
1904	1,112	502	1,350	264	108	43	3,379
1905	1,107	548	1,357	248	95	44	3,399
1906	968	554	1,375	234	83	55	3,269
Consignments from above Countries--							
1904. . .	1,263	134	1,420	290	109	163*	3,379
1905. . .	1,176	114	1,531	259	95	224†	3,399

It will be seen that the increase in value of imports in the last 25 years has been nearly £1,700,000, equal to 94 per cent. ; in the last 15 years the increase has been at the rate of £600,000 to £700,000 in each 5-year period. Between ⅓ and ½ of the total imports is attributed to Belgium. Belgian imports in the last 5 years show an increase of £350,000 per annum, or 36 per cent. over the first 5 years ; and according to the corrected figures £70,000 worth of the actual Belgian consignments of 1904 were shipped through non-Belgian ports, and were not therefore returned in the British official figures as imports from Belgium. Germany stands next to Belgium with an increase of £687,000, or over 150 per cent. during the 25 years ; nearly the whole of this increase has taken place in the last 15 years, and the increase has been most rapid in the last 5 years. The corrected figures for 1904 show that £150,000 must be added to the German total because of consignments probably sent through Dutch ports and credited to Holland and not to Germany in the Board of Trade returns. The corrected figures show that in 1904 the consignments from Holland amounted to £132,000 only, whereas the imports credited to Holland in that year were £502,000. Again, Austria-Hungary sent £116,000 worth of glass to the United Kingdom in 1904, though only £156 appeared in the Board of Trade returns. About ⅔ of this Austrian trade is in flint glass, which would include table decorative glass.

* Including £116,000 from Austria-Hungary, from which country the "imports" were returned as £156 only.

† Including £176,000 from Austria-Hungary, from which country the "imports" were returned as £245 only.

"Dumping."—The feature of these importations upon which greatest stress is laid in the evidence is their under-cost sale in this country. The North of England Pressed Glass Manufacturers Association state that they attach very great importance to the "dumping of glass." The secretary says in his evidence : "Goods from America sold at 2s. per dozen in the United States are sold in London at 1s. 3d.—about what they cost to produce—including freight. . . . American tumblers can be bought at 1s. 3d., which would not pay the makers if they ran a factory selling nothing else, so they must be selling them to us at less than the price at which they can profitably make them. Their own markets are secured, and they are thus enabled to export their surplus here, and selling these tumblers at their bare cost enables them to make tumblers at a lower cost to sell in their own markets at a greater profit."

Methods of "Dumping."—A London firm of glass bottle manufacturers, who give their name, speaking of imported bottles from the Continent, say they "know from admissions from foreign manufacturers that most of these bottles consist of their excess production, which they can afford to send over here below cost price, as it enables them to keep their works fully employed, thus keeping down their cost of manufacture and enabling them to obtain a good profit on their goods sold in their own protected markets." Another London firm of glass bottle manufacturers declare that "after charges, such as freight, &c., and agents' commission are allowed for, many thousands of pounds' worth of foreign bottles are sold in this country at a price which shows a big loss on production. The procedure is as follows :—An agent in London, representing several foreign manufacturers, will quote a ridiculously low price on the off-chance that one of his houses will be short of trade, and will accept the price rather than allow a furnace or furnaces to go out. His working expenses remain the same, and consequently by dumping he shows an increased profit on his regular business, *i.e.*, the home trade." Other instances of under-cost sales include "large contracts for 2 oz. green bottles from Germany, standing in on rails in London, and inclusive of a profit to importers, 3s. 6d. per gross, which we could not supply under 4s. 6d." ; and "American pressed tumblers sent to this country at half their home prices, which are apparently surplus production." A Birmingham firm "know as a fact stated to us by a Pittsburg, U.S.A., manufacturer, that tumblers that were sold in New York for 2s. per dozen wholesale were sent over to this country at 1s. per dozen. The average cost price was 1s. 6d. per dozen, while the price for the English article was 1s. 8d. per dozen ; and if the legitimate price of 1s. 6d. per dozen had been charged for the American make, the English maker would have got the majority of the orders at 1s. 8d. per dozen. It would be difficult to find any trade which has been exploited more than the English glass trade by the Continental makers. Immense businesses for distribution of Continental glassware have sprung up in our midst during the last 20 years." Moreover, a Stourbridge firm declare :—"The goods imported are in very many cases reproductions of our own design, which the foreigners copy the moment they prove likely to become popular. By their system of working they can turn out enormous quantities at a minimum cost, with which they flood the English market, thus effectively killing the trade for the higher class article, after we have incurred all the expense of introducing it to the public."

Government Contracts.—Especial complaint is made of the unfair treatment of British manufacturers in respect of Government contracts here and in the Colonies. Thus :—"In our lighthouse business we are subject to adverse competition from France, in consequence of being excluded from any participation in the contracts for that country or her Colonies (Russia also invites French tenders), while we are subject to keen competition from the French makers for the business of our own Government and British Colonies. The result is that the French makers secure their home business at high prices, and quote very much lower prices—sometimes below our cost—for British Government and Colonial work."

Partly Manufactured Imports.—With regard to glass imported to be finished in the United Kingdom, witnesses point out that the application of a very small amount of British labour to goods manufactured abroad does not entitle them to be called a British manufacture. The process of finishing this imported glass include branding, cutting, decorating, engraving, etching, mounting, polishing, printing, and stamping. Some beautiful decorative work is now done in this country, but we do not attempt to imitate the high-class work of Baccarat's and other well-known foreign makers, imports of which do not affect the British trade so much as inferior qualities in common use.

Exports.—The exports of all kinds of glass and manufactures show an increase of £164,000, or 18 per cent. in the last 25 years. There was a tendency to decline until about the end of the last century, since when there has been a substantial improvement. This improvement is almost entirely due to increased trade with British possessions, which has advanced by £180,000, or 36 per cent. in ten years, comparing 1890-94 with 1900-1904; the exports to foreign countries having slightly declined in the same period. The largest market is still Australasia, which in 1900-1904 took nearly a quarter of the total British exports. The United States took ⅛, South Africa and Canada each taking another ⅛. The summary table of exports is as follows:—

TABLE II.

Average Annual Exports of Glass and Manufactures thereof from the United Kingdom (in Thousands of £).

Period.	Denmark.	Germany.	Holland.	France.	Spanish West Indies.	Italy.	Japan.	U.S.A.	Brazil.	Argentina.	South Africa.	British India.*	Australasia.	British N. America.	British West Indies.	Other Countries.	Total.	Foreign Countries.	British Possessions.
1875–1879 . . .	—	—	—	—	24	—	—	116	31	7	37	35	228	42	22	354	896	—	—
1880–1884 . . .	—	—	—	—	18	—	—	207	24	11	41	113	249	52	22	283	1,020	—	—
1885–1889 . . .	13	33	—	27	10	17	9	210	21	25	42	92	322	59	36	126	1,043	488	554
1890–1894 . . .	14	29	24	15	10	14	9	145	34	12	57	93	208	63	25	138	889	389	500
1895–1899 . . .	17	41	12	18	5	13	6	107	21	17	86	90	198	68	22	150	871	355	516
1900–1904 . . .	24	38	7	17	7	11	6	136	11	18	147	109	240	117	20	151	1,060	379	681
1905	25	53	11	16	10	12	9	157	8	34	116	110	184	150	17	195	1,107	451	656
1906	26	46	11	16	15	11	9	182	13	59	88	102	219	237	17	227	1,278	530	747

* Not including Ceylon.

Effect of Foreign Tariffs.—Many instances are given of the effect of foreign tariffs in restricting British export trade. The foreign import duties on bottles are stated as averaging 20 per cent. in the case of Sweden and Germany, and more in the case of other countries; on white or pale glass the duties range from 30 per cent. in the case of Switzerland and France to 40 per cent. in the case of Germany, and to 80 per cent. in the case of the United States. Firms who formerly exported glass bottles to Sweden and Germany say that in recent years they have been unable to do any business with these countries on account of high tariffs. The exports of table glass and gauge glasses have been similarly affected. The export trade with the United States has suffered most severely by reason of high tariffs. One firm's sale of table glass and lamp shades in the United States of £2,289 in 1892 had fallen by 1902 to £687. The United States is declared by another firm of manufacturers of table glass, &c., to have been a large and growing customer "until the McKinley tariff strangled the trade with 60 per cent. duty." A firm of flint glass manufacturers notes how its trade in coloured glass vases was absolutely stopped by the increase in the United States duty from 40 to 60 per cent. Makers of barometers and thermometers have also lost the trade they did with the United States 25 years ago. The British syphons formerly sent by another firm are said to be entirely shut out from both the United States and France by duties, and one firm adds, "France and the United states can, however, export their goods here, and therefore have two markets to our one." The export trade in sheet glass and rolled glass of different kinds is also said to have been "practically extinguished between the years 1888 and 1898 by the growth of American manufacturers' competition under the protection of the high tariff." A Stourbridge firm of flint glass manufacturers, who used to make specialities for the United States market, now find that quite 80 per cent. of their trade has been lost. A looking-glass manufacturer, after indicating that England, together with France, supplied the world with polished plate glass 50 years ago, adds, "At that time the London and Manchester Plate Glass Company occupied large offices in the United States. America is now able to make all the polished plate glass it requires, and tax all imported glass."

Transfer of British Capital Abroad.—Cases are quoted in which British capital has been transferred to foreign countries to establish factories in them so as to gain a double market, the market of the country in which the factory is established and also the British market. Belgium is one of the countries named to which British capital and labour have thus been transferred.

Foreign Competition in Colonial Markets.—A great deal of the evidence illustrates the growth of foreign competition in Colonial markets. At one time, it is declared in the evidence, "British manufacturers were supreme here (Canada) in importing dark glass bottles, such as we make. Little by little German manufacturers, working under the protection of their tariff, have displaced English goods, until to-day they are absolute masters of this market, and no English firm except ourselves has sent dark bottles into Canada for some time. We have lately made an unsuccessful attempt to secure a footing. The same thing has been going on in Australia and other British Colonies, while we are quite shut out from the Continental market for dark bottles." It is admitted that the Canadian surtax against Germany checked the German trade with Canada, but it is feared tht the surtax is only a temporary measure. Germany has captured all the trade that a Glasgow firm of table glass manufacturers used to do with Burma, India, and the Colonies, and this firm adds:—"With regard to competition in the Colonies, our experience is that we are undersold in home trade in all our articles of manufacture, compelling us to purchase instead of manufacture."

At the same time it is generally recognised that where the Colonial preference has been granted it has been of benefit, especially in the case of Canada, where the preference has been increased by one-third by the special German surtax. But the need for security in the Canadian market is emphasised. A Stourbridge firm notes: "It takes a long time for buyers of glass to change the sources of their supplies; and the cheaper foreign houses have got a considerable hold on the Canadian market." "We are quite aware," says a Lancashire firm of exporters, "that the United States and the Continent are delivering bottles to all our Colonies, and particularly Canada, at a lower price than we can, even where we get the 33⅓ rebate. Our opinion is that we want freer trade with our Colonies, so as to give us preference over the Continental countries and the United States."

The New Canadian Duties.—As to the 1906 changes in the Canadian duties, they are too recent to permit manufacturers to make any definite statement in regard to their operation. The contemplated abolition of the Canadian surtax on German goods would materially reduce the margin of advantage which British manufacturers now have in the Canadian market over German manufacturers. Thus, German glass bottles and analogous glass wares are now subject to Canadian duties of 43¼ per cent., as compared with 20 per cent. on British glassware. The abolition of the surtax would reduce the German rate to 32½ per cent. The conclusion of pending negotiations between Canada and other foreign countries to bring into force the new Canadian Intermediate tariff would further reduce the German rate to 30 per cent. The margin, which is 23¼ per cent., would thus become 10 per cent only.

Competing Foreign Industries.

Belgium.—The total glass exports of Belgium have grown from an average of £1.926.000 in 1891-5 to £3.437.000 in 1901-5, an

TABLE III.

Average Annual Exports of Glass and Glassware from Belgium (in Thousand £).

To	1891–5	1896–1900.	1901-5.
United Kingdom	687	1,334	1,340
Germany	48	101	76
France	61	111	95
Holland	192	144	178
Turkey	63	75	80
United States	281	304	420
Argentine	54	98	97
Brazil, Chile, Mexico, Peru and Uruguay	66	92	105
Japan	18	88	118
Canada	43	79	125
Australia	28*	81†	95‡
Cape Colony	3‖	13§	27
British Indies	83	137	138
Other Countries	299	544	543
Total to all Countries . .	1,926	3,201	3,437

* Includes New Guinea.

† Average for 1898-1900, and for South Australia, Western Australia, New South Wales, and Victoria.

‡ New Zealand not included

‖ Cape of Good Hope. Guinea, Mauritius, and Senegambia.

§ Average for 1898-1900

average increase of nearly 80 per cent. in 10 years. The exports of Belgium to the United Kingdom have shown a corresponding expansion, and have throughout amounted to about 40 per cent. of the total. The export to the neighbouring countries of Germany, Holland, and France are relatively small in amount and in the rates of increase; they averaged £301,000 in 1891-5, £356,000 in 1896-1900, and £349,000 in 1901-5, showing in the last period an average increase of 16 per cent. over the first period, and a decrease of 2 per cent. over the second period. The United States purchases have increased by 50 per cent., and those of the South American markets by about 80 per cent. in the same period. The purchases of Belgian glass goods by British Colonies have shown the largest increases, the amounts being £157,000 in 1891-5, £310,000 in 1896-1900, and £385,000 in 1901-5, an average increase of 145 per cent. in 10 years. The British Empire now takes 50 per cent. of all Belgium's glass exports, as compared with 44 per cent. 10 years ago, a fact which is all the more remarkable because of the enormous expansion in Belgium's glass trade during this period.

The further tables relative to Belgium's exports, given in the Appendix, show that sheet and window glass now amount to nearly 80 per cent. of the glass exports of Belgium; window glass represents 50 per cent., and mirror glass about 30 per cent. These items are also those which have shown the largest rate of expansion in the period viewed. Thus, the exports of window glass have increased over 100 per cent in 10 years, and those of mirror glass over 90 per cent. The direct exports to the United Kingdom consist mainly of sheet and window glass. In 1905, window glass represented 41 per cent. of our glass purchases, mirror glass 15 per cent., and glass bottles 22 per cent. The imports of sheet glass, both window and mirror, have more than doubled in the last 10 to 15 years.

GERMANY.—The United Kingdom is considerably the largest market for the German glass manufacturers, and takes more than 20 per cent. of her total exports of these goods. In addition, the German exports of glass and glasswares to British possessions have increased from an average of £88,000 worth in 1891-5 to £156,000 worth in 1901-5, or an average increase of 77 per cent. in 10 years. The British Empire now takes, therefore, 27 per cent. of Germany's exports of glass, as compared with 24 per cent. 10 years ago. After the United Kingdom the most important British market for German glass goods is India. Next to the British market, those of North and South America are the largest buyers of German glass. In the case of the United States, however, there has been a decline from an average of £372,000 in 1891-5 to £288,000 in 1901-5, or of 23 per cent. On the other hand, this decline has been more than made good by the increase in the exports to the neutral markets of South America (Argentina, Brazil, Chili, Peru, and Uruguay) and to Mexico. The total glass exports to these markets amounted to £154,000 in 1891-5 and £302,000 in 1901-5, being an average increase of 96 per cent. in 10 years. It is worthy of note also that the exports to Belgium, Holland, Austria-Hungary, and Switzerland, with whom tariff conventions were concluded in the early 'nineties, have increased in every case, whereas the exports to France have declined. The total glass exports to the four countries mentioned above amounted to £397,000 annually during 1891-5 and to £599,000 in 1901-5. This represents an increased trade to these countries averaging over £200,000 per annum of 50 per cent. in 10 years. The decline in the case of France was about £75,000 annually, or 30 per cent. in the same period.

TABLE IV.

AVERAGE ANNUAL EXPORTS OF GLASS AND GLASSWARE FROM GERMANY (IN THOUSAND £).

To	1891–5.	1896–1900.	1901–5.
United Kingdom	421	458	540
Belgium	114	180	246
France	251	242	176
Holland	95	110	126
Austria-Hungary	95	88	108
Switzerland	93	111	119
United States	372	221	288
Argentine, Brazil, Chile, Mexico, Peru, and Uruguay	154	232	302
British North America	27	22	39
British South Africa	7	14	24
British Australasia	12	26	31
British East Indies, &c.	42	57	62
Other Countries	395	385	546
Total to all Countries ..	2,078	2,146	2,607

The table in the appendix shows that the largest branch of the German glass trade is hollow-glass wares, such at bottles, tumblers, &c. Throughout the period reviewed, this trade has accounted for about 40 per cent. of the glass exports. About two-thirds of the hollow-glass ware is described as "natural tinted," and the remaining third as "white." The exports of German glass and glassware to the United Kingdom consist of hollow-glass wares to the extent of 56 per cent. in 1905, as compared with 66 per cent. in 1895. The British purchases of "white" hollow-glass ware from Germany have increased from £83,000 in 1895 to £123,000 in 1905.

FRANCE.—The export trade of France in all kinds of glassware has grown from an average value of £1,157,000 in the five years ending 1895, to £1,724,000 in the five years ending 1905, an average increase of 49 per cent. The principal market for French glass is the United Kingdom, to which goods of an average value of £471,000 were exported in the five years ending 1905. The exports to Belgium in the same period were slightly larger, but an examination of the Belgian returns shows that these wares were not for consumption in Belgium, but must have been largely exported to other markets. The average exports of glass from France to the United Kingdom in the five years ending 1895 were £269,000, showing in the 10 years an increase of 75 per cent. The exports to British Possessions are small.

TABLE V.

AVERAGE ANNUAL EXPORTS OF GLASS AND GLASSWARE FROM FRANCE (IN THOUSAND £).

To	1891–5.	1896–1900.	1901–5.
United Kingdom	269	422	471
Belgium	304	352	487
Germany	59	61	83
Switzerland	43	52	60
Spain	56	46	39
United States	33	36	37
Argentine and Brazil	51	55	87
Algeria	78	82	101
Other Countries	264	311	359
Total to all Countries ..	1,157	1,417	1,724

The figures given in the table in the appendix show that the largest item in the glass export trade of France is glass hollow-ware, *i.e.*, decanters, tumblers, and other table glass. This item amounts to about 30 per cent. of the total export trade. In addition, there is a large export of bottles, amounting to about one-fourth of the total. Sheet glass, i.e., plate glass and window glass, also amount to about one-fourth of the total. The exports of window glass, exclusive of plate glass, show a steady increase of from £47,000 in 1895 to £256,000 in 1905. Very little of this is exported direct to the United Kingdom. Of the hollow glassware there has been an increase from £321,000 in 1895 to £572,000 in 1905, or by nearly 80 per cent. Almost the whole of this increase is due to the United Kingdom, to which the direct exports have increased from £31,000 in 1895 to £208,000 in 1905.

AUSTRIA-HUNGARY.—The glass exports from Austria-Hungary have increased from an average of £1,633,000 in the five years ending 1895, to £2,221,000 in the five years ending 1905, or by 36 per cent. The exports to the United Kingdom have more than doubled in the same period and amounted to 11 per cent. in the earlier period, compared with 16 per cent. in the last period. There is a considerable proportion of Austrian export trade attributed to Hamburg. These goods are probably destined for other countries, and some of them come no doubt to this country. Germany is the largest market for Austrian goods, taking £481,000 annually in the five years ending 1905, which is a decline on the previous five years of 9 per cent. There is an increase of 26 per cent. on the period of five years ending 1895. The exports to British India and Ceylon have shown enormous expansion, rising from an average of £25,000 during 1891–5, to £219,000 in 1901–5.

TABLE VI.

AVERAGE ANNUAL EXPORTS OF GLASS AND GLASSWARE FROM AUSTRIA-HUNGARY (IN THOUSAND £).

To	1891–5.	1896–1900.	1901–5.
United Kingdom	173	292	357
Germany	382	528	481
Hamburg	357	257	262
France	163	154	151
Holland	71	110	120
Italy	71	73	82
Turkey	53	58	73
United States	55	154	165
British India and Ceylon ..	25	79	219
Other Countries	283	294	311
Total to all Countries ..	1,633	1,999	2,221

A table in the appendix shows that the principal item of Austrian glass exports consists of fancy glassware, coloured, painted, and gilded. This has accounted for 50 per cent. of the total. Glass buttons, corals, beads, &c., amount to 13 per cent., and glass and enamel ware to about 17 per cent.

UNITED STATES.—The development of the United States glass

industry is reflected by the decrease of United States imports (see Table 20). The total importation has fallen from £1,600,000 in 1893 to £1,200,000 in 1905, or 27 yer cent. In that period the growth of the population of the United States has been 25 per cent. A remarkable feature is the coincidence of the Dingley Tariff with the practical cessation of the imports of silvered glass and the substitution for it of unsilvered.

State of the Several Branches.

Bottles.—As regards the glass bottle trade it is represented that this country has every advantage in materials and facilities, the workpeople have been in the industry for generations, and everything seems to indicate that it should be one of the trades most difficult to move. The British system of turning out bottles is said to be faster that that of any European country. But British manufacturers have been driven from their original trade and then from one branch to another. "The foreigners are encouraged and the Britisher handicapped." The survival of the bottle trade is attributed solely to the development of new tastes and new requirements to which British manufacturers have been quick to adapt themselves before the new openings have in their turn been seized by the foreigner.—Imports.—The figures as to the importation of bottles (see table 7) were not separately returned before 1894. The increase during the past 11 years has been £214,000, or 50 per cent. The highest point was reached in 1902. Germany sends nearly half of the total and France about 27 per cent The corrected figures for 1904 show that two-thirds of the imports attributed to Holland were German and French manufactures sent through Dutch ports. Enormous quantities of bottles containing wine, spirits, mineral waters, &c., come into this country and when empty go into competition with the British-made bottle ; even old champagne bottles are collected on the Continent and shipped here in large quantities to be filled with beer, &c., for export. By the importation of these bottles containing liquors this country is said to lose not only the bottle trade but the labour and rent of warehousing, the operation of bottling, the trade in corks, paper, printing, &c. In the bottle trade alone the importation is calculated to displace 5,000 hands earning an aggregate of £351,776 per year,and it is asserted, employing 5,000 more hands ; "we could sell at a lower price and make a bigger profit." Every variety of bottle is now imported from Belgium, Franco, Germany, Austria, Sweden, and Holland. "They have almost taken possession of the trade in black bottles ; they have complete control of it in white flint bottles, and are competing in other sorts. In dark and bright glass bottles foreign competition is most severe—especially from Germany." The trade in bottles with exporters of ale and stout from Liverpool is said to be reduced quite 50 per cent. below what it was a few years ago, owing to Gorman and other importations of bottles. Under Cost Sales.—Most of the imported bottles are spoken of as poor quality, but the prices are generally "just cheap enough to get an order" in competition with English bottles. For this object, bottles are sold here at much lower prices than the same goods fetch in the countries of origin, as well as being often below British cost of production. Some of these bottles are said to be placed on the British market at one-third the cost of British production. "Dumping" both in the United Kingdom and the Colonies is said to take place constantly, unsettling the markets and causing loss of employment. In one year a witness's firm lost contracts for 40,000 gross of bottles "owing to the dumping of Continental manufacturers." Witnesses assert from admissions of foreign manufacturers that most of the bottles imported from the Continent, and especially Germany, "consist of their excess production which they can afford to send over here below cost price, as it enables them to keep their works fully employed, thus keeping down their cost of manufacture." Exports.—The British export of bottles is said to have grown steadily up to about 25 years ago, since which time it has suffered in every country and more particularly of late ; but owing to changes of classification it is not possible to corroborate this statement by official figures. The causes assigned for decreased exports are high tariffs and the dumping abroad of surplus stocks by the foreigner "at almost any price." The export trade to the United States has suffered in consequence of a 45 per cent. duty on bottles ; other duties are stated to average as follows : Sweden 20 per cent. ; Germany 20 to 40 per cent., France 30 per cent., United States 80 per cent. (white or pale glass). Several years ago one firm giving evidence supplied Continental breweries with bottles, but owing to the import duties lost the trade. Colonial Trade.—Most of the bottles imported into the Colonies were formerly made in the United Kingdom ; now foreign trade with low freights is steadily increasing, while British trade is steadily decreasing. There is said to be a large and increasing demand for bottles from Canada, South Africa, and Australia, and the business is principally done by Germany and Holland. The bottle industry has benefited a little from the existing Preference, and its extension is warmly recommended. "We are cut out by Germans in Australia—a preferential duty would probably have secured us a continuance of the trade." Some of the Colonial shippers with whom British houses have done business are now giving indents for large orders to foreign agents for bottles to be shipped direct from Continental ports. It is urged that the British bottle trade would benefit were the Colonial duties calculated on weight or quantity not on value.

Plate Glass.—Formerly the United Kingdom shared with France the manufacture of plate glass for the world. Belgium and Germany and other European countries now supply the European trade, and a large part of that of the world as a whole ; the United States supplying the American market. Mirror plates, bevelled and plain all said to be imported from Belgium below British cost price, and most of the plate glass now handled in the United Kingdom come from Belgium, France and Germany, the reason for which appears to be the more advantageous condition as regards cost under which the foreign maker manufactures. In the first place, he enjoys the protection of a high protective tariff. His workmen work all the week ; whereas, in England, they stop at mid-day on Saturday returning to work on Monday morning. During this period of inactivity the furnaces have to be held at full heat, with the result that there has to be a heavy expenditure on fuel which brings in no return. Moreover, the wages paid on the Continent are lower than those paid in England. Finally, the Belgium manufacturer can, owing to State subsidised railways, deliver his goods at much lower rates than those prevalent here. All these advantages enable the foreigner to control the market here and sell at a price which gives the factors a larger profit than they get out of English glass.

Imports and Exports of Plate Glass.—The figures in a table appended to this report show that practically all the imported plate glass comes from Belgium, and the Belgian increase has been 7 to 8-fold in quantity and 4 to 5-fold in value in the last 25 years. The exports of plate glass reached the maximum in 1885–9, and showed in 1900–4 a decline of more than 50 per cent. There was some recovery in 1905. In 1885–9 $\frac{2}{3}$ of the exports went to foreign countries and $\frac{1}{3}$ to British possessions ; in 1900–4 about $\frac{1}{4}$ went to foreign countries and $\frac{3}{4}$ to British possessions.

Stained Glass.—For British stained glass there are said to be fewer orders from foreign countries and the Colonies than a few years ago. Occasionally British designs are accepted, but the work is executed locally to avoid the tariffs. A point is made of the fact that the imported stained glass used for British churches is in part the product of Sunday labour. The trade with the United States (our principal foreign customer) has mainly suffered from the tariff of 45 per cent., and the British business is now said to be confined to the very highest class of goods in which the United States workmen cannot compete with us, and in fancy and ornamental glass, which they have not yet attempted. In Canada the duty is 30 per cent. less Preference of 10 per cent., which is not held to be sufficient to enable successful British competition with foreign makers.

Flint Glass.—Comparing the figures of 1875–9 with those of 1901–5, it will be seen that the imports of flint glass (plain, cut or ornamented and other manufactures of flint glass) rose from an average of £347,000 to an average of £1,114,000, an increase of 220 per cent. In the earlier period, Belgium sent nearly $\frac{3}{4}$ of the total ; in the last 5 years Germany sent about 50 per cent. and Belgium about 30 per cent. The recent figures of Belgian and German export are published in Tables 3 and 16, and 4 and 17. There are no British official figures for the years 1882–99 inclusive. The exports of flint glass showed a small decline to all markets up to the end of 1903 ; after this date flint glass bottles are not included, and a strict comparison cannot therefore be made for 1904 and 1905. Australasia and India are the most important markets.

Table Glass.—The evidence shows that table glass can be made by English houses equal in quality to any in the world, but large foreign importations have greatly cut into the trade. "Of 5 large glass works in this and two neighbouring streets devoted to table glass manufacture," says a Birmingham firm, "only our own and one other remain." One Stourbridge firm testify that they pay £2,000 less in wages than they did five years ago. Another firm say that, with their plant they could produce considerably over double their present trade. Imports of the better kind of table glass are, it is said, frequently sold to silversmiths, &c., to be mounted in silver, electro-plate, &c., by British manufacturers, thereby depriving British glass makers of one of their most profitable outlets. The glass is not marked "made in Germany," and it is held to be quite useless to mark the case in which the goods are imported. In the cheap table glass, competition is very severe. English patterns are said to be imitated as soon as placed on the market and similar goods in wine glasses, tumblers, spirit containers of all kinds, compete with the British make at much lower prices. Cheap cruets from Bohemia are said to have made competition impossible in that line. Tumblers are put on the market at absurdly low prices particularly from Belgium and the United States, "at prices ranging from 7½d. to 1s. 6d. per dozen, which would not pay the makers a profit if they had a factory turning out nothing else but these tumblers, the prices quoted evidently being merely for the purpose of underselling our makers."—Under-cost Sales.—Tumblers, wine glasses, decanters, water bottles, finger glasses, sugars and creams, butter dishes, salt cellars, compotes, jugs, celery vases, salad bowls, moulded dishes, biscuit jars, sweet dishes, goblets, &c., come from France, Belgium, Germany, Austria, Sweden, and the

United States below British cost price, and the competition is said to be getting worse. There is evidence of patterns of cruets and of other table glass being sold here as surplus stock, "the German and Bavarian maker getting his profit by selling at a high price in his own country." United States surplus stocks of all kinds of table glass are said to be "dumped" here; in the case of pressed glass tumblers "at half their home price in the United States." French, Swedish and Belgian table glass is "dumped" here "when it is necessary for manufacturers to find an outlet for surpluses unsaleable in the countries of production." Some of the tariffs, notably that of the United States, are so high that in the opinion of witnesses only their entire abolition would give British makers any chance of regaining lost foreign markets. Foreign importations into Colonial and other markets, which were formerly supplied prineipally from Great Britain, have also had a most prejudicial effect upon the British export trade. Where preference is given to British goods, some firms find a tendency for improvement in trade, but others find United States, German and other foreign competition too keen to enable them to benefit from the preference. "Germany," say one firm, "has captured all the trade we used to do with Burmah," and others find they are "completely shut out of the Colonies through the cheaper productions of Germany, Austria, Belgium, Sweden, and the United States."

Cut Glass.—There is said to be less high-class cut glass used than formerly, but some British manufacturers continue to do a large trade, the glasshouse of one witness alone turning out 7 or 8 tons a week. Manufacturers complain that foreign makers exactly imitate their designs. German cut glass toilet bottles for dressing cases are said to be delivered here at 4s. 3d. per dozen. English makers pay 4s. 6d. per dozen for cutting alone. The United States, formerly our chief customer, now makes its own cut glass under cover of a 60 per cent. tariff. Colonial markets do not buy much cut glass of good quality.

Window Glass, &c., Imports and Exports.—The imports of window glass, including shades and cylinders, show an increase of about a quarter of a million sterling, or 50 per cent. between 1875-9 and 1900-4. Belgium now sends three-quarters of the total; formerly nearly the whole came from Belgium.

The exports of green and common glass increased £118,000 between 1875-9 and 1900-3—(corresponding figures for 1904 and 1905 cannot be given owing to changes of classification). Out of an increase of £50,000 since 1885-9, about three-quartersis attributable to British possessions. Australasia has been the chief market throughout the whole of the period, followed by South Africa.

Blown Glass.—The blown glass trade is spoken of as "unprofitable and practically extinct as far as British makers are concerned." Pressed glass being heavier than blown glass, the glass imported mostly is light blown goods, for which freights are low. The decay of the blown glass trade affects the following trades:—Iron cutting mills, stone cutting mills, blow iron makers, glass blowers' tool makers, glass blowers' mould makers, and others.

Provision Trade Glass.—The manufacture of glass jars, &c., for pickles, fruit, sweets, jam, &c., commenced about sixty years ago, and some factories devote themselves solely to this "green glass" trade. Foreign competition has made itself felt, and competition amongst home manufacturers is also keen.

Lamp Shades, &c.—Foreign competition is said to have driven British manufacturers into strenuous competition with one another for the home markets. This is especially so in the large trade now being done in shades for incandescent lighting and electric work. The foreign manufacturer is said to find especial opportunity on patriotic British occasions. "At special times for illumination, ship-loads of bucket lamps are sent from abroad for what they will bring." One manufacturer did a large trade at 10s. per gross, now they are entirely supplied by a German firm at 4s. per gross. German-made shades of a certain size are quoted at 15s. per dozen delivered Birmingham; these are said to be sold at 24s. in Germany; the lowest British price is stated at 16s. 6d. per dozen. Gas and electric shades, &c., are taxed too highly in foreign countries to admit of British competition. The duty in the United States is stated to be 60 per cent., Germany 10 per cent., and Austria-Hungary 25 per cent.

Chemists' Sundries.—The trade in medicine bottles and chemists' sundries is said to be much prejudiced by the enormous number of foreign imports which swamp British manufactures. Perfumery, essence and toilet glasses from foreign factories are said to be sold here carriage paid to domicile below British cost of production. Generally speaking, most of the glassware used in technical colleges and laboratories is said to be of foreign manufacture. There is some complaint that foreign graduated measures, &c., are examined here, and if found correct are stamped as such with the British official mark of verification. Other manufacturers point out that these provisions of the Weights and Measures Act may be made an effectual protection to British industry. The London authorities charge 1s. as stipulated by the Act, so that foreign glass, even if costing only 10d. per dozen has to pay 1s. for stamping. The local authorities in glass-making centres have allowed a rebate of 9d. in the 1s. to manufacturers "for services rendered," *i.e.*, for allowing the verification and stamping to take place within their factories where the things are manufactured, a rebate which is said to enable British glass measures to compete with the foreign measures stamped at 1s. per dozen. Unless foreign import duties are reduced or abolished there is very little chance of competing abroad in this class of goods. A preferential tariff, if substantial, would be of much assistance in the Colonies.

BRITISH COLONIES AND POSSESSIONS.

Canada.—At one time British manufactures were supreme in Canada. Little by little German manufacture, working under the protection of their tariff, have displaced British goods, and there is now keen competition from Germany and the United States, and in some branches from Holland and other countries. "We are doing very little with Canada in consequence of the close proximity to and cheap freights from the United States." The preference has been of great service to British manufacturers, but foreign supplies have so thoroughly taken possession of the Canadian market that in the opinion of many it will be a considerable time before the full operation of the principle of preference is felt. The surtax on German goods in conjunction with the preference to British goods is spoken of as especially beneficial. In some cases British shippers find their orders marked "Cancel if German-made." Criticisms of the existing preference are mostly based on a desire for a larger preference, the present rates of duty being still too high to permit of successful competition with foreign manufacturers. Others note that their chief competition comes from goods manufactured in Canada itself. "When we tried to gain a footing in Canada recently," says one firm, "our home market was attacked more vigorously than before, and German manufacturers replied to an additional 10 per cent. on their goods by a reduction of 25 cents in their prices." "They adjust their prices to suit the market and to keep us out, and adjust their tariff for their home market also to keep us out."

Some criticism is passed on the Canadian tariff definition of the term "British manufacture." "If only 25 per cent. of British labour is in the goods they are classed as British on entering Canada. If I pay 6d. per dozen for cutting some engraving on a wine glass the man has to work in my factory, and there is rent, gas, and all the common charges in connection with the factory and my profits. I can add the cost of those things and bring the total to the 25 per cent. required. It is not fair to call it a British manufacture when the manufacture itself is altogether foreign, and the little amount of British labour is only for decoration."

Australia.—There is a large and increasing demand for glass in Australia, but British exports there are not increasing. The new business is said to be principally done by Germany, Holland and the United States, who undersell British makers. One firm who formerly did a substantial trade with Australia at very little over cost price ("useful as a filling up job") are now cut out by the Germans. Says another firm:—"Foreigners have captured all or nearly all the trade in Australia and other Colonies. Board of Trade returns are misleading, as the greater part figuring as exports have been imported first. There are not sufficient men in work in England to produce anything like the amount mentioned as exports even if the whole lot were exported, and nine-tenths of all glass made in the United Kingdom are sold at home." Some years ago another firm tried to work up an Australian trade, but the carriage from York to London or Liverpool was more than the freight from London or Liverpool to Sydney, N.S.W. They had, therefore, to relinquish the trade or work for so small a profit that it did not insure them against the risk of bad debts. Other complaints are made that manufacturers in the United States and on the Continent can deliver much more cheaply in Australia than British makers can. Foreign competition is also made easier by the difficulty British firms experience in protecting their designs and patents. "We tried to protect our designs in Australia but could not." "I had a very good business with Australia, but if a fancy article is made the Bohemians get hold of it, and before I can attempt to supply the colonial trade they have got it on the market at a lower price." The increased import duties during recent years have materially affected British trade with Australia. "For over twenty years I did a good trade in Australia, principally Queensland, but since the Federation the Australians have raised their tariffs to such an extent that my customers, although preferring Yorkshire goods, will not pay the increased price caused by their tariff, and have to be contented with the inferior colonial make. My trade in that quarter is therefore ruined." "The Victoria market was suddenly and almost absolutely closed some years ago by the tariff." "The New South Wales tariff now being higher since the Federation our export trade has suffered." The advantage which has already been derived in those Colonies where preference is already given to British goods induces witnesses to recommend the adoption of the policy of preference in the case of Australia. The necessity of clearly marking goods "made in the United Kingdom" has its uses, and preferential treatment is considered necessary to prevent dumping and underselling by foreign competitors.

New Zealand.—British manufacturers suffer in New Zealand from the same kind of foreign competition as is experienced in Australia and other Colonies, particularly from the United States and Germany—the Germans for the poorer quality and the Americans for the better. Freight rates are said to greatly favour German competitors, the rate varying from 22s. 6d. to New Zealand from Germany as against 42s. from the United Kingdom. In the case of New Zealand, however, trade is said to be improving under the preference. Foreign manufactured goods on which a duty is imposed are being shut out, and the orders given to English manufacturers, and no doubt is felt that the articles affected by the tariff will be obtained in most cases from England instead of from Continental sources.

South Africa.—Recent events have tended to develop trade with South Africa. Business originally in the hands of foreign competitors has been secured by British firms when they pay personal attention to this market. There are complaints of high South African duties, the effect of which is only partially met by the small preference. A number of British glass workers have emigrated to South Africa in view of possible developments there. Foreign competition is, however, considerable, principally German, Dutch, and American, and the preferential freight rates from the United States and the Continent to South Africa constitute a grievance with British exporters.

India, &c.—The Indian market is said to be "gradually growing," but information from exporters to India is rather meagre, probably owing to the fact that so many of the exports are invoiced "free on board" to the Indian port, and travellers are not sent, consequently little information reaches British manufacturers as to any causes which prejudice their trade in India. Foreign competition, largely German, is succeeding in Burmah and other parts in certain branches of the glass trade.

EMPLOYMENT AND WAGES.

For the past twenty years employment in the various branches is said to have declined. Exports from the glass trade unions show that loss of trade, arising from foreign competition, and especially the largely increased imports of glass goods, has thrown a considerable number of the members wholly out of employment or driven them into the ranks of general and unskilled labourers. There were, it is said, between 24 and 25 bottle works in Glasgow employing about 1,000 men and boys in 1870, now there are only three bottle works employing about 200 men and boys, and unfavourable reports come from other leading centres of the glass industry. Forty per cent. of the London Glass Blowers' Union members were said to be unemployed when the return was made. The following are typical manufacturers' experiences in London:—"We employ on an average 40 men and 8 boys; four years ago we employed double"; "London factories have deteriorated, masters are in financial difficulties, and a large number of men are unemployed"; "54 per cent. of the workmen are unemployed"; "Hundreds of men in our trade are out of employment." From the Midlands it is recorded that fewer hands are employed than at any other time. "The wages paid in 1903 amounted to nearly £2,000 less than was the case five years ago, although there has been no lowering in the rate of wages." "In the Yorkshire district in 1890 there were 11 per cent. of the men out of employment; in 1903 there were 57 per cent. out; and in 1904, 47·8 per cent.—practically half the skilled labour out of employment. For every two skilled labourers there would be also one unskilled labourer out of employment, so that 50 per cent. must be added to the trade union figures." In Edinburgh, one of the oldest glass works has been recently closed through the decay of the trade caused by foreign competition, and during the past five years many have been forced to close for the same reason.

Employment Abroad.—The following comparative figures are given in evidence:—

The United States in 1880 employed 25,763 men, in 1900 (after 20 years) they employed 61,164, an increase of 35,401, being at the rate of 137 per cent.

Belgium in 1880 employed 10,124 men and in 1900 22,980, an increase of 12,656, or 125 per cent.

Russia in 1887 employed 21,044 men, in 1897 37,543, an increase of 16,499 men in 10 years, being 78 per cent.

France employed in 1866 21,428 men, and in 1896 employed 38,500, an increase of 12,072, or 79 per cent.

Germany in 1875 employed 35,613 men, in 1895 58,221 men, an increase of 22,608, or 63 per cent.

The United Kingdom in 1881 employed 23,647 men, in 1901 32,929 men, an increase of 8,282 men, or 39 per cent. in 20 years.

The returns for the different countries are made up for different periods, but are taken out in terms of 20 and 10 years as they could be obtained. "As far back as 1881 Germany was first in the number of employed, and the United States and the United Kingdom about equal. Twenty years after the United States is first, Germany second, France third, Russia fourth, and the United Kingdom fifth. The United Kingdom is now employing about half the number of men employed in the United States, whereas 20 years ago we employed about the same number."

Wages Abroad and in United Kingdom.—Wages are lower and hours of labour are longer on the Continent than in the United Kingdom. The Paris workman is said to receive about 30 francs (£1 5s.) where the Englishman would get £2 per week. "The Belgian glass makers average 4s. per day, ours average 8s." "In Germany the wages are 30 per cent. lower than ours, the hours of labour are about the same, but in Germany they work on Sundays." In the United States wages are higher and a number of skilled British workpeople have been attracted there on that account before the United States laws stopped such engagements of workmen from other countries.

Trade Unions.—The trade unions are large, widespread, and powerful in the glass industry, although the large number of unemployed has been a severe drain on their funds, and an instance is given of the stoppage of paying allowances to superannuated members. It is, in the opinion of some witnesses, largely because of this strain and irregular employment that the unions have put restrictions upon output. "An article is produced and the men fix the price for making that article to bring in a return of 9s. 6d. or 9s. a day wages. No matter what improvements are introduced, the manufacturer will not get his number increased, because they think that some men earning 15s. would reduce the number of men employed. It is all the result of bad trade. In securing the home market for our industry, difficulties would disappear." The unions are also said to limit the number of apprentices, allowing only two to every 15 men, and provide that a boy must be indentured before he is 16 for five years. Wages are fixed by the unions, and workmen are fined who exceed the stipulated output. Improved methods of work are refused, and the manufacture of men employed at any given furnace is limited. Other employers speak of the more reasonable attitude of the unions. The ordinary work-sharing system of the unions is described by a Yorkshire glass manufacturer:—"The men share all the work there is to do for a certain length of time after the furnace stands—that is for 16 weeks—and longer if the employer would allow them. After that those doing no work receive what is known in the trade as donation benefit, and a great amount of money has been spent on donation benefit, and the men are also contributing 3s. a week out of their earnings in order to support those out of work. What happens is that although there are 2,000 men out of work, they are not the same 2,000 all through the year, they take on so many weeks work each. They ask the men who are out of work to share the work and the bread. That is the only way we can keep the skilled hands together."

COMPARATIVE ADVANTAGES.

Foreign countries are not credited with possessing better workmen than those engaged in the British industry. "As to technical and commercial training our men are equal to any in the world in our trade." Foreign travellers are very enterprising, but it is pointed out that "it is a great advantage to be able to come to England and bring any amount of samples free, whereas an Englishman has to have a licence abroad and pay a duty on his samples." The protection of their home markets is represented as being a decided advantage to foreign countries. "Foreign manufacturers have two markets." The absence of factory legislation, the absence of restrictions on child labour, longer hours of work, Sunday labour, and lower rates of wages are held to constitute great advantages to foreign over British manufacturers.

Family Labour in Bohemia.—One witness gives an account of the family labour in Bohemia, which goes far to explain their extremely low prices as compared with our own. "The Bohemians knock us out in cheap cruets, claret jugs, salad bowls, biscuit boxes, &c. Electrolier drops are all made in Bohemia, and although some English houses are supposed to be manufacturers, they are really importers. The drops and the little spangles at the top are all done in this way: Families of 5 or 6 people living near a river have a revolving table driven by the river water. The table after being used for meals is used for polishing, so that a child with only sense enough to hold the article could do a lot of cutting, as it is called. When that trade went out there was a large demand for fluted cruets—that is, square cruets with the corners bevelled and others with 6 or 8 flutes on. They found it as easy to hold a bottle as they used to hold a long drop. The stoppers were formerly done the same, *i.e.*, with facets. In England, these stoppers are lapidary-polished. In Bohemia children used to do these stoppers and this family work easily knocked us out when we were paying a man 35s. or 40s. a week. Now they blow the article into a mould with a pattern on, they blow it with no skill or marking, they get the impression and then hand it over to a man by whom the face is cut; but it is not cut out of the solid as we understand cutting. These things are imported into England in large quantities at just what we pay for cutting alone. Such competition is killing."

Processes and Methods.—Most witnesses consider, speaking generally, that many of the English works are as well equipped so far as plant, &c., is concerned as any foreign works, despite the lack of security arising from the British policy of free imports and

he tariff policy of other countries. Some Belgian improved machinery for the silvering trade was, until recently, not obtainable here, but this is no longer the case. Bohemian glass is produced under cheaper conditions than British, but it is said, "they cannot get the brilliancy of cutting that we got with English glass." "Foreign flint glass is usually entirely but always partially made in moulds. The English system is making by hand, requiring great practice and skill. The foreign method eliminates the skill." "With the foreign process glass of a much inferior quality can be used, thus greatly reducing the cost both in wages and material."

MATERIAL, FUEL AND RESOURCES.—In Sweden and parts of Austria and Germany many glass factories are situated on the banks of streams which provide motive power, and on the borders of forests which provide fuel at a nominal cost. "Belgians have the natural advantage of the best and cheapest supply of glass-making sand." The total cost of fuel and materials is said to be cheaper abroad.

GOVERNMENT AID.—Inducements are offered in some countries to British manufacturers "to go abroad with freedom from taxation for so many years," &c. Some foreign Governments, notably the German, are held to take more direct interest in and give direct help to national industries than is the case in the United Kingdom. The Danish and Swedish competition in the United Kingdom is assisted by the repective governments of those countries. A witness describes the method of a representative who came to England to open new business in Danish and Swedish goods. "Those governments paid him his expenses and £1,000 a year to get the stuff introduced. They were prepared to give handsome subsidies on the manufacture of those things in order to get them on to the English market. They were trying very hard with the Swedish glass to knock out the French. The Danish agent did a large trade and kept a warehouse in St. Andrew's-street, Holborn, with fine showrooms, but it would be a difficult thing for the income tax accessors to find out how much business was done. It is a very simple thing for a man to do a large trade from Sweden, &c., and never pay a fraction of income tax."

FREIGHT RATES.—Opportunities are given for State assistance in countries where the railways are owned by the State, in which case special facilities are given for freight to the ports on goods for export, as for example "the rate of carriage from the Continent to Manchester is 25s. per ton, from Manchester to Grimsby only is more than double this amount."

PATENTS.—According to one witness "we might do wisely in copying Germany's system by which any goods patented in that country must be manufactured there or the patent becomes invalid." In Germany the patent offices reserve the right to refuse patents without assigning any cause. It is understood that the grant or refusal turns mainly on whether it will or will not be advantageous to Germany.

PROFITS.

Net profits are said to have greatly decreased. One witness states that after 20 years of diligent application to this business he cannot make more than £100 profit per annum. It is agreed that a much larger turnover is necessary now in order to produce the same profit as in former years; while competition at home makes it more profitable to the retailer to sell foreign goods than English. One of our largest bottle manufacturers explains the ratio in his case between profits and output: "We have a possible output of over 15 million bottles. If we are working half-time we can pay our expenses, but we can make no profit. If we are working three-quarter time we can get a reasonable percentage on our capital. If we are working full time we can give a reduction in price and make 50 per cent. more money."

(To be continued.)

Crockery and Glassware are imported into Erzeroum almost exclusively from Russia. Cheapness alone is what is aimed at, quality being an entirely secondary consideration. Merchants, in fact, complain that if by any chance they should be enterprising enough to order an article of superior manufacture, the only result is that any profit they might expect to make is entirely swallowed up by the length of time such article remains on their hands.

Labour Conditions at Meissen.—A correspondent of a provincial paper writes from Meissen:—On a large farm some miles out of Meissen there are seven labourers employed. All are married men with families. They live in one house and each family has two rooms. Their wages are 11s. 6d. a week, and they have only their house and coals free. Each family possesses a pig, which constitutes their small capital. There is little here to attract the labourer to the soil; but it is not easy to find other occupations. Employment in the Royal Porcelain Factory is eagerly coveted, for it carries with it a pension, and the wages vary from eight to thirty or forty marks a week.

Foreign Notes.

Crockery and Glassware are mentioned in a British Consular Report from Hangchow as being likely to find a good and increasing market in that district.

The Brothers Korniloff's porcelain factory, St. Petersburg made a profit of 24,560 roubles (£2,456) in its thirteenth (1905-6) working year, against a loss of 26,432 roubles (£2,643) in the preceding year. A dividend of 5 per cent. is to be made.

Russian Railways and Glass, &c.—One of the first tasks for the new bureau of the Russian Glass and Porcelain Manufacturers is to protest against a recent railway regulation requiring senders of glass goods per rail to furnish their own tarpaulins. The bureau points out that often the cost of a tarpaulin will be as great as or more than the cost of the goods it proteets.

Glass and Pottery at the Mendelieff Congress.—At the Mandelieff Congress of general and applied chemistry to be held in St. Petersburg, from January 2 to January 12, 1908, special items for consideration will be, inter alia, fuel and naphtha, cements, glass and ceramics. The congress is promoted by the chemistry department of the Russian Physico-Chemical Society.

U.S. Tariff Decision.—Glass aspirator bottles imported by the Scientific Material Co., of Pittsburg, were assessed for duty at the rate of 60 per cent. ad valorem. The importers claimed them as dutiable at 40 per cent. ad valorem. The board held that the aspirators in question are identical with Woulff bottles in all respects, save that instead of the necks being fitted on the upper part, as in Woulff bottles, in the present case one neck is located to the bottom of each aspirator bottle. On the authority of the decision cited the protest was sustained, and the decision of the eolleetor reversed.

An American Concession.—It is announced that the United States authorities at Washington have informed the British Government that they will aecept as competent the valuation of British Chambers of Commeree in the ease of commodities exported to the States. The privilege has already been granted to German Chambers of Commerce. It had not been granted to British Chambers because they had no official connection with Government. It has, however, been decided that as the Advisory Committee to the Board of Trade consists of members of Chambers of Commeree, that is a sufficient link between the Chambers and the Government.

Glass Manufacturers in Poland.—The general economic stagnation in the kingdom of Poland is sorely felt in the local glass industry, the annual production of which in normal times amounted to over £300,000 value. The articles produced consist principally of sheets and dishes. The former, because of the almost complete stoppage of building work in the towns has been very much reduced in volume, the reduction being calculated at 60 per cent. As regards so-ealled chrystal vessels, about 60 per cent. of this production was "exported" into the interior of the Russian Empire. But during the past two years, and more particularly last year, the requirements in this class of goods in the empire has so far fallen away that the orders scarcely reach a third of the usual. Besides this, because of the increase in the priee of labour, and the shorter hours worked, some kinds of chrystal goods—especially heavy articles—have lost all power of competing with similar goods made in Russia proper. Therefore the Polish glass manufacturers have decided to produee more delicate and high-class goods; they are also going to make lamp glasses, for which there is a large Russian demand.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR JUNE, 1907.

		Quantities.				Value.			
		Month ended June.		Six Months ended June.		Month ended June.		Six Months ended June.	
China or Porcelain, and Earthenware.		1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany	cwts.	6,508	13,327	31,894	47,334	£5,647	£7,188	£36,790	£39,745
,, France	,,	3,384	9,286	20,326	31,422	5,475	5,385	31,092	31,685
,, United States of America	,,	42,365	42,798	229,885	257,487	46,794	51,357	270,118	306,020
,, Brazil	,,	10,213	15,828	75,336	95,470	9,382	12,989	57,162	75,030
,, Argentine Republic	,,	41,428	31,066	222,927	191,708	12,988	11,265	88,165	92,168
,, British South Africa	,,	11,972	4,887	119,986	67,947	7,246	5,841	62,322	45,212
,, British East Indies	,,	22,167	18,332	148,756	171,917	10,125	11,373	76,081	82,595
,, Australia	,,	11,667	16,476	67,938	95,225	12,313	18,543	78,936	108,333
,, New Zealand	,,	4,936	6,239	28,023	38,876	6,171	8,497	35,818	53,257
,, Canada	,,	34,016	34,240	133,607	158,014	22,900	27,094	109,284	142,313
,, Other Countries	,,	74,411	94,088	452,724	490,549	43,795	47,839	268,294	288,737
Made up as follows:									
Porcelain, Chinaware, and Parian	,,	2,868	1,581	12,862	9,225	11,937	12,259	72,421	82,099
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	108,246	125,562	625,911	750,729	129,285	156,163	777,774	934,958
Jet, Rock'm, and Glazed Terra-cotta	,,	106	54	646	146	131	64	1,186	245
Red, Stone, Brown and Yellow Ware	,,	137,611	146,752	814,625	809,617	24,398	25,190	158,075	154,555
Other Sorts (including Electrical and Chemical Ware)	,,	14,236	12,618	77,358	76,232	17,085	13,650	104,606	93,238
Glass.									
To British South Africa	value £	—	—	—	—	5,418	4,127	43,276	30,654
,, Other Countries	,,	—	—	—	—	98,900	123,190	573,026	654,633
Made up as follows:									
Plate Glass	cwts.	10,879	17,150	67,356	78,896	16,907	28,385	100,068	129,287
Flint Glass	,,	4,984	4,866	27,941	33,964	16,107	16,359	91,222	101,263
Glass Bottles	gross	60,780	70,482	367,240	420,746	38,756	47,056	233,102	269,819
Glass Manufactures, other sorts	cwts.	38,792	47,004	220,413	233,143	32,548	25,517	191,910	184,910

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR JUNE.

		Quantities				Value.			
		1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian	cwts.	3,329	5,087	23,591	24,791	£16,947	£23,087	£122,463	£122,566
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	23,666	25,063	160,430	163,491	48,294	48,230	310,444	315,150
Jet, Rock'm, and Glazed Terra-cotta	,,	1,702	35	5,479	100	365	134	1,752	33
Red, Stone, Brown and Yellow Ware	,,	1,399	3,682	17,092	28,847	838	1,444	4,673	6,680
Other sorts (including Electrical and Chemical Ware)	,,	1,730	2,277	10,786	12,541	2,741	2,626	15,833	15,94
Window and German Sheet Glass	,,	100,594	90,576	727,643	638,958	56,208	47,769	408,673	353,99
Plate Glass	,,	31,093	34,264	185,345	228208	40,748	41,939	240,601	281,85
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass	,,	56,926	57,230	399,296	380,494	87,560	81,501	652,765	552,13
Glass Bottles	gross	127,653	113,482	764,742	762,580	51,959	48,873	317,419	316.55
Glass Manufactures, other sorts	cwts.	3,703	2,190	23,664	8,069	6,030	2,382	34,385	9,96

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR JUNE.

		Quantities.				Value.			
		1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian	cwts.	761	381	8,562	7,907	£3,462	£1,670	£36,687	£35,64
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	276	593	3,067	5,802	715	1,216	7,228	10,75
Jet, Rock'm, and Glazed Terra-cotta	,,	19	—	38	15	83	—	157	4
Red, Stone, Brown and Yellow Ware	,,	—	2	405	99	—	3	855	2
Other sorts (including Electrical and Chemical Ware)	,,	2	42	67	78	53	69	362	13
Window and German Sheet Glass	,,	73	1,295	8,071	3,981	147	542	4,386	1,87
Plate Glass	,,	144	172	1,569	3,397	282	245	2,455	3,73
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass	,,	553	320	10,853	3,005	1,146	815	23,120	7,31
Glass Bottles	gross	1,605	5,446	11,811	23,929	1,181	3,056	7,119	13,77
Glass Manufactures of other sorts	cwts.	699	473	3,450	3,896	1,691	1,027	8,401	8,55

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

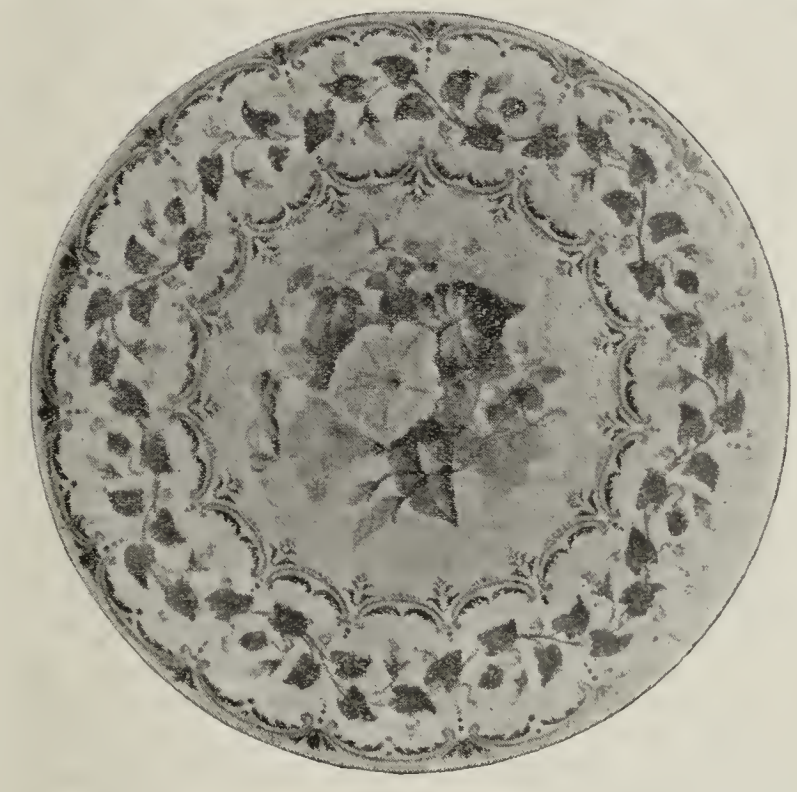
	Shipments, May 30 to June 25, 1907. Paekages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 to June 25, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	459	493	2,918	3,508
,, New York	651	498	3,633	2,799
,, Baltimore	1,440	1,060	9,895	7,018
,, Philadelphia	197	64	1,267	669
,, New Orleans	221	69	3,730	1,633
,, Newport News	203	118	700	670
,, San Francisco	76	339	224	794
,, Portland, Me.	137	51	3,774	419
,, Galveston	84	150	750	518
,, Portland, Or.	89	42	109	618
,, Inland Points	343	1,066	483	6,245
Total	3,900	3,950	27,483	24,891

A DEAF STUDENT'S ARTISTIC WORK.

SURELY there never was a greater educational success than that which Mr. E. V. Greatbatch had the satisfaction to report at a recent meeting of the Staffordshire County Education Committee. We speak of the advantages of education, but few of us have hitherto had a true conception of what these advantages include. When a child has its faculties of sight, speech, and hearing, it is comparatively easy to develop through them its mental and physical capacities; but when a child is deprived of either of these faculties the task of training the mind is rendered exceedingly difficult. The condition of a child who is either deaf or mute or blind from birth is truly piteous. The Staffordshire Edueation Committee, however, have earnestly, and we are happy to say successfully, encouraged the education of children abnormally affected in either of these ways. They have even established scholarships for blind and mute children. The question of these scholarships came before a sub-committee at a recent meeting, when Mr. E. V. Greatbatch(who is chairman of the North Staffordshire Joint School Authority for educating blind and deaf children) said it was not often that the Education Committee had tangible evidence before them of the good result of their work, but he was now able to show them what had been accomplished by the first holder of a county scholarship for deaf pupils. Three years ago the committee, at his suggestion, allocated three scholarships to blind or deaf students. The first holder of a deaf scholarship was John George Clowes, a lad who had been at the blind and deaf school at Stoke for six or seven years. He was the son of a collier, and had been deaf from his birth, so that he was totally without language or any other means of systematic communication with his fellow-beings until he was taken in hand and trained at the school. During his residence at the Mount School he exhibited some talent for art, and when a scholarship of £35 was granted to him he was enabled to continue his artistic studies at Stoke. Thanks to the kindness of W. T. Copeland & Sons, and subsequently of Josiah Wedgwood & Sons, Ltd., he was able to practise the artistic decoration of pottery. He had done so with such success that Mr. Greatbatch was able to submit for the committee's inspection

A Beautiful Plaque

which this youth, now eighteen and a half years old, had designed, painted, and gilded at Wedgwood's works. He had only had two years of practical art training, but the result shows that the expenditure of the county's money in this case has been fully justified. The committee are to be congratulated on their beneficent work, and no ratepayer will begrudge the portion he has contributed towards the cost of imparting brightness and hope to this poor boy's life. Without education, and without the power of speech, he would probably have been an object of derision to his companions, but with the education the county has afforded him he now stands a good chance of becoming a capable artist in the pottery industry. While the school authority which Mr. Greatbatch so ably represents is grateful to the county, they are also grateful to Wedgwood & Sons for affording the youth an opportunity to develop his talents. We understand he has a younger brother who is also deaf, and who is now at Wedgwood's trying to follow his brother's



Plaque, Decorated by John George Clowes.

example. In submitting the specimen of work for their inspection, Mr. Greatbatch thanked the committee for allowing him to bring before them the possibility of abnormal children, when given a fair chance in education, to which they were entitled, occupying self-respecting positions in the world, earning fair wages, and giving promise of becoming skilled artists. He was glad that in this instance the kindness of the committee had achieved such excellent results.

We are able to give an illustration of this exceptional student's work, by the reproduction of the photograph of the plaque submitted to the committee. It is a china piece supplied by Wedgwood's. It is 12 in. in diameter, and has in the centre a brightly coloured group of convol-

vulus, painted in pink, mauve and greens. The surrounding border consists of two bands or parts of elaborate gilding (a portion of which is raised gold) between which twines a prettily painted border of convolvulus leaves and buds. Part of the gilding is brightly burnished, and the remainder left matt gold. The whole of the work is entirely freehand, no printing being used in producing the design. The plaque is signed by the artist, "John George Clowes," in the approved manner, and he has reason to be proud of his work for the technique shown is rea ly excellent for a painter of his years and experience.

AMONG PROVINCIAL DEALERS.

(FROM OUR OWN CORRESPONDENT.)

KENDAL.

TRAVELLERS to or from Windermere by the London and North-Western Railway, in the daytime, cannot fail to see and admire a pleasantly situated little town which lies, partly in a valley and partly on a hill side to the west of the railway, a short distance from Oxenholme. This is the Westmoreland town of Kendal. The beauty of the place is undeniable. A broad river, the Kent, with water as clear as crystal, flows slowly on through the town, and from the river towards the west, the land slopes gently upwards. On this sloping ground stands the greater part of the town. The scene suggests quiet and repose rather than hustling activity, and, indeed, the town is one of the few places in the north which one cannot definitely term progressive. No one seems to know exactly what the present population of Kendal is. I was informed by some who presumably knew as well as any, that its population was gradually becoming less, and figures were placed before me to support the statement. I will, therefore, assume that the population of Kendal at the present time is 15,000, which I imagine is slightly in excess of the actual number. If the town has not been exactly progressive, its retro gression has been so slight as to appear of little moment. Kendal supports a steady, though not large, trade in glass, china, and earthenware. On a recent date I made a "round" of the members of the trade, and inquired how business stood with them. My observations made in the course of this round are given in the following notes.

High-street, Kendal, as the name suggests, is one of the principal business streets of the town. It traverses that portion which lies on the upper part of the slope, as it rises from the western margin of the river. The street is broad and bright-looking, and has an air of well-maintained prosperity. Shops of modern and striking aspect line High-street, and give importance to the street. One of the more conspicuous is the glass and china warehouse of MONKHOUSE & SON. I had not the pleasure of meeting the acting principal on the occasion of my visit, he being out of town. The warehouse was, however, a study for all lovers of artistic glass and china. I was greatly struck by the aspect of the establishment, the "Northern Counties Glass and China Warehouse," as it is termed. The front was imposing, and had a fitting dignity. The entrance was in the centre, there being a spacious window on each side. One window was made beautiful by a display of flower glasses, stalks and bowls in curved and crumpled forms of a light, pearl-green shade, slightly iridescent. This ware made a most effective group, the forms and the tints of the objects being such as might well captivate the fancy. The other window was set out with specimens of teas, bowls, and articles of many kinds, white predominating and giving a pleasing air of brightness to the collection. In the warehouse the arrangements and the stock indicated that a trade of a desirable nature was carried on. It was pleasing to meet with so large and interesting a collection of glass and pottery ware in this quiet, northern town.

All Hallows-lane, a busy and cheerful thoroughfare which leads towards the west, from High-street, contains a glass and china warehouse having interesting associations. The business located in the warehouse in question can be traced back to the year 1839, when it was founded in other premises, by the late Robert Thompson, great grandfather of MR. JOHN THOMPSON, who now carries it on. After being held by different members of the family it came into the possession of the present proprietor, six years ago. The shop is spacious, and is made very attractive by a large stock of pottery and glass, ornamental pottery having a special place, as a decorative class of goods. Flower pots in a wealth of bright colours, tea pots in many designs, quaint and beautiful, and coffee pots, in considerable number and variety, were ranged on stands and shelves, and imparted artistic brightness and interest to the shop on the day of my visit. At each side of the door in the shop, stood a tastefully made glass case. One of these cases contained a small collection of beautiful jugs in blue, bright red and gold, the edges being fluted and finished in gold. One shelf in this case was filled with small but very choice and handsome vases. On another shelf were large vases, also highly decorated, and heraldic ware. The uppermost shelf of all, in this case, carried similar ware and small articles of ornamental stoneware. The second case contained a collecton of selected jugs, cheese dishes and other articles of a superior class. The windows of the shop were made attractive by collections of tea sets, coffee sets and other table ware, chiefly in white, or white and blue. I had a conversation with Mr. Thompson respecting the trade in the town and district, and found that he enjoyed an old-established county family connection which required first-class goods. The general trade in glass and china in the town was affected somewhat, he said, by the selling of very cheap pottery and glass, in the market, by strangers who came in on Saturday with "seconds" or cheaper goods. Mr. Thompson thought that, from the shopkeeper's point of view, seconds should be done away with, and not sold. He did not sell such goods himself, and if he were to attempt to do so he would injure his connection. With respect to foreign ware, which also came in, this, Mr. Thompson said, was cheap enough, but the great drawback was that the buyer had to take too much of it. "There is one point," said Mr. Thompson, when passing from this foreign trade, "there are some firms who come and show you stuff, and say you are the only one in the town they are dealing with and you give them an order, and when you go down the street you see the same class of stuff in other shops. I docked two off for serving me in that way." Then there was the regular provincial trader's grievance of families in their towns dealing direct with the London stores. The practice was carried on in the Kendal district as elsewhere. And there was the tea-shop difficulty. These and similar aspects of the trade gave glass and china dealers in Kendal plenty to think of. But, so far, the old dealers had survived and managed to keep their shops open, and to maintain a good front to the world. And so, I inferred from my talk with Mr. Thompson, it would continue to be, though one traveller had told him that things went on as they were going, for another ten years there would be "no need of a china shop." The old china shops are not, however, gone yet, and those that I visited in Kendal showed no sign of going. They looked as vigorous and fresh as anyone could have wished.

Stramongate, the central link in a chain of three main thoroughfares which connect the railway station with the higher and principal business part of Kendal, contain

an old-established and very striking glass and china depôt which is carried on under the name of W. Sutton. The proprietor has held the premises for about nineteen years, but has been connected with the trade for a much longer period, and obtained an intimate acquaintance with it in the great centre of English pottery-work, Staffordshire. This knowledge was reflected by the character of the goods used as the chief items of the window display and to heighten the effect of a display in a tasteful show-case near the entrance. In the window were specimens of tea sets in several elegant or dainty designs, evidently chosen with a view to the production of an artistic appearance. Placed where they would be seen readily were many pieces of decorative pottery, chiefly vases, some full and bold in proportions and florid in colour treatment, others more delicate in form and embellishment, but all striking by their artistic character. Within, a liberal and well-arranged stock gave the shop an imposing and agreeable air which would at once impress a lover of the beautiful in ceramic ware. Toilet sets formed one of the chief classes of goods, and in these, novel and charming designs were visible. I learned from the lady in attendance that the depôt had the patronage of residents in the district round, which was not surprising in view of the variety and artistic interest of many of the goods shown.

A business which is carried on in the name of J. Wildman, at 129, Highgate, combines trading in the two widely different classes of goods, groceries and provisions, and glass, china and earthenware, in accordance with a practice commonly followed in small towns and especially in country districts, in the north. On the occasion of my visit to the premises I found a useful stock of general table and culinary ware, set out to good advantage, and occupying about half of the area available.

Kendal Potteries.—Four potteries are now being carried on in the vicinity of Kendal, and contribute to the supply of pottery required by the town and district. These are at Burton-in-Kendal, a small town 11 miles south-east of Kendal, just within the southern border-line of Westmoreland. One of the potteries is carried on by John Parker, and another by Wadeson Brothers. At each of these, brown and enamelled ware is made. At another pottery, carried on by G. Kilshaw, brown ware is also made. At the fourth pottery, that of Thomas Coates, stone bottles are produced as a speciality. The productions of these potteries find a fair and steady market in Kendal and other towns and villages in the district.

CARNFORTH.

Carnforth is the most northern manufacturing town of importance in Lancashire. Five miles north of Carnforth a strip of Westmoreland cuts off part of this county. Carnforth stands a little south of this line of extension, and one mile from the most eastern limit of Morecambe Bay. The town is situated on the London and North-Western main line between Scotland and the south via Carlisle and Lancaster, and is the point of junction of the Furness railway with the main north-and-south railway system named. To travellers, the town has, in the past, been best known for its iron smelting industry, but since the substitution of closed furnaces for the old, open topped "free-flarers," the aspect of the place has changed. The furnaces are there still, and were busily at work when I viewed them a short time ago, but the aspect of the industry has quite changed. Very little furnace gas is now allowed to burn to waste, so that the huge furnaces have a heavy and uninteresting aspect. The industry is there, however, and is the life and support of the town. The population of Carnforth is barely 4,000, and for the ordinary wants of the town provision is made by many traders, and in a very commendable way. The china, glass and earthenware trade holds a distinct and creditable place among the trades carried on in Carnforth, as will be seen from the particulars given hereafter.

Market-street, the principal business street of Carnforth, taken in relation to the size of the town as regards population, produces the impression that Carnforth is a progressive town in which modern ideas and healthy vigour are not wanting. The shops in the street look as if a very fair amount of business were done by them, and as if the proprietors knew pretty accurately what was going on in the larger centres of the country. One of the first shops so to arrest the attention of a stranger entering Carnforth from the railway station is that of Mr. W. E. Cartledge, china and glass dealer, 9, Market-street. An attractive display of china and glass, among which toilet sets figured largely, occupied the window of the shop, at the time of my visit. In the shop I found an adequate stock of general pottery and glass ware, dinner sets by noted makers being conspicuous. Provision had been made for the artistic tastes of residents, a collection of inexpensive ornamental pottery occupying a shelf at one side of the shop. I had a short talk with Mr. Cartledge, in the course of which he touched upon the competition of co-operative societies and furniture dealers with the older members of the trade. "There is only one thing I can tell you," said Mr. Cartledge, with a smile, which betrayed his own doubt as to the prospects of obtaining relief in the way he had in mind. I asked what it was. "Tax the co-operative societies. In this place they have a building with five branches, each bigger than the place we are standing in. The co-operative society is rated at about £50 a year; we, in this street are rated at £30. If there is any sense or reason in that I will give over. It does want altering." Mr. Cartledge added. This competition of the co-operative stores with glass and china dealers in the town had kept the trade generally very quiet. Mr. Cartledge had, however, opened a little branch place, at a point not far from Carnforth, the sales at which had, for the time, helped the general turnover materially.

A business which is carried on at two shops, the principal one being in Lancaster-road, at a corner of Stanley-street; the other, being in the North-road, at which the dealing in china and glass forms an important branch, is now conducted by Mr. T. Shires Murray. Each shop is concerned with the supplying of groceries, provisions and kindred goods. The depôt in the North-road dates back for fully forty years, and was carried on through its early years by a Mr. James Richardson, one of the pioneer traders of Carnforth, whose knowledge of the town went back to days in which Carnforth consisted of only six houses. The business passed into the hands of Mr. John Cragg, and a few years ago into the hands of Mr. Cragg's stepson, Mr. T. Shires Murray. "We buy all sorts of general household goods, and cater for the working-class population. The two places are still going," said Mr. Shires Murray to me as we talked of trade in the district. A brisk trade was being done at that moment at the Lancaster-road house, at which I saw Mr. Shires Murray, but in the grocery and provision branch.

A shop having a bright-looking double front, of pleasant modern aspect, No. 38, Lancaster-road, Carnforth, is carried on in the name of W. R. Taylor, and is devoted largely to a business in china, glass, and potteryware. Other goods than these are, however, sold. As regards china and glass, a general household trade is catered for. "I do a little in 'firsts' and 'seconds,' but I have found such an amount of difference in them that I am going in for 'firsts' altogether," said Mr. Taylor to me, as we talked about trade affairs in general. He walked to a shelf and brought from it two dinner plates and a cheese plate, to exemplify the point to which he had referred. "Look

at the difference,'' he said, as he pointed to the decoration and to the glaze of each plate. The figuring on one plate was very clear and firm, and the glaze was uniform and brilliant. On another, the figuring was not nearly so bright. '' I will have no more of them. I find that people like the better stuff if they can get it, and it lasts as long again,'' said Mr. Taylor, as he pointed to the plate of first quality. I found that the question of railway carriage was one to which Mr. Taylor's thoughts had lately been directed. He instanced a case in which a consignment of goods had been sent in two parcels, one being a box, the other a tierce, for which the carriage had amounted to 14s. 11d. He thought that the goods might well have been sent as one parcel, and that if so sent from the Potteries direct, they would only have cost 5s. or 6s. to rail. He also thought that the subject of parcelling and railing goods from London and the Potteries ought to have more consideration, in order that trade in the provinces might be spared needless expense in the matter of carriage.

THE FACTORIES AND WORKSHOPS ACTS AND THE POTTERY TRADE.

THE report of the Chief Inspector of Factories and Workshops for 1906 fills a blue book of nearly 400 pages of the regulation size. The amount of work imposed upon the inspectors is indicated in the statements that there were at the end of the year 109,065 factories and 146,124 workshops upon the registers, and that the number of persons employed in factories was approximately 4,150,000, and in workshops (excluding men's workshops) 700,000. No fewer than 29,812 new factories were established during the year. We need scarcely say that the industries we represent have not contributed much to these additions. The information furnished in the sectional reports is full of interest from many points of view, but we are only able to review it from the comparatively narrow stand-point of our own trades. A few extracts from the inspectors' reports will, however, show that manufacturers in every branch of the industries we represent are doing their best to improve their working conditions in the interests of their employees. The North London Inspector says :—'' In a syphon works I asked for an improvement in the sand-blasting plant, and on revisiting later was shown an excellent arrangement which is now in working order. The girls who do the work stand before a raised box fitted with glass windows and suitable openings for their arms. The blast is directed downwards into the box, and after striking the syphons the sand falls into a hopper and is carried away by an elevator which returns it to the sandbox, while an exhaust draught prevents any escape of sand into the workroom.'' Referring to glass enamelling the inspector for East London says :—'' This business has very much increased, and two more cases of lead poisoning recently showed that the exhaust ventilation considered suitable a year ago is now inadequate for the work that is done. The firm are, therefore, removing this department to larger premises, where the question of suitable ventilation is to receive special attention.'' The inspector for Bristol says :—'' The only important china works in this district is a very fine modern pottery, in which every detail of instruction and practice has been well thought out in conformity with the Special Rules. The exhaust ventilation is particularly good.''

In the reports on industrial poisoning, tables are given dividing the cases into districts and into industries. Special notice is taken of cases of lead poisoning, reported to the Home Office. We have given these returns periodically as issued. The inspector for the Midland district says :—'' The subject of lead poisoning is the most unsatisfactory with which this report has to deal. The reports passing through this office during the last six years are as follows :—1901, 296 cases, 1902 248, 1903 260, 1904 229, 1905 209, and 1906 280 cases. Last year's return was the highest since 1901. The trades mostly responsible for the increase are coach, motor, and perambulator making, earthenware and china making, smelting and refining, tinning and enamelling, white lead making, and miscellaneous manufactures.

Mr. Walmsley (Stoke) referring to pottery plumbism, reports :—'' In the potting industry lead poisoning shows a slight increase. It is not easy to account for this, but in some cases it may be due to lack of nourishing food. In a recent case a girl of 19 was reported as suffering from lead. The case was slight and the principal cause was anæmia. It was found upon inquiry that the girl's wages of 9s. per week and a brother's (age 15) of 4s. were the sole support of a mother, invalid father, and these two young people. It seemed a case due to starvation quite as much as due to lead. A few other cases seemed attributable to the same cause. In a case of lead poisoning with fatal results it appears that the deceased woman had deliberately withheld from the certifying surgeon at his monthly examination the true facts as to the state of her health. She was afraid of being suspended from work. In this case it was not a question of wages. The husband did not wish her to work, but she liked to keep at work on account of the company of her fellow workwomen. This reticence on the part of lead workers very seriously hampers the work of the certifying surgeons.''

The Glasgow inspector reports :—'' The subject of ware cleaning in potteries has received considerable attention during the year. It was found that after dipping, and when dry, the glost placers were in the habit of rubbing certain articles together, or with a dry cloth, to remove the glaze from the bottoms and prevent them sticking when in the kiln. This was done without fans or other dust-removing arrangements as required by the rules. The attention of all occupiers has been drawn to this, and arrangements are now being made to provide fans or to obtain an additional rule allowing the process to be carried on without fans, if the ware is treated while moist or with damp sponges, &c.''

Unfortunately it is under the head of '' Dangerous Trades,'' that the most important references in this report that affect the china and earthenware trades are found. It appears that at the close of 1906 there were 485 earthenware and china works under the Special Rules of November, 1903. The most voluminous reports under those rules are furnished by the lady inspectors. Miss Vines has been appointed for special inspectorate duties in the Potteries. The report says : in spite of great improvements in the machinery fitted with exhaust ventilation for dusting and brushing off in making of transfers for earthenware and china following the special attention given to this matter in 1905, there has been a very serious incidence of cases of plumbism among young girls in this process, as also in the application of aerograph to the enamelling of glass sign making. In the one case lead colours are applied in a finely divided dust ; in the other in a finely divided liquid spray, both equally dangerous. The work, although needing lightness and delicacy of touch, is not a very skilled occupation, and young girls are generally employed. Miss Vines comments on one set of cases as follows :—'' As many as seven cases of lead poisoning—six of them girls under 20—have been reported from one transfer works in the Potteries within the last 14 months. In addition, a girl of 15, feeder on a colour dusting machine employed at the same works, died suddenly after a few hours' illness, but the doctor called in certified the death as due to '' heat stroke, coma, and syncope.'' Of the six cases of plumbism, two were notified by the certifying surgeon as '' severe.'' I visited them both in their homes. My own opinion is that the cases of plumbism at these works may be some of those in which insufficient nourishment and exhaustion due to lack of food have increased susceptibility. The Rules, of course, prohibit eating in the shops, and the manager, on account of the time he maintained it would take for the washing of hands, removal of overalls, and adjournment to the mess-room, which the regulations require for the taking of food, will not permit for this purpose even a short break. But even, failing the proposed interval, I believe that if each lead worker were provided with a cup of warm milk on her arrival in the mornings, there would be an immediate improvement in the health of the girls. At one of the larger potteries no women or girls work in the mornings without having first drunk the milk supplied by the management, and from these works there has, I believe, never been reported a case of lead poisoning.'' In 1906 there were 107 cases of lead poisoning reported in earthenware and china works, as compared with 84 in 1905—a rise of 23 cases, of which four, or one more than in 1905, terminated fatally. The rise is even more serious than in the white lead industry. Miss Vines attributes the rise in the earthenware and china trade to carelessness in observance of special rules, and gives illustrations.

Miss Vines deals in an interesting and very fair manner with the main questions with which she has been concerned in the Potteries, taking the special Rules in detail. Referring to Special Rule 8, which enjoins the use of overalls and head coverings, she says, '' there is very great neglect in complying with this regulation.'' She speaks strongly of the carelessness of dipping-house women '' taking their overalls home to be washed with the children's clothes,'' and she adds : '' In other dangerous trades, employers are under a legal obligation to themselves provide for the washing of overalls, but in the Earthenware and China Rules this is not so ; it is found that in the Potteries only those manufacturers with a sense of moral duty fulfil this service to their workpeople.'' Referring to the mortality of infants in the Potteries the lady inspector quotes the doctors' opinions :—The Medical Officer of health for Hanley, says :—'' One important cause of the high infantile mortality is the fact that a great number of mothers go out to work. There is a tendency to increase, in the Potteries, in the employment of women ; in many instances I find that the husband is out of work, and the wife is the bread-winner.'' The medical officer for Stoke, commenting on the fact that the infantile death-rate for Stoke is '' somewhat higher than for the previous two years,'' remarks that the '' rate for England and Wales is lower than it has been for many years, and the rate for the borough compares very unfavourably with it and with that for the 76 larger towns.'' The medical officer

of health for Tunstall, says :—"The infantile mortality is still very far from being satisfactory. . . Much attention is being constantly given to this wastage of human life, and as the causes of the high rate of infant mortality are well recognised, surely some efficient and practised remedies ought speedily to be brought to bear upon the matter." The medical officer of health for Burslem, remarks how unfavourably in the matter of infantile mortality Burslem compares with other districts. Dr. Hughes, medical officer of health for Fenton, commenting on the large proportion of deaths among young children, says, with reference to the employment of married women :—"Any attempt to combine the offices of child-bearer and bread-winner in one person must of necessity result in feeble, bottle-fed babies and premature births." Again, "one would live to know exactly how many of the infantile deaths due to diseases of the respiratory organs were caused by the conveyance to and from home of babies put out to nurse."

Miss Vines gives instances to show the natural and deplorable effect on married women of excessive specialisation solely in non-domestic work :—A mother, suffering from lead poisoning, visited by me in her home, acknowledged that, as her husband was in good employment there was no need whatever for her to seek a job as was her custom at the factory, and said : "I do not need to work, but I do not like staying at home." Another woman, a jollier, the mother of several children, whom I visited during her absence from the works, said : "I would rather be at work a hundred times than at home, I get lost at home."

The reports deal extensively with fines and deductions and urge the importance of the enforcement of the Truck Acts in respect of these. The causes for fines and deductions are serious matters to employers, but half a dozen deductions amounting to 1s. 2d. per week from a majolica paintress earning only 11s. a week, is a very serious matter to her and needs the strictest investigation. The Report of the Medical Inspector gives in detail the information which has already been published in summary form. An interesting item in the report is the statement that while the total number of cases of lead poisoning reported to the Home Office in all industries in 1899 was 1,258, the total in 1906 was 632, It is very satisfactory to notice from the same return, that while the number of cases reported from the china earthenware trades in 1899 was 249, the number reported in 1906 was 107. It is, however, regrettable that the number of cases reported in 1906 was 23 in excess of the number for 1905. The medical inspector says : "Some fluctuation from year to year due to temporary causes must be expected," still it is hoped that increased care on the part of employers and work-people, will tend to a continued reduction and ultimately to a final extinction of cases of lead poisoning in our trades.

THE POTTERY AND GLASS TRADES BENEVOLENT INSTITUTION.

A GENERAL meeting of the members of the Institution was held at the offices, 6, Thavies Inn, Holborn Circus, E.C., on Tuesday evening, July 9. It will be remembered that at the annual general meeting held at the Holborn Viaduct Hotel, in January last, there were five candidates for annuities. The board of management, however, were only in a position to recommend the election of three annuitants. A ballot was taken, and three out of the five applicants were elected. They are now in receipt of their annuities. One of the unsuccessful applicants was Mr. Edward Belcher, 109, Dames-road, Forest-gate, E., aged 30 years, who was employed as clerk by Messrs. Doulton & Co., Ltd., Lambeth. Applicant (who is not married) is suffering from atrophy (wasting) of both optic nerves and is completely incapaciated from performing any duties requiring vision. He was nominated by Mr. H. Lewis Doulton. The other applicant, who was unsuccessful at the January election, was Mrs. Sarah Harrison, 48, Mildmay-road, Islington, N., aged 63 years, widow of the late A. A. Harrison, who was engaged as agent for many years by Mr. William Lowe, Longton. Applicant has three sons and one daughter ; they are not in a position to maintain their parent, and she has no means of subsistence. She was nominated by Mr. J. B. Rowley.

The Board of Management being in a position to grant two annuities, the present general meeting was called to elect two annuitants, and as there was no other applicant, the two named above were recommended for election without ballot. Mr. Ronald D. Doulton, chairman of the Board of Management, presided. There were present Messrs. Frederick Cox, F. W. Currie, J. H. Hart, A. Overton Jones, J. Lockett, J. T. Mogridge, S. Stanley, Frank E. Spiers, and W. Thomson, members of the Board ; Algernon J. Prickett, secretary, and the following, amongst other members of the Institute : Messrs. W. Carroll, G. Griffin, W. G. Harton, T. J. Inskip, H. E. Wackrill, and H. Williams.

The Chairman explained that the proceedings were merely formal. There were two annuities to be granted, and two applicants, so that there was no necessity for a ballot. It was proposed by Mr. J. H. Hart, and seconded by Mr. F. Currie, that Mr. Edward Belcher be granted an annuity of £25. It was proposed by Mr. Frederick Cox, and seconded by Mr. Frank E. Spiers, that Mrs. Sarah Harrison be granted an annuity of £15. Both propositions were put to the meeting and were carried unanimously. There was no other business, and a vote of thanks to the chairman closed the proceedings.

The Earthenware import of Basra increased last year by about £1,000. European vessels are on the increase, the lower classes preferring them to those of native manufacture The import of china and glass also increased. Most of it is from Germany.

Earthenware imports into Galveston, Texas, showed a substantial gain last year. There is always a demand for the cheaper sorts of Staffordshire ware. Last year £13,759 worth was imported, as compared with £7,975 worth in 1905, and £2,625 worth in 1904.

Glass Syphon Bottles, etched with a representation of a man's head and shoulders surrounded by a band and advertising inscription, are dutiable under the U.S. tariff at the rate of 60 per cent. ad val. as "glass bottles . . . etched . . . or otherwise ornamented, decorated," &c., according to a recent decision. This decision has been made on the ground that the etching on the syphon bottles is more elaborate than is necessary to depict an ordinary trade mark.

Pottery and Glass in Mexico.—The imports of glass, china and earthenware into Mexico are as follows :—Common glass bottles : 1896-97, total imports £21,887, United Kingdom £48, Germany £19,650 ; 1897-98, T. £39,937, U.K. £33, G. £36,245 ; 1902-03, T. £77,637, U.K. £82, G. £60,474 ; 1903-04, T. £92,973, U.K. £491, G. £71,779 ; 1904-05, T. £74,287, U.K. £92, G. £59,456 ; 1905-06, T. £109,848, U.K. £468, G. £64,745. Superior glass bottles : 1896-97, T. £2,578, U.K. nil, G. £137 ; 1897-98, T. £3,131, U.K. £112, G. £677 ; 1902-03, T. £7,516, U.K. £358, G. £1,013 ; 1903-04, T. £49,139, U.K. £676, G. £1,589 ; 1904-05, T. £8,826, U.K. £511, G. £2,444 ; 1905-06, T. £13,861, U.K., £1,070 ; G. £3,062. Glassware not otherwise specified, including table glass and fancy glass articles : 1896-97, T. £47,835, U.K. £823 ; G. £10,677 ; 1897-98, T. £30,605, U.K. £138, G. £3,191 ; 1902-03, T. £38,719, U.K. £958, G. £5,744 ; 1903-04, T. £42, 840, U.K., £865, G. £6,892 ; 1904-05, T. £61,705, U.K. £1,036, G. £7,871 ; 1905-06, T. £59,476, U.K. £890, G. £8,886. The manufacture of earthenware and china in Mexico is still primitive, and though here and there one finds factories where a superior quality is made, the general product of the factories is not sufficiently good for any but ordinary use :—1896-97, T. £51,079, U. K. £3,304, G. £22,049 ; 1897-98, T. £43,071, U. K. £3,015, G. £24,148 ; 1902-03, T. £68,615, U.K. £10,151, G. £30,202 ; 1903-04, T. £66,026, U.K. £12,925 ; G. £27,539 ; 1904-05, T. £60,758, U.K. £15,439 ; G. £36,141 ; 1905-06, T. £95,483, U.K., £15,383, G. £46,949.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Frederick's China and Glass Stores have been opened at 782, Holloway-road, N.

Atkinson's China and Glass Stores have been opened at 9, Monte Christo-parade, Green-lanes, Islington, N.

J. & R. Buck, china and glass merchants, have recently opened premises at 78, Ealing-road, South Ealing, W.

Mr. H. W. Tennant, china and glass merchant, has acquired the premises, 13, Upton-lane, Forest Gate, E.

Mr. Beaumont, china and glass merchant, has relinquished the business at 115, Woodgrange-rd., Forest Gate, E.

Doulton & Co., Royal Doulton Potteries, Burslem, announce that their works will be closed from August 3 to 13, both dates inclusive, for the annual summer holidays.

The Pottery Gazette Diary for 1908 will close for press on September 12. New trade marks and advertisement alterations should be sent to the publishers during August.

O. C. Hawkes, Ltd.—The directors have declared an interim dividend at the rate of 5 per cent. per annum on the ordinary shares for the six months ending June 30, 1907.

Mr. Chas. M. Hodge, manufacturers' agent, of Auckland, New Zealand, is on a visit to this country with a view to taking up additional agencies in New Zealand, for china, glass, and earthenware.

Bankruptcy Statistics.—Thirteen china, glass, and earthenware dealers were gazetted as bankrupt in England and Wales during the six months ending June 30, 1907. During the first half of last year only six were gazetted.

More Lady Inspectors.—Miss F. N. Lovibond and Miss A. M. Newton, former students of Bedford College for Women, have been appointed His Majesty's Inspectors of Factories, under the Factory Department of the Home Office.

L.C.C. Contracts Terminated.—The Stores Committee of the L.C.C. have terminated the contracts with H. Poths & Co., 4 to 6, Bury-court, St. Mary Axe, E.C., for water bottles and glasses, and glass bottles (item 1 of schedule 123). The reason for terminating contract is "to revise specification."

Kidd Brothers & Co., Ltd.—Registered capital, £500, in £1 shares. Objects, to take over as from April 22, 1907, the business of a glass manufacturer and merchant carried on by A. Kidd, at 66, Collyhurst-street, Oldham-road, Manchester, as Kidd Brothers. No initial public issue. Registered office, 16, Clough-street, Percival-street, Oldham-road, Manchester.

Art Competition.—A number of gold and silver medals have been awarded for works in the National Art Competition for technical schools, schools of art, and other classes all over the country, sent in to be judged at South Kensington. Mr. Christopher Ambler, of Leeds, won a gold medal to the distinctive treatment and taste of his pottery panel for the centre of a reredos.

Shop Assistants and the Compensation Act.—At the annual conference of Grocers' Associations held at Bournemouth on July 9, the opinion was expressed that the inclusion of shop assistants in the Workmen's Compensation Act was a further burden cast upon the shopkeeping community, many of whom would have difficulty in bearing it. The Socialistic tendency of the proposed legislation was deprecated.

F. & C. Osler, Ltd., of Birmingham, and Oxford-street, London, celebrated the centenary of their firm on Saturday, July 20. On that occasion Mr. Henry Osler entertained all the employees at a garden party at his residence, Burcot Grange, near Birmingham. The firm have depôts in Calcutta and Bombay, and enjoy a world-wide reputation. We shall have something more to say about this interesting centenary later on.

Miss M. Stewardson, Staffordshire House, 221 and 223 Westgate-road, Newcastle-on-Tyne, has recently issued a neat trade circular referring to "Alexandra Ware," with a coloured sheet illustrating some pieces of the ware. The sheets are printed by three-colour process, photographed direct from the object, and are very creditable productions. Miss Stewardson is sending out 5,000 of these sheets and circulars.

Railways and Owners' Risk.—The Liverpool Chamber of Commerce at the autumn meeting of the Associated Chambers, to be held in Liverpool in September, will move:—"That this association approves of the principle of the Railway (Contracts) Bill introduced into the House of Commons in the last session of Parliament, and begs his Majesty's Government to adopt the bill or give it their strong support on its re-introduction next session."

Sequel to a Pottery Fire.—At the Central Criminal Court on July 23, A. Howe, aged 17, a labourer, was indicted for setting fire to the warehouse of Doulton & Co., Ltd., at Lambeth. Mr. Lathom prosecuted; Mr. W. H. Thorne, at the request of the judge, appeared for the prisoner. The jury found that the prisoner was unfit to plead, and Mr. Justice Darling directed him to be detained until his Majesty's pleasure concerning him should be known.

Wordsley Science and Art School.—The important extension of the Wordsley Science and Art School Buildings, just completed at a cost of £1,424, was opened on the 30th July, the day we went to press with this issue. We shall give a short account of it next month. The useful labours of Mr. B. F. Mason, who for 16 years acted as Secretary to the Building Committee, have been recognised by the presentation of a richly illuminated address and a purse of twenty guineas.

The Heron Cross Pottery Company, Ltd., has been formed and has taken over the plant, stock and goodwill of the business hitherto carried on by Hines Bros. at Heron Cross, Pottery, Fenton, as general earthenware manufacturers. Grimwades, Limited, Stoke-on-Trent, are the principal persons concerned in the new enterprise, and have assumed the control of it. The London show rooms of the company are at 13, St. Andrew-street, Holborn-circus, E.C.

Tenders Accepted.—For supply of crockery for the Stores Committee of the L.C.C.: Empire Porcelain Company, Empire Works, Stoke-on-Trent, £97; E. W. Buckley, 40, Westgate, Huddersfield, £16; Grimwades, Ltd., 13, St. Andrew's-street, E.C., £289; Dunn, Bennett & Co., Royal Victoria Pottery, Burslem, £333; Cauldon, Ltd., Cauldon-place Works, Stoke-upon-Trent, £29.——For the supply of earthenware, to the Norwich City Asylum, J. T. Loose, 27, Magdalen-street.

Owens British Bottle Machine Co., Ltd.—Registered capital, £1,000, in £1 shares. Objects, to acquire certain lands, hereditaments, and premises in Manchester, and to adopt four agreements, two with Trafford Park Estates, Ltd., and two with the Manchester Ship Canal Company, and to carry on the business of manufacturers of and dealers in bottles, glass goods, and glassware of all kinds and of machinery and implements used in the manufacture thereof. Registered office, Westinghouse-road, Trafford Park, Manchester.

Glass Bottles Dearer.—At the general meeting of Apollinaris and Johannis, Ltd., held at the Holborn Restaurant on July 18, the chairman said the bottles bought and used by the company since 1897 had cost them £130,000 more than they would have done if the prices which ruled in 19 had remained unaltered. He said the directors had decided

not to remain dependent on others for their supplies of bottles, and were taking steps for the erection of a glass factory in Germany for the production at any rate of a portion of their requirements.

A Fire broke out on June 25, in the Britannia Pottery, Glasgow, belonging to Cochrane & Fleming. The contents of a pottery are not of a very inflammable character, and the flames which had broken out in the workshop and drying stores were mostly confined to the woodwork. This, to the extent of 60 ft. by 30 ft., was wholly destroyed. Considerable damage was done to the pottery moulds in the top floor, while the stock in the lower parts of the building was also damaged by water. Upwards of 400 workers are employed at the pottery, but it is not expected that any will be affected by the damage. No cause can be assigned for the outbreak, which will involve a loss of about £1,000. The premises are fully insured.

Secret Commissions and Bribery Prevention.—At a meeting of the Council of the Secret Commissions and Bribery Prevention League, held on July 2, at the London Chamber of Commerce, Sir Edward Fry was elected as first president; and the Archbishop of Canterbury, Earl Fortescue, Lord Avebury, Sir W. H. Holland, Sir W. Mather and Mr. David Howard were elected as vice-presidents. Mr. David Howard, who presided, was able to report that the League had made considerable progress, and was obtaining an increasingly influential membership. Mr. R. M. Leonard having been recently appointed secretary, the offices of the League have been removed now to 3, Oxford-court, Cannon-street, London, E.C.

Glass Globes in Churchyards.—At Carlisle Consistory Court a few days ago, the vicar of Holme Low, near Silloth, applied to have a new table of fees fixed for the parish. The table included a fee of a shilling to the sexton for every glass globe placed upon a grave in the churchyard. Chancellor Prescott, referring to this fee, said it had been a matter of considerable annoyance to those who had the care of churchyards that glass globes and things of that sort had been introduced without permission. The placing of flowers or plants near graves was beautiful in idea, and conveyed some meaning, but the placing on graves of glass globes containing sham flowers was not only hideous in itself, but absolutely destroyed the sentiment which was conveyed by the planting of flowers. He for one would do all he could to discourage the introduction of glass globes into churchyards.

The Ventilation of Factories.—The second report of the Departmental Committee appointed to inquire into the ventilation of factories and workshops deals with the application of fans to factory ventilation, more particularly in connection with the removal of dust, fumes, steam, and other impurities associated with manufacturing processes. The report has been prepared with a view to furnish general guidance as to the application of fans to the ventilation of workshops and factories, and is intended for the information of manufacturers and managers who are not familiar with the principles involved. There is an appendix containing detailed illustrations and descriptions, with the results of experiments carried out for the committee. The "Special Rules" issued by the Home Office in connection with pottery manufacture, however, must be followed in addition to these general suggestions by manufacturers in our trades.

Wood, Mitchell & Co., Ltd., colour printers and lithographers, Hanley, had a very attractive stand at the Business Exhibition held last month at Olympia, London. They showed many beautiful examples of coloured pottery, pattern sheets, and sheets illustrating glass ware, tiles, and sanitary ware. The company are experts in this special line, and also in illuminated addresses. Mr. James A. Wood, the managing director, was in attendance at the stand, and he showed some neat and inexpensive booklets and cards for retail dealers' advertising. These are printed in colours and gold, with a beautifully executed illustration of a cup and saucer in enamelled colours and gilt. There is ample room for the dealer's name and address, and particulars of his special lines. Retailers who want high class trade cards, circulars, or booklets should write Wood, Mitchell & Co., Ltd., for particulars. Colour-printing is useful in any business, hence the company's presence at the Business Exhibition.

Second-Hand Bottles.—A deputation from the National Glass Bottle Workers' Trade Union waited on the President of the Local Government Board on July 24, respecting the danger to public health from the use of second-hand bottles. Mr. Milnes, of Rotherham (secretary), Mr. Brefitt, and Mr. Greenwood, of Castleford, said that old bottles were largely collected from ashpits or other places of refuse and sold for use after being only imperfectly washed with hot water. It was stated that many of these collected bottles came from houses and hospitals where sickness and disease existed, thus increasing the risk of infection. The deputation urged that some system of sterilisation should be enforced in the case of such bottles before they were again allowed to be sold and used. Mr. Burns expressed his sympathy with the object of the deputation, and promised carefully to consider the matter with a view to carrying out if possible in some form the practical suggestion placed before him.

Trade Festivities.—On July 6, the employees of J. H. Wetherby & Sons, Falcon Pottery, Hanley, took their annual excursion. The party numbering about 140. went by brakes to "Loggerheads," Ashley. The weather was not exactly summer weather, but the company thoroughly enjoyed themselves, and passed a vote of thanks to the firm for entertaining them.——On July 13, the employees of J. Fleming & Co., glass manufacturers, Amblecote, had a pleasant excursion to Worcester, and thence by steamer to Holt fleet. At the supper in the evening the health of the firm was proposed among other toasts and was cordially received.——On July 13, the coming of age of Mr. Bernard V. Tams, son of Mr. John Tams, of the Crown Pottery, Longton, was celebrated by an excursion of the employees to Tutbury. A visit was paid to the glass works, and a very enjoyable day was spent. In the course of the evening, the health of Mr. Bernard Tams was proposed, and he was presented with an illuminated address and a suit case as a memento of the occasion.

Mines and Quarries Statistics.—The general report and statistics relating to mines and quarries for 1906 consists of four parts, issued separately. The first part is devoted to district statistics of the persons employed, the output, and the accidents at mines and quarries, arranged according to the inspection districts. From these it appears that the total output of coal in 1906 was 251,067,628 tons, as compared with 236,128,936 tons in 1905. The output of fireclay was 2,971,173 tons in 1906, as against 2,847,122 tons in 1905. The total output of china clay for 1906 was 656,017 tons, as compared with 629,160 tons in 1905. The output of china stone for 1906 was 57,174 tons in 1906, and 52,171 tons in 1905. It will be been that in 1906 we increased the output of coal by 14,938,692 tons, our output of china clay by 26,857 tons, and of china stone by 5,003 tons over that of 1905. When it is remembered that these important raw materials cannot be replaced, it behoves us to see that the nation derives the principal advantage from the depletion of these valuable national assets.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office under the Factory and Workshops Act in June was 48, as compared with 40 cases in May, and 49 in April. There were 17 cases reported in connection with house painting and plumbing in

June, as compared with 10 cases in May, and the same number in April. There were 10 reported cases in the china and earthenware trades in June, compared with 6 cases in May, and 10 cases in April. There were 4 deaths from lead poisoning in factories and workshops in June, one of which was in the pottery trades. There was no death from this cause from our trades in May. The total number of cases reported under the Act for the six months ending June 30 was 219, as compared with 307 for the same period last year. The number of cases reported from the china and earthenware trades for the first half of this year was 38, compared with 54 cases in the same six months last year. The number of deaths from lead in our trades for the first six months of this year was 6, as compared with 2 deaths in the same period last year.

China Clay in Ireland.—It is hardly correct to say that china clay has just been "discovered" in Ireland, because some years ago it was established that clay very similar in its constituents to that found in Cornwall existed in some parts of Ulster. The interesting statement, however, is now made that some capitalists have been found who are prepared to invest money in working it. An enormous deposit of china clay was found many years ago at Browndod Mountain, near Doagh, co. Antrim, and it is to work this deposit that a syndicate has recently been formed. Some photographers working for the Great Western Railway noticed the similarity between some water they met with and that associated with Cornish clay. Samples were analysed by experts, and the syndicate acquired the land containing the deposit. Pits have been sunk, and the tests made prove to be satisfactory in every particular. The syndicate, however, are confronted with the fact that the location is four miles from a railway, and they are now negotiating with the Midland Company to grant them railway facilities. It will be a happy thing for Ulster if the present expectations are fulfilled and an extensive industry developed.



Mr. J. T. Dudson, J.P.

Mr. J. T. Dudson, of Ivy House, Alsager, has just been appointed a Justice of the Peace for the county of Cheshire. Mr. Dudson's sons carry on, as hitherto, the pottery manufacturing business in Hanley, from which he retired recently. We congratulate Mr. Dudson on his appointment, and the members of the bench on having acquired such a capable colleague.

Workmen's Compensation Act and Examinations of Workmen.—The Home Secretary has issued the following regulations as to examinations of a workman by a medical practitioner provided and paid by the employer under the provisions of the first Schedule to the Workmen's Compensation Act, 1906:—(1) Where a workman has given notice of an accident or is in receipt of weekly payments under the Act, he shall not be required to submit himself, against his will, for examination by a medical practitioner provided by the employer except at reasonable hours. (2) A workman in receipt of weekly payments shall not b required, after a period of one month has elapsed from th date on which the first payment of compensation was made or if the first payment is made in obedience to the award c a committee or arbitrator, from the date of the award, t submit himself, against his will, for examination by a medica practitioner provided by the employer except at the follow ing intervals:—Once a week during the second, and onc a month during the third, fourth, fifth, and sixth months after the date of the first payment or the award, as the cas may be, and thereafter once in every two months. Pro vided that where after the second month an application ha been made to the County (in Scotland, the sheriff) Court o to a committee for a review of the weekly payment, th workman may be required, pending and for the purpose of the settlement of the application, to submit himsel to one additional examination.

The Fragile Club.—The annual river excursion of th club took place on Saturday, July 13, when a number o the members and their friends had a very enjoyable trip o the Upper Thames. They journeyed by rail to Taplow and were driven by road to the world-famous Boulter's Lock A steam launch conveyed them through some of the mos interesting river scenery in the world, very nearly to Henley and brought them back to Taplow in the evening. Ligh refreshments were provided during the morning, a sub stantial lunch, admirably served, was partaken of in th early afternoon, and in the evening the caterers surpasse their previous efforts with an excellent tea. These friendl gatherings, though they are but annual, serve a very usefu purpose. It has been said that "There is no jealousy i Art." It would appear that there is none in trade either at any rate not in the pottery and glass trades. There wa no trade jealousy to be seen on July 13. The day was perfect holiday, and, with one exception, we did not hear single reference to pottery or glass. The exception was a excusable expression of satisfaction on the part of a wel known member of the trade when a waiter dropped—and, c course, smashed—a couple of plates. The Fragile Club river excursions are interesting and enjoyable from ever point of view. The members of the club meet occasionall during the winter for friendly intercourse. The club has n connection with the Benevolent Institution, only it happen that some members of the club are on the Board c Management of the Institution. It may also be men tioned that the club has at various times contributed £6 to the funds of the Institution. The offices of the club ar at 6, Thavies-inn, Holborn, E.C.

The Home Office and Lead Poisoning.—In the course c a discussion on the work of the Home Office in the Hous of Commons on July 18, Sir Charles Dilke dealt at lengt with the question of lead poisoning, contending that th pottery industry should be placed under more stringen Home Office regulations as regarded the use of lead. H regretted to find that after a satisfactory decrease there ha now been a rather startling increase in the number c poisoning cases, especially in the subsidiary white lea processes, there having been seventy-one more cases la year than in the preceding twelve months. Unfortunatel the mischief did not end there. It was responsible fo abnormally high infantile mortality, owing to the extensiv employment of married women at pottery works in Sta fordshire. It had been stated that with the absence c lead in manufacture the whole character of earthenwa would be destroyed, but to that assertion he could giv the most unqualified denial. In leadless articles, the mo beautiful colouring and finest glazing could be obtaine but there was considerable difficulty in procuring then as manufacturers unfortunately had a prejudice again abandoning their old methods. Mr. H. Samuel (Und Secretary, Home Office), said, as to lead poisoning, he r

gretted that the figures showed an upward tendency, Last year there were 632 cases, or 40 more than was reported in the previous year. In 1899 the number of cases was 1,258, and the average number had been reduced by 50 per cent. in recent years. There had been a more perfect system of notification of cases of lead poisoning in recent years than formerly. Of the 40 additional cases this year, 29 occurred in the coach-building industry, which had shown greater activity, owing to the motor-car trade. He agreed that the House ought not to be satisfied until industrial disease as such had disappeared altogether. The Home Office was led to the conclusion that no chronic industrial disease followed the working of naphtha ; and he regretted that it had not been found possible to schedule as an industrial disease what was familiarly known as potter's rot. Fresh regulations, however, affecting many trades were in course of preparation. Those relating to the china and earthenware and to the fruit preserving industries were being very closely overhauled with a view to greater stringency being exercised. A Bill providing for the registration of firms and persons carrying on business under trade names has been presented to the House of Lords by Lord Brassey.

Recent Company Liens Registered.—City Glass Bottle Co., Ltd. (London, E.).—Lien registered for £3,000 6 per cent. first mortgage debentures ; no trustees ; secured on the goods, book debts, assets, and effects.——Trerice China Clay Co., Ltd.—Issue of a 5 per cent. £1,100 debenture, part of series created to secure £2,200, charged on the company's undertaking and property, present and future, including uncalled capital. No trustees. No previous issue of same series registered.——Burslem and Tunstall Fireclay Co., Ltd. —Issue of £250 10 per cent. second debentures, part of series created to secure £1,500, charged on the company's undertaking and property, present and future, including uncalled capital (if any), subject to a mortgage securing £7,000, and a debenture securing £3,700. No trustees. No previous issue of same series.——Bright's Stores, Ltd., Bournemouth.—Trust deed registered for securing an issue of £35,000 5 per cent. debentures ; trustees, A. Peach and C. J. Haydon ; secured by a specific charge on certain leasehold land, premises, and hereditaments situated in Bournemouth, together with the undertaking, and the whole of the other assets, including the uncalled portions of the nominal capital of £70,000.——Cauldon (Brown, Westhead, Moore & Co.), Ltd., porcelain manufacturers, Stoke-on-Trent. Re-issue of £2,800 five per cent. debentures, part of series created August 1, 1905, to secure £40,000, charged on the copyhold canal, wharf, offices and factory at Cauldon-place, Stoke-on-Trent, the land forming the site thereof (subject to a mortgage), certain copyhold land at Skelton, Newcastle-under-Lyme, and the company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £30,000.——F. & C. Osler, Ltd., Birmingham. Trust deed registered for securing a series of £50,000 debentures, and lien registered for £30,000 first mortgage debentures, part of the above £50,000 ; charged on various freehold and leasehold lands, hereditaments, and buildings situated in Birmingham, together with the business of manufacturers of and dealers in glass, china, earthenware, &c. ; also by a floating charge on the other assets, including the uncalled portion of the nominal capital of £205,000.——Aire and Calder Glass Bottle Works (E. Breffit & Co.), Ltd., London, E.C. —Trust deed and particulars registered relating to a series of £25,000 first mortgage debentures ; charged on various freehold properties and works situated at Castleford, Yorkshire, and on the whole of the other assets, present and future, including the uncalled capital and the goodwill of the business.——City Glass Bottle Co., Ltd.—A memorandum of satisfaction in full of a trust deed and debentures, securing £6,000, has been filed. Particulars of £3,000 6 per cent. first mortgage debentures, created July 1, 1907, charged on the company's undertaking and property, present and future, including uncalled capital, have also been filed.

Irish Pottery.—In an account of the Irish International Exhibition at Dublin, the "Freeman's Journal" says :—"There is a case devoted to ceramics. One portion of it is allotted to a few specimens of Irish porcelain to represent the current Irish production, and on shelves round it are grouped various examples of soft pottery, including faïence, Staffordshire ware, the grey pottery of the old cinerary urns, and common glazed pottery, all labelled, 'Pottery that may be made in Ireland,' and the visitor is told that specimens are made from Irish clays which have been tested. That, as the reader knows, is a very old story. The startling, up-to-date feature in it is that the promoters of this Irish industries Section seem to be unaware that the potteries which they declare 'may be made in Ireland' are actually made in the country at the presen, time. In different districts, from Youghal to Antrimt all this variety of wares—the black, the red, and the orange ; the plain, the glazed, and the enamelled ; the hard and the soft—are made by Irish workers. The question, then, is not 'what may be made in Ireland,' but why what is made is not developed. Commercially successful within their limitations, the industries still remain small industries. What has prevented their growth ? Why have so many potteries failed in the past ? Ever since railways were made the manufacturers complained of the railway charges, and a number of the Coalisland works were closed, the owners stated, in consequence solely of the railway charges. The railway rates are a most important factor, but do they explain everything ? The Home Industries Stand contains many examples of majolica ware 'that may be made in Ireland.' A beautiful faïence was made in Dublin within the last twenty years, by Mr. Vodrey. It was not alone beautiful, it was original. Mr. Vodrey, who had been connected with Coalisland, had a wide acquaintance with Irish clays and their properties from actual experiment, and he introduced wares of several colours, rich and lustrous, and, finally, produced a raised ornament. But the most remarkable and original work of his was the mottled pottery. The glaze was of different colours, and when fused the colours ran, producing a clouded and streaked appearance, resembling the 'smoke ! or curl of old Cuban mahogany. This Vodrian pottery, as it was called from its inventor, had a considerable vogue on the Continent, and visitors to France will often come upon specimens preserved there in the drawing rooms. It is possible that this variegated pottery, which was so sought after abroad, did not find its way to the Viceregal residence in Ireland, or to the houses of the titled or wealthy classes in this country, that no one of them could lend a specimen, or tell the Committee of its characteristic qualities, so that a piece of this beautiful Irish product might raise its head amongst the foreign-made goods 'that may be made in Ireland.' Some of the Irish amateur work is of a primitive kind. The intention, of course, is to show them as tests of Irish clays, not as examples of what the clays should be made into."

Advance in Prices.—The Jet and Rockingham Branch of the Staffordshire Potteries Manufacturers' Association announces on July 29 an advance from that date of 6d. per pottery dozen on all plain Rockingham, and of 1s. per pottery dozen on plain Samian, mottled, and plain jet teapots, all sizes. This has been rendered necessary by the increases in the price of coal, lead, and nearly all potters' materials, the advance in operatives' wages, and the increased liability placed on manufacturers by the Workmen's Compensation Act, 1906.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

THE holidays are with us again, and are gladly welcomed. The wretched weather, the busy season, the hard "grind" from day to day in the midst of a great industrial district have had an especially wearing effect. And on Saturday next master potters in their scores, and working potters in their thousands, will be off in all directions for a week or a fortnight at the seaside, and if anybody for the next few days wants to see the people who make our earthenware and china he must look for them, not in the Potteries, but at Blackpool, the bustling Isle of Man, or North Wales. The holidays are especially opportune this year, because, quite apart from business claims, July has been an exceptionally busy month in the Potteries. The sudden and tragic death in the House of Commons of Sir Alfred Billson, the member of Parliament for North-West Staffordshire, plunged the district, without the slightest warning into the turmoil of a Parliamentary election, which, at the moment of writing, is in full swing, though by the time these lines are in print it will be over and done with. Then, too, striking progress has been made with the movement for combining the whole of the Pottery towns into one big city, and a couple of epoch-making conferences held at Stoke under the ægis of the Local Government Board, have carried this knotty problem of "federation" to a point which verges upon its solution. Both in the election and the federation conferences pottery manufacturers have been to the fore. The operatives, also, have been active, more especially in the cause of federation, in which matter they have joined hands with their employers in a most gratifying manner. It says much for the foresight of the working potters that they have realised how much the future of the Potteries depends upon the successful carrying through of the federation scheme.

Notwithstanding the Board of Trade returns, trade is scarcely so brisk as it has been, for, though the export trade is lively, the home market continues to be rather dull. Still, we must not grumble when we reflect how much better things are now than they were three or four years ago. There seems every reason to believe that employment will be fairly good now up till the end of the year. The china trade is still in a somewhat depressed condition, but the last third of the year is usually the best, and sanguine expectations are entertained that there will be an improvement in due course. The export trade continues to gain in strength, as is shown by the fact that during June we sent abroad ware to the value of £207,326, compared with £182,836 in June of last year, and £151,949 in June of 1905. During the month we dispatched goods to the United States to the value of £51,357, compared with £46,794 in June last year, and £34,444 in the corresponding period of 1905. Already our exports this year have increased over £160,000 as compared with the first half of last year, and are considerably over a quarter of a million in excess of what they were two years ago. It is gratifying to notice that the value of the ware exported to the United States during the six months was £306,020, against £270,118 and £257,273 in the two preceding years respectively. The principal other increases have been done with Canada, Brazil, the Argentine, the British East Indies, and Australia and New Zealand. The South African trade still languishes, and there has been a decrease to that market, and the Continent—Germany and France—increase their business with us but very little.

It is reported by those connected with the colliery industry that manufacturers are likely to be faced this autumn with a further advance in the price of coal. Should this prove to be the case prices will be almost as high as they were in 1900. The rising prices are contributed to by the increased export demand, the activity of the iron and steel and other industries, and the increases which have been given to the miners in wages. If the anticipated increase does take effect, manufacturers of both china and earthenware will be placed under the necessity of enforcing the advances in the price of their wares, which came into operation last year, more rigorously than they have been doing during the last few months.

The Parliamentary bye-election in North-West Staffordshire, to which allusion has already been made, is exciting the liveliest interest throughout the Potteries. The constituency is an extensive one, which joins up to the pottery towns, and the electorate includes the freeholders in Hanley, Burslem, Stoke, Longton, Fenton, and Tunstall. The contest has narrowly escaped being a fight between two representatives of the potting industry. Mr. T. W. Twyford, J.P., D.L., the head of the well-known firm of sanitary potters in Hanley, was selected as the Unionist candidate some months ago, but the sudden death of Sir Alfred Billson found the Liberals quite unprepared with a nominee. At first it was hoped that Mr. Edmund Leigh, of the firm of Burgess & Leigh, Burslem, would have stood, but Mr. Leigh is in very indifferent health, I regret to say, and Mrs. Leigh is also an invalid. He was, therefore, quite unable to consider the matter. Mr. Percy Shelley, of Wileman & Co., Fenton, and Mr. Leonard Grimwade, of Grimwades, Ltd., Stoke and Winton Potteries, were also mentioned. Either of them would have made an excellent candidate; both are splendid business men, with broad sympathies, keen intellects, and progressive ideals. But their businesses could ill spare them, and in the end a representative of the miners was adopted in the person of Mr. Albert Stanley. The Tariff Reformers have been delighted with the stand which Mr. Twyford has made upon the fiscal question. Prominence has been given to the fact that not long ago he found it necessary to erect a pottery near Dusseldorf, in Germany, so as to get behind the German tariffs. Some speakers have argued that his Germany business has had the effect of taking away trade from Great Britain. Mr. Twyford, however, contended that this was not the case. The trade he supplies from his German factory is, he says, a trade which he could never supply with English-made goods on account of the high tariff which would be imposed upon them, and, in point of fact, nearly 70 per cent. of the workmen at his Dusseldorf factory are either Englishmen or Scotsmen, to whom he is paying 25 per cent. higher wages than they were receiving in this country. Mr. Twyford has naturally attempted to make political capital out of the condition of the potting trade under our present fiscal system. While admitting that our exports of pottery are, at the present time, booming, he points out that we have made little progress during the last twenty-five years, while other countries have been expanding their exports of pottery considerably. "The German export pottery trade," Mr. Twyford said in one of his speeches, "increased from £3,000,000 to £5,000,000 during the past eight years, an increase of 71 per cent.; the Austrian export pottery trade increased from £668,000 to £1,248,000 in ten years, an increase of 87 per cent.; and the French exports increased from £1,000,000 to £1,500,000 in ten years, an increase of 50 per cent. On the other hand, British exports to the United States declined by 40 per cent. during the last fifteen years. The pottery trade in this country is no doubt better now than it has been for some time past, but the reason is that the English potters still maintain a superior skill, and so long as that remains we shall be able to produce a class of pottery for which there will continue to be a demand. But as soon as the Americans can make this ware for themselves we may depend upon it that our sales of pottery to the United States will be very materially reduced, and I am convinced that unless some steps are taken to prevent it we shall soon degenerate into a second or a third-rate country."

Such views, of course, have met with a great deal of opposition, but Mr. Twyford has stuck to his guns, and one point which he has forced home strongly has been the loss of his own American trade through existing tariffs. Twenty-five or thirty years ago, he says, 50 or 60 per cent. of his entire business was done with America. Now, owing to the 60 per cent. tariff, the whole of his business there had vanished, and whereas he used to send many thousands of pounds worth of goods there every year he now sends not a single sovereign's worth. One statement he made which deserves very serious consideration is the manner in which American and Canadian manufacturers have joined in partnership so as to get American goods into the Canadian market at low prices, and thus deprive English manufacturers of the benefit of the preference which Canada now extends to us. In illustration of the effect of "dumping," Mr. Twyford was able to give a personal experience. He needed a large quantity of metal shedding for his German works, and, writing from England, asked for a quotation from a German firm, £800 being the figure named. When he gave instructions for the shedding to be delivered to his German works the manufacturers said that when they quoted £800 they were under the impression that it was needed for shipment to England, and that they could not supply it in Germany for less than £1,000. Needless to say, the two-edged nature of this argument has been recognised by the Free Traders, who declare that this transaction would mean a present of £200 from Germany to England. Other statements put forward by Mr. Twyford have been that if we made ourselves the foreign pottery now imported to Great Britain, and our export pottery trade had increased in proportion with that of other countries, £7,000 per week extra would have been paid in wages to English pottters, and nearly half a million tons more coal would have been needed every year to manufacture the goods, so that colliers would also have benefited.

On July 10, at All Saints Church, Ennismore-gardens, London, Miss H. F. Copeland, daughter of Mr. R. P. Copeland, of Kibblestone Hall, Staffs, and sister of Lady Swettenham, wife of Sir Alexander Swettenham, was married to Mr. Maurice Malcolm, son of Colonel Malcolm, of Poltallock. The couple first met in Jamaica, where Miss Copeland was assisting her sister in relieving the sufferers by the fearful earthquake there. The Rev. W. R. Inge, D.D., officiated, and Lady Swettenham assisted in the reception of the three hundred

guests after the ceremony in the Hyde Park Hotel, having come home specially from Jamaica to be present at the wedding of her only sister.—On July 17 Miss Constance Ford, the youngest daughter of the Rev. C. Primrose Ford, rector of Stone, was married to Mr. Cuthbert Bailey, son of Mr. T. C. Bailey, of New Park, Trentham. The ceremony was performed at St. Michael's Church. As might have been anticipated, the church was crowded, the bride being exceedingly popular. The ceremony was performed by the rector, assisted by the Rev. R. C. Bailey (brother of the bridegroom), and the Rev. E. C. Loundes, vicar of St. Oswald's, Chester. The manager and staff of Doulton's Nile-street Works, Burslem, had previously presented Mr. Cuthbert Bailey with a handsome pair of silver candelabra and silver entrée dish. Congratulatory addresses were made by various managers and foremen, to which Mr. Cuthbert Bailey responded. Mr. T. E. Hampton, of E. Hampton & Sons, Eastwood and Mousecroft Firebrick and Marl Works, Hanley, was married on July 10, at Stoke Church, to Miss Emily Hancock, daughter of Mr. J. Hancock, of Stoke. The bridegroom, who is a nephew of the Mayor of Hanley, received a pleasing souvenir of the occasion from the officials and employees of his firm, in the shape of a valuable silver coffee service and tray. The wedding ceremony was performed by the Rev. E. Hartill, and after the wedding reception at the residence of the bride's father, Mr. and Mrs. Hampton left for Devonshire, where the honeymoon was spent.

The federation of the Potteries has been discussed for seventy years, but it has never been so near completion as it is at the present moment. The intervention of the President of the Local Government Board last month, gave a complete turn to the position, and those who had the privilege of attending the Conference which Mr. John Burns addressed at Stoke early in July were delighted with his masterly speech. The conference agreed upon several vital steps, and since then another conference has been held, under the presidency of Major Norton, one of the Local Government Board's engineering inspectors, at which the basis of the scheme for federating the district was discussed. Another conference is to be convened after the Town Councils have had an opportunity of ratifying what has been done, and a committee has been appointed to work out a scheme. The general opinion seems to be in favour of each town remaining a separate rating area, for say, ten years. This would enable the various boroughs to work off much of their present indebtedness, and towns with industrial undertakings such as gas and electricity works, would retain the benefit of the profits from those works during the differential period. Meanwhile the Federated Council would take over the management of education, roads, sanitation, &c., the expenses of which would be borne by the common purse. In this way unity would be gradually secured without wounding the amour propre of any of the towns concerned. It is now admitted on all sides that the trade of the Potteries would be greatly benefited by amalgamation on these lines.

An accident which occurred on Sunday, July 21, on the North Staffordshire Canal, near Northwich, Cheshire, has caused a good deal of inconvenience to local trade. Owing to a subsidence due to salt mining the canal suddenly burst its banks and for a space of half a mile was drained dry. Enormous quantities of china clay are conveyed to the Potteries from Runcorn, by means of this canal, which, at Anderton, connects with the River Weaver, for Liverpool and Manchester. A great deal of pottery is also conveyed by this route to the ports for shipment abroad. Some hundreds of men are working night and day repairing the damage, but some weeks must elapse before communication is restored. The route is, however, being worked satisfactorily by transhipment from Marston on to the river Weaver, and vice versa; and in this way the inconvenience has been reduced to a minimum. The Shropshire Union route is maintained as usual.

So far the weather has not conduced to very pleasant summer staff outings, but for one solid week during July we were favoured with sunshine, and the employees of numerous potteries seized the opportunity to hold their annual picnics. One of the largest parties was that formed by the staff of Johnson Bros. (Hanley), Ltd., who, on the invitation of Mr. R. L. Johnson, journeyed to Butterton Hall, his residence. The weather broke for a time, and caused the company to resort to a large shelter marquee which had been erected in case of emergency, but afterwards it became finer, and a very enjoyable afternoon was spent. Tea was served on the terrace, and, later on, a lengthy programme of sports and outdoor games was negotiated; while football, cricket, bowls, quoits, croquet and boating were indulged in. Dinner was served in the large entrance hall at eight o'clock, and was followed by an enjoyable musical entertainment, interspersed with a few speeches. The health of the "Host and Hostess" was honoured with enthusiasm, and Mr. H. J. Johnson, J.P., in response to the toast of the firm urged upon the managers the necessity of looking after the health and interests of the workpeople, and of doing all they could, either by suggestion or action, to ameliorate the general conditions of factory life, and to reduce the liability of injury or danger. The health of Mr. and Mrs. E. J. Johnson, whose wedding had taken place since the last picnic, was also honoured, while the toast of "The Visitors" was replied to by Mr. A. P. Llewellyn (secretary of the Joint Committee of Manufacturers'), Mr. S. W. Wheatley, Mr. A. Colley and Mr. A. W. Naylor. On July 6 Mr. R. L. Johnson also entertained the employees of H. & R. Johnson (Cobridge Works) at Butterton Hall, when a very happy time was spent.

Mr. Cecil Wedgwood (Josiah Wedgwood & Sons, Ltd.), was last week re-elected President of the North Staffordshire Chamber of Commerce, for the ensuing year. Mr. Wedgwood's first year of office brought renewed life and activity to the Chamber, and his reappointment is most popular.—Mr. Thomas Taylor, J.P. (Taylor and Tunnicliff, Hanley), has defrayed the expense of taking a couple of hundred poor children of the town for a day's picnic in the country. Mr. Taylor has entertained the children in this way for many years in succession.—After eighteen years' uninterrupted service as head warehouseman, with Geo. Jones & Sons, Stoke, Mr. T. Walley has just terminated his employment with that firm. On leaving he was presented with a purse of gold in token of the respect in which he is held by his friends at the works.—Ald. H. M. Williamson, J.P., the veteran china manufacturer, of Longton, is lying seriously ill at his residence, Belgrave-road, Longton. His condition, at the time of writing, gives cause for grave anxiety.

The news of the collapse of the warehouse of W. J. Reid & Co., of London, Ontario, reported by Lord Strathcona a few days ago, caused some little anxiety here. Messrs. Reid do considerable business with the Staffordshire Potteries, and employ a number of potteries men. Seven persons were killed and many injured by the disaster, but none of the victims appear to belong to the Potteries. Mr. John Taylor, of Stoke, the Potteries representative of Messrs. Reid & Co., has received telegrams from the firm which indicate that enormous loss has been sustained in consequence of the accident, and many expressions of sympathy with the firm have been forwarded him by the leading manufacturers of the district. F. Dennis & Co.'s china factory at Sheridan Works, King-street, Longton, was the scene of a destructive fire a few weeks ago. The outbreak occurred in the neighbourhood of some of the ovens, and when the fire brigade arrived, one wing of the factory was enveloped in fire, the premises involved being the packing house, gilding slop, "white" warehouse, and a portion of the clay shop. The main portion of the factory was saved by the strenuous efforts of the firemen, but the wing where the fire had its seat was entirely gutted, and it was only after seven hours hard work that the firemen were able to suspend operations. The building and stock suffered damage to the estimated amount of £2,000, which was covered by insurance.

An inquest was held at Longton recently, on the body of a dipper's labourer named James Whateley, who had worked for about five months at the china manufactory of Stubbs Bros., and John Chew, Ltd., Edensor-road, Longton. The man's death was at first suspected to be due to lead poisoning, and what made the case of special import, was that the age of the deceased was only twenty-two, while he had only been employed in the potting trade for a comparatively short time. The manufacturers contend that, under the existing special rules, and the periodical medical examination which those rules entail, it is virtually impossible for young people to contract plumbism to a serious degree. Fatal cases of lead poisoning, past experience tends to show, only arise in instances where the deceased have worked "in the lead" for a considerable period of years, and began their employment before the special rules for their protection were instituted. Consequently it was disconcerting to hear of an alleged fatal case of plumbism in which the deceased was a young man who had only just attained to manhood. The coroner's inquiry, however, established beyond all doubt that the cause of death had nothing to do with plumbism. The testimony of two such experts as Dr. Arlidge and Dr. Lefevre, showed that all the organs of the body were healthy, with the exception of the heart, and death was due to heart disease. Dr. Arlidge, the certifying surgeon under whose inspection deceased had come, testified that he had never had occasion to suspend him from work at all, and he had always been registered as "good," so far as the evidences of lead effects were concerned. The verdict was, of course, "natural causes," but it is just as well that the inquiry did take place, so as to remove all suspicion in a case which had caused some anxiety. — Before his honour Judge Mulholland, K.C., at the Tunstall County Court, last month, Mr. Edwin Arthur Jones, glaze mixer, Longport, claimed £50 damages for alleged wrongful dismissal from Lea & Boulton, Tunstall. Plaintiff's case was that, having passed all examinations in chemistry and pottery, the latter with honours, in November, 1903, he entered the service of Lea & Boulton. Two months later, he received an offer of more advantageous employment from another firm, but his employers prevailed upon him to remain with them, and entered into an agreement to employ him for a period of years, the agree-

ment providing that misconduct was to be the only ground for determining the employment. On Saturday, February 23, of the present year, plaintiff said he was summarily dismissed, complaint being made respecting his glazes. Since April, Mr. Jones had been employed by Alfred Meakin, Ltd., of Tunstall, and Mr. Winkle, manager to the firm, gave evidence that plaintiff was a competent mixer of glazes, who, up to now, had given them every satisfaction. The defence was that plaintiff had come to his work late, had neglected to keep a record of certain recipes, as required, had failed to see that the dippers' boards were washed, and had otherwise been guilty of neglect which entitled defendants to dismiss him, in accordance with the agreement.—His Honour found for plaintiff, whom he awarded £19 3s. 6d. and costs.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

IT was not until just upon the middle of July that we in this part of the country got our first touch of really fine summer weather. The best shopping conditions then supervened, but it was all too late to do much appreciable good to the city saloons and retail warehouses of our long-suffering trades. The sudden advent of the fine weather had for its main effect the hastening of the departure of families for the summer resorts, a departure in many cases greatly belated this season, owing to the long continuance of meteorological conditions which could only be described as "wintry," though the winter of the calendar had been passed many months ago. Still, according to reports gathered from the retailers of the cities and the larger towns, the fine weather was beneficially felt to a certain degree, and the turn-over of the last half of July will certainly rank as a distinct advance on that of the same period of last year. A good many free-handed Americans on tour have been passing through Scotland, and these have made, and are still making, their presence felt in our trades, as occasional purchasers of the higher and more artistic wares. It is always the case, however, that the city retailers find July and August two of the quietest months of the year, and, accordingly, no great things had been looked for. So far the outcome is rather better than had been expected. The retailers of the coast, and other summer resorts, who up to the middle of July were more and more despairing have been encouraged a little again, after a fortnight of ideal holiday weather, and the influx of crowds of belated seekers after health. Already, according to accounts, this has had a marked effect on the stock of china, glass, and similar wares, laid in some two months ago, and more or less "dead stock" during all that period of waiting. The change at the middle of the month is a reprieve of a kind, and saves the situation to some degree, but too much time had been spent in waiting, and the merchants cannot, and do not, look for repeat orders from the summer resorts this season. Apart from the business doing, or not doing, at these holiday centres, the reports as to the ordinary demand for china, glass, and stoneware goods over the country, are not at all rosy. The harvest will be late, and is likely to be under the average in quantity and quality. Our trade is always sensitive to harvest influences in a certain degree. The fishing industries around the coast form another factor of importance, and its action may turn out more favourable though there is no certainty. As to strikes, there are contingencies which our dealers have good reason to regard with no little concern. There is much unrest amongst the miners all over the country, and some stoppage of work too; the bleachers of Dundee to the number of a good many hundreds are on strike, but happily, so far, this about exhausts the list of these undesirable eventualities. Except in the building trade, employment is fairly plentiful, and wages are good. Both production and business have been, and are, a good deal retarded owing to the present being about the centre of the holiday season. Over Glasgow and environs, the potteries and glass works have all been closed for the annual "Fair," the closure varying from a week to three weeks; and over and above that, many of the chiefs of the industries are on holiday more or less extended, this an item of influence which always retards the current of business a little. It is an item, also, which will be in evidence all over August but with September, no doubt, there will be the usual return to normal conditions in our industries.

The Gazette.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

DAY S. & Co. (Sarah Day and Amon Kellett), 1, Broadway, Brighton-road, Worthing, china, glass, and hardware sellers March 25. Debts by S. Day, who continues. (June 25.)

STORRIE J. & W., 16, West Blackhall-street, Greenock, glass and china merchants. July 1, by retiral of John Storrie. Debts by Wm. Storrie, who continues. (July 12.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

VICTORIA AND ALBERT BRICK TILE AND EARTHENWARE COMPANY, LTD. Winding-up order, June 18.

Notice of Intended Dividend.

CLITHEROE JAS., 36, Lytham-street, Blackpool, glass dealer Claims to Jno. Potter, 25, Birley-street, Blackpool.

Notice of Dividend.

CARTER WM. A., 85, St. Thomas'-road, Derby, glass dealer First and final, of 10½d., at O.R.'s, Derby, June 24.

Trust Deed Granted.

MACPHAIL or M'LAGGAN MRS. AGNES HARDIE, wife of John M'Laggan, and said J. M'Laggan, both trading as china merchants 115, High-street, Irvine. Claims to W. B. Galbraith, 87, St Vincent-street, Glasgow.

Arrangement under Sequestration.

BUTCHER FRANK, 6 and 10, Earl Grey-street, Edinburgh, glass and china merchant. A Deed of Arrangement has been lodged with the Sheriff Clerk, Edinburgh, for the approval of the Sheriff who has appointed all parties having interest to appear within ten days from July 2, to show cause why said Deed of Arrangement should not be approved of, and the Sequestration declared at an end.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. P. G.)

COATES WM., trading as E. Coates & Son, Pottery Bank, and 10, Stafford-terrace, Thornaby-on-Tees, china dealer. Dated June 25. Filed July 2. Liabilities unsecured, £306 9s. 6d. Property after deducting secured claims, £34 1s. 10d. Tr., Wm. Brittain, North Eastern Bank-chambers, High-street, Stockton-on-Tees. The following are creditors:—J. Lang & Co., London, £4; Faudels Ltd., London, £3; S. Grey, Birmingham, £4; Barrett & Co Burslem, £11; Doulton & Co., Ltd., Burslem, £6; H. Hulme & Sons, Burslem, £5; J. Wilson & Sons, Fenton, £3; Allan & Co Glasgow, £3; Rigby & Stevenson, Hanley, £20; Smith & Co Hanley, £5; Newhall Pottery Co., Hanley, £4; C. Wane, Longton £3; McLardy & Co., Manchester, £6; Thornaby Potteries, Ltd Thornaby-on-Tees, £150; A. Meakin & Co., Tunstall, £40; Brown Cotterill & Co., Tunstall, £11; Thomas Dean, Tunstall, £8; Smith Bros., Tunstall, £4;. Preferential creditors, £5.

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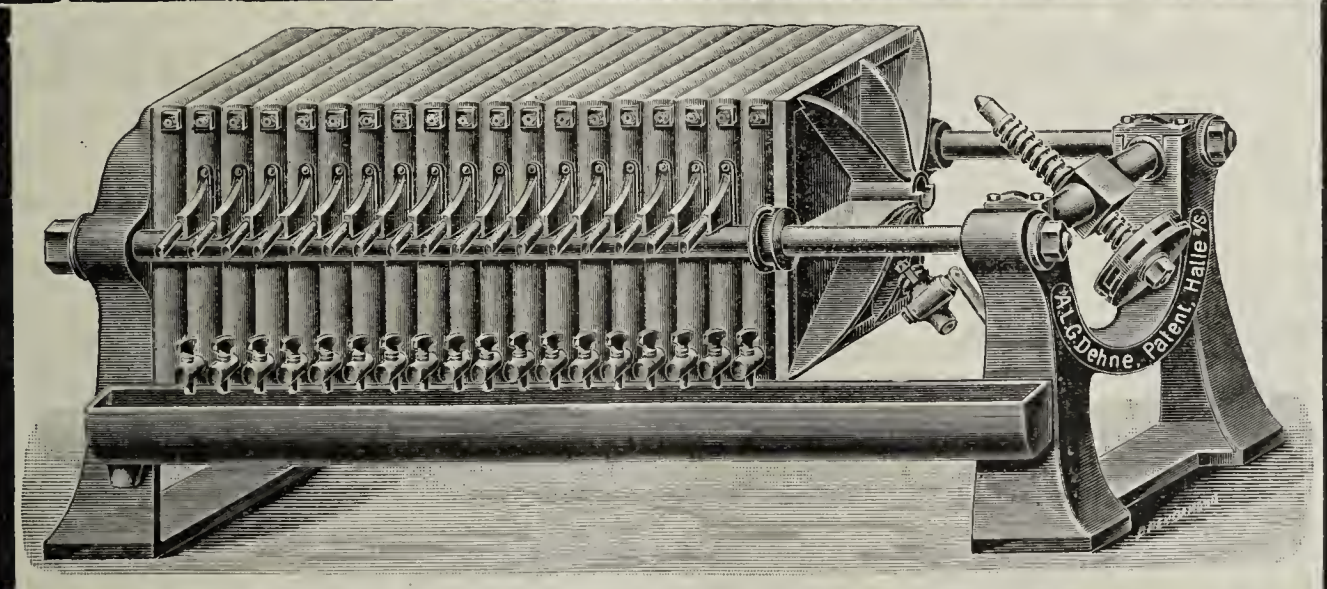
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Notices Under Assignment, &c.

Jones Herbert M., 10 and 11, Lebanon Park-parade, Richmond-road, Twickenham, glass merchant. Claims to F. W. Davis, F.C.A., 95-97, Finsbury-pavement, E.C., by August 2.

Whitehead J., Stoke-on-Trent. At the meeting of creditors held herein on July 19 at the offices of the Wholesale Traders' Association, 26, Corporation-street, Birmingham, the following statement of affairs was submitted by Frank Collis, solicitor :—Liabilities : Trade creditors, £684 12s. ; cash creditor (father-in-law), £200 ; bank, £10 4s. Preferential creditors, £11 11s.. Total, £894 16s. Assets : Stock-in-trade, at cost, £235 12s. 10d., estimated at £176 5s. ; book debts (good, £200 ; doubtful, £108 ; bad, £68), estimated at £150 ; cash in hand, £16 ; fixtures and fittings, £25, estimated at £15. Total, £357 5s.—less preferential creditors (£11 11s.), £345 14s. Deficiency, £549 2s. The deficiency of £550 is partly accounted for as follows :—£226 bad debts, £58 stock depreciation, £120 law costs ; and the balance is loss on trading. At the meeting the principal creditors were represented by Poppleton & Appleby and Corfield & Cripwell. Mr. Collis explained to the meeting that as creditors were in a position to issue execution, he had been compelled to advise the debtor to execute a deed of assignment in favour of Mr. C. T. Appleby, of the firm of Poppleton & Appleby. Such deed was not registered before the meeting, so that the creditors might be left to adopt whatever course they thought necessary and advisable. The debtor attended the meeting, and after being examined by the creditors present, the following resolution was unanimously passed :—"That the creditors be recommended to consent to the deed of assignment, and that a committee consisting of John Shaw & Sons, Ltd. (Wolverhampton), Lambert Bros. (Walsall), and Corfield & Cripwell be appointed with power to instruct the trustee to resell the estate for such a sum as will provide an agreed composition to be paid either in cash or at dates and secured to the satisfaction of the committee."

Bankruptcy Proceedings.

Finney, Vincent Joseph and Edmund Francis Finney, trading as Finney Bros., Hardwick, Sutton Court-road, Chiswick, and 6 and 8, St. James'-walk, and 1 and 2, Suffolk-street, Clerkenwell, Staffordshire, warehousemen. Adj., June 26. The first meeting of creditors under this failure was held on Tuesday, June 25, at the London Bankruptcy Court, before Mr. E. L. Hough, Official Receiver. The Chairman reported that the reeeiving order was made on June 12 on the debtors' own petition. The debtors stated that there was no formal deed of partnership botween them, but only a verbal arrangement under which they held equal shares in the business. They commenced business together in September, 1903, with £400 capital, of which £150 was borrowed and still owing. The business had been formerly carried on by their father, Mr. Luke Finney, and they agreed to pay him £1,500 for the stock and good-will at the rate of £4 a week. Of that amount they had actually paid £286, but on the other hand, their father had advanced them £250, which had not been repaid, and they were further indebted to him for £117 in respect of goods supplied and for £633 in respect of rent from September 1, 1903. A meeting of their creditors was held on March 26 last, at which a statement was submitted showing liabilities £3,024 and assets £1,435. The debtors offered a composition of 10s. in the £, which was accepted, but the deed was never executed, owing to the action of a hostile creditor. The failure was attributed to bad trade and bad debts. Mr. Lickfold, for the debtors, said that his clients had hoped to offer a composition of 10s. in the £, but they now feared that they were not in a position to guarantee more than 7s. 6d. Mr. Finney, sen., was willing to withdraw his claim so as to enable the creditors to receive that amount. It was very desirable that the business should be kept going, so as to permit of certain important contracts being carried out, from which a considerable amount would shortly be received. The chairman stated that unfortunately he was bound by the proxies which had been sent in to him to vote against any proposal providing for less than 10s. in the £. Mr. Lickfold, after consulting his clients, said that they felt unable at present to offer more than 7s. 6d. in the £. After some discussion, it was resolved to wind up the estate in bankruptcy, with Mr. G. G. Poppleton, chartered accountant, as trustee. A committee of inspection was also appointed, consisting of Mr. Charles Gee (managing director of Wedgwood & Sons, Ltd.), Mr. Hawthorne (Pearl Pottery Company, Hanley), Mr. R. Audley (New Hall Pottery), Mr. S. Dornberger (S. Dornberger & Co.), and Mr. Luke Finney. The bond to be given by the trustee was recommended at £1,200. Mr. E. Leadam Hough, Senior Official Receiver, has issued to the creditors the usual summary of the debtors' statement of affairs, together with his observations upon the case. The summary shows sixty-three unsecured liabilities amounting to £3,650 14s. 7d., a liability of £54 1s. 10d. on customer's bills discounted (not expected to rank), and a claim for rent £84 10s. The assets, which are estimated to realise £1,065 14s. 2d. after payment of the preferential claim, consist of cash, £22 10s. ; stock-in-trade £400 (cost £600) ; office furniture, horse and van, £24 10s. ; good book debts, £701 17s. 8d. ; and bad, £165 13s. 7d. ; and doubtful, £13 6s. 11d., estimated to produce £1 6s. 6d. A deficiency of £2,585 0s. 5d. is accordingly disclosed. The following are among the Senior Official Receiver's observations :—They attribute their insolvency to loss in trading through bad trade ; to bad debts, and to loss (about £200) through the defalcations of an employee. The following deficiency account, dating from October 31, 1906, has been filed :—Apparent deficiency then existing as per balance-sheet, but without taking goodwill into account, £1,518 10s. 2d. ; depreciation in the value of stock-in-trade as now estimated for realisation, £200 ; loss in trading, after writing off bad debts amounting to £177 14s. and the £200 lost as above mentioned, £626 10s. 3d. ; partner's drawings (£120 each), £240—deficiency as per statement of affairs, £2,585 0s. 5d. Proper books of account have been kept, and yearly balance-sheets and profit and loss accounts have been prepared. It appears from the books that there was a loss of about £1,070 during the whole period of trading, and that the bankrupts' drawings during the same period amounted to £1,172. The unsecured liabilities are business debts. They include (i) £2,107 9s. 7d. due to the bankrupts' father for the unpaid balance of the purchase price, goods supplied, cash advanced, and non-distrainable rent, and (ii) £150 cash advanced by another relative. The bankrupts, who are not householders, state that they have neither separate estates nor separate assets. A sitting for the public examination of the bankrupts was held on July 18 at the London Bankruptcy Court, before Mr. Registrar Hope. Mr. Williams appeared as Assistant Receiver, and, in reply to him, the bankrupts bore out statements appearing in the observations. The examination was ordered to be concluded. The following are the principal creditors :—Unsecured : Wm. Adams & Co., Tunstall, Staffs., £38 1s. ; Adderley's, Ltd., Longton, Staffs., £13 12s. 1d. ; Barker Pottery Co., Chesterfield, £18 1s. 10d. ; Broadhurst James & Sons, Fenton, Staffs., £76 15s. 5d. ; G. Bridger, Clerkenwell, £11 14s. 9d. ; Clementson Bros., Hanley, Staffs., £145 16s. 6d. ; City Glass Company, Poplar, E., £10 2s. 10d. ; S. W. Dean, Burslem, Staffs., £10 8s. 6d. ; S. Dornberger & Co., Holborn, E.C., £35 16s. 7d. ; L. Finney & Co., Hammersmith, £144 19s. 7d. ; Luke Finney, Chiswick, £1,414 ; Miss L. Finney, Chiswick, £150 ; Greener & Co., Sunderland, £17 11s. 6d. ; Gallimore & Co., Ltd., Longton, Staffs., £12 13s. 6d. ; Keeling & Co., Burslem, Staffs., £37 2s. 1d. ; Methven & Sons, Kirkcaldy, N.B., £136 15s. 7d. ; A. Mortimer, Hatton-garden, E.C., £11 7s. 6d. ; Mason, Cash & Co., Burton-on-Trent, £44 7s. 5d. ; H. Marheineke, Queen Victoria-street, £17 7s. 10d. ; New Hall Pottery Co., Hanley, Staffs., £103 11s. ; Pearl Pottery Co., Hanley, Staffs., £54 9s. 1d. ; Shaw & Son, Tunstall, Staffs., £13 18s. ; Soho Pottery, Ltd., Tunstall, Staffs., £14 0s. 11d. ; Smith Bros., Tunstall, Staffs., £44 0s. 11d. ; Thornaby Pottery, Ltd., Thornaby-on-Tees, £24 18s. 3d. ; Victoria Pottery Co., Hanley, Staffs., £13 9s. 9d. ; Wedgwood & Co., Ltd., Tunstall, Staffs., £11 14s. 6d. ; Josiah Wedgwood & Sons, Stoke-on-Trent, £178 6s. 1d. ; Wildblood, Heath & Sons, Longton, Staffs., £66 12s. 10d. ; H. J. Wood, Burslem, Staffs., £17 7s. 2d. ; Worcester Royal Porcelain Co., Worcester, £11 18s. 5d. ; Wade & Co., Burslem, Staffs., £44 9s. ; J. H. Weatherley & Sons, Hanley, Staffs., £10 16s. ; Arthur Wood, Longport, Staffs., £10 1s. 6d. ; Vail & Co., Farringdon-road, £12 13s. 3d. Creditor for rent : Luke Finney, £633.

Holt George Frederick (described in R. O. and late trading as George Morton & Co.), 19-21, Wilson-street, E.C., glass merchants, and manufacturers' agents. Adj., June 22.

Male John, glass and china dealer, the Market, Barrow-in-Furness. The following are creditors :—Atlas China Co., Stoke-on-Trent, £20 ; McNay & Sons, Bo'ness, N.B., £13 ; James Preston, Son & Ratcliffe, Longton, £12.

Powis Roland, Bridge-street, Pontypridd, china dealer, R.O., July 1. Adj., July 9. The Receiving Order in this case was made on the petition of a creditor, the act of bankruptcy being the execution by the debtor of a deed of assignment of his property to a trustee for the benefit of his creditors. The unsecured liabilities amount to £305 9s. 5d. to meet which there are assets estimated to produce £40 11s. 11d., after deducting preferential claims. The debtor states that he started business as a glass and china dealer in June, 1905, with a capital of £30, money saved by him. He says he continued to work, and that, while he ordered all the goods for the shop, his wife attended to the business and signed all cheques. On May 1, 1907, debtor executed a deed of assignment in favour of his creditors. According to the statement issued to creditors the liabilities then were £301 1s. 0d. ; assets (less rent, £5 12s. 6d.), £40 0s. 2d. ; deficiency, £261 0s. 10d. A composition of four shillings in the £, payable by secured bills at 2 and 4 months' date was offered, but all the creditors did not assent thereto. The debtor states he sold all his household furniture on appraisement in March, 1907, to his wife, for £25 3s. 2d. No books of account of any kind have been kept by the debtor. He admits a knowledge of his difficulties about eighteen months ago. All the unsecured liabilities, of which 13 are for sums over £10, are in respect of trade debts. The debtor ascribes his failure to ignorance of the trade, heavy rent, and loss by breakages in transit. The following are creditors :—Bristol Porcelain & Glass Co., Bristol, £19 ; Davidson Bros., London, £10 ;

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Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co. (Mr. A. E. Potts), Sydney & Wellington
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John P. Humphreys, Tunstall, £19; Hoods, Ltd., Birmingham, £29; J. Higgins & Co., Fenton, £10; A. Machin & Co., Longton, £12; Shaw & Copestake, Longton, £13; Sadler & Sons, Ltd., Burslem, £13; Sampson Smith, Longton, £11; Thos. Walters, Longton, £13; A. J. Wilkinson, Ltd., Burslem, £18; James Wilson, Fenton, £22; Charles Waine, Longton, £15.

Schneiderman Leon, glass and china dealer, 27, Beaufort-street, Stapleton-road, Bristol. The adjourned public examination of this debtor was held recently at the Guildhall, Bristol, before the Registrar Mr. Hurley. Mr. A. W. Taylor appeared on behalf of the debtor, who was further questioned by Mr. S. Williams (representing creditors) with reference to an agreement which was drawn up on the day of his marriage, and this debtor said was lost. Mr. Williams asked that the examination be adjourned sine die, stating that it might be necessary to make further investigations. Mr. Taylor, however, objected on the ground that no useful purpose would be served by keeping the case open. The examination was thereupon concluded.

Solly Henry Cozby (? Cosby), 7, High-street, and 1, Island-wall, Whitstable, china dealer, &c., R.O., June 17. Adj., June 17. The first meeting of the creditors herein was held last month at the Official Receiver's offices, 68A, Castle-street, Canterbury, and the debtor also underwent his public examination on the same day at the Guildhall, Canterbury, before the Registrar, Mr. Furley. The unsecured liabilities were stated at £1,861, and the assets, after deducting £30 for preferential claims, were estimated to produce £797, thus disclosing a deficiency of £1,063. Mr. A. K. Mowll appeared on behalf of the debtor, who was subjected to a lengthy examination by the Official Receiver, who elicited that the debtor had been in business at Whitstable for over 30 years. He started the china business about 20 years ago in High-street; his name was over the shop, although the business was chiefly managed by his wife and daughters. The former was the owner of the High-street premises, which were mortgaged. Debtor also traded as a barge owner. After he had been questioned further, the examination was ordered to stand adjourned, the debtor, in the meantime, to file cash accounts.

Stathers Henry (trading as Stathers & Co.), earthenware dealer, 3, Hardwick-street, Kingston-upon Hull. Herein the following is the only creditor:—Mrs. Wardell, Hull, £25. The public examination of this debtor was held last month at the Court House, Town Hall, Hull, and after the debtor had been briefly questioned he was allowed to pass. The liabilities were stated at £67, and the assets £20, the debtor attributing his failure to bad trade, insufficient capital, &c.

Wilson Charles William (trading as Charles W. Wilson & Co.), 121, St. James-street, Liverpool, glass bottle, &c., merchant. R.O. July 8.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

Boxes for Glass Bottles, No. 14,175.—A. J. Warne-Browne. Improvements in or connected with boxes or cases for containing glass bottles and similar articles. June 19, 1907.

Cleaning Kilns, No. 13,971.—L. J. Meakin. Improved apparatus for cleaning kilns. June 17, 1907.

Drying Kilns, No. 14,827.—A. Angilley. Improvements relating to kilns for drying china-clay and the like. June 27, 1907.

Flower Pots.—W. Uwins. Improvements in and relating to flower pots and the like. June 22, 1907.

Gas-Fired Pottery.—T. W. Twyford and T. C. Moore. Improvements in gas-fired pottery and other kilns or ovens. June 11, 1907.

Indicating Poison-containing Bottles. No. 14,314.—Mabel Barltrop. Means for indicating bottles and the like containing poisons or other dangerous substances. June 21, 1907.

Making China Plates, No. 14,034.—E. J. Tompkinson. Improved method of making china plates. June 18, 1907.

Manufacturing Pottery, No. 14,107.—T. Le Poidevin. Improvements in manufacturing pottery. June 19, 1907.

Moulding Plastic Material, No. 13,974.—J. L. Campbell. Improved machine for moulding plastic material. June 17, 1907.

Mouthpiece for Glassblowers' Pipes, No. 14,249.—M. Beck. Improved exchangeable mouthpiece with safety tappet for glass-blowers' pipes. June 20, 1907.

Pans for Crushing Clay, No. 13,854.—J. T. Clayton. Improvements in pans for grinding and crushing clay, slate, and like material. June 13, 1907.

Plastic Material, No. 14,901.—W. Claypole. Plastic material. June 29, 1907.

Plastic Materials, No. 14,643.—T. V. Miles and J. De Brouwer. Improved method of and apparatus for introducing moulding or plastic materials into moulds or other receptacles. June 25, 1907.

Plate, No. 14,906.—F. W. Treadgold. Improved plate for eating purposes. June 29, 1907.

Poison Bottles, No. 13,775.—J. W. Banford. Improvements in and relating to poison bottles. June 14, 1907.

Preserve Jars, No. 14,337.—J. M. Cairns. Improvements in jars for holding preserves and the like. June 21, 1907.

Rotary Kilns, No. 14,093.—W. R. Warren. Improvements in rotary kilns. June 18, 1907.

Tiles, No. 14,082.—J. E. C. Carr. Improvements relating to tiles and the like. June 18, 1907.

Specifications Published.

1906.

12,431.—Fourcault. Apparatus for drawing glass. (Date applied for under International Convention, June 8, 1905.)

15,422.—Aynsley. Apparatus for sifting potters' slip and in the method of fixing the same.

16,714.—Engelhorn. Process for the manufacture of substances containing aluminium oxide and their treatment to form ceramic masses.

12,603.—Fourcault. Apparatus for drawing glass. (Date applied for under International Convention, June 8, 1905.)

12,815.—Fourcault. Apparatus for drawing glass. (Date applied for under International Convention, June 8, 1905.)

25,983.—Tombleson. Jugs, or other receptacles of the like kind, for liquids.

14,969.—Garrett and Davis. Construction of ornamental glass surfaces for table tops, splashers, and the like.

16,769.—Jones. Decoration of coloured or stained glass.

9,281.—Jones. Glazing and enamelling kilns.

22,112.—Marks (Buffalo Dental Manufacturing Co.). Fountain spittoons.

1907.

3,348.—Smith. Method of forming the joints of stoneware and earthenware pipes.

147.—Imray (Window Glass Machine Co.). Method of drawing hollow glass articles and apparatus therefor.

2,032.—Lawton. Means for closing the ends of drain and other earthenware pipes.

Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement.

500,948–9.—J. J. Barratt & Co., Ltd., Boothen Tile Works, Stoke.
500,957.—C. E. Challis, The Homestead, Fitzjohn's-avenue, Barnet.
501,113.—Worcester Royal Porcelain Company, Ltd., Worcester.
501,153.—Bevington & Bell, 5, Cromford-court, Manchester.
501,216.—J. Schottmüller, Spessart, near Ettlingen, Baden.
501,279.—Grimwades, Ltd., Stoke-on-Trent.
501,280.—E. Haywood, 6, London-road, St. Albans, Herts.
501,447–8.—Adderleys, Ltd., Daisy Bank Pottery, Longton.
501,458–61.—W. Potter & Sons, Ltd., 160, Aldersgate-street, E.C.
497,200.—Gaskell & Chambers, Ltd., Dale End Works, Birmingham.
501,217.—W. Boby, Salisbury House, London Wall, E.C.
501,515.—Saunders & Shepherd, Ltd., 58–61, Fetter-lane, E.C.
501,603–4.—Schindler & Co., 8, Aldermanbury-avenue, E.C.
501,759–63.—M. Stolle, 19, City-road, Finsbury-square, E.C.
501,819–20.—Taylor & Kent, Florence Works, Longton.
501,821–2.—Burtles, Tate & Co., Poland-street, Manchester.
501,823.—H. Terry, 107, Bothwell-street, Glasgow.
501,824.—N. J. Adams, Scotswood-on-Tyne.
501,973.—J. A. Walkington, 160, Cardigan-road, Leeds.
502,042.—Ward & Goldstone, Springfield-lane, Salford.
502,013.—Worcester Royal Porcelain Co., Ltd., Worcester.
502,164.—D. McLean, 11, Windsor-gardens, North Shields.
500,752.—M. Kammüller, 9, Sedanstrasse, Freiburg, Germany.
501,509.—Jas. Woolley, Sons & Co., Ltd., Manchester.
501,605.—Lancaster & Sons (Hanley), Ltd., Tinkersclough, Hanley.
591,972.—Godwin & Hewitt, Ltd., Victoria Tile Works, Hereford.
501,974.—J. C. Grinsell, 39, George-street-parade, Birmingham.
502,044.—Burtles, Tate & Co., Poland-street, Manchester.
502,403–12.—Henry Richards Tile Co., Pinnox Works, Tunstall.
502,413.—J. Crowther, Grassington, near Skipton, Yorks.
502,903.—Arnold & Sons, 31, West Smithfield, E.C.
502,105.—Shanks & Co., Ltd, Barrhead, Renfrew, N.B.
503,010-11.—J. and G. Meakin, Ltd., Eagle Pottery, Hanley.
503,035.—E. B. Challis, 4, Clivedown-road, Highams Park.
503,342.—Worcester Royal Porcelain Co., Ltd., Worcester.
501,879-80.—J. Levick, Alma-street, Aston, Birmingham.
503,341.—Mintons, Ltd., China Works, Stoke-upon-Trent.
503,472.—E. A. Wood, 100, Ashton-road, Birmingham.
503,492.—F. W. Waide, 8. Bedford-place, W.C.
503,541.—Towers and Williamson, Little Bytham, Grantham.
503,704.—Henry Richards Tile Co., Tunstall.
503,836.—F. Winkle & Co., Colonial Pottery, Stoke-on-Trent.
503,837.—T. & R. Boote, Ltd., Patent Tile Works, Burslem.
502,904-5.—Weiss & Biheller, 70 and 71, Chiswell-street, E.C.

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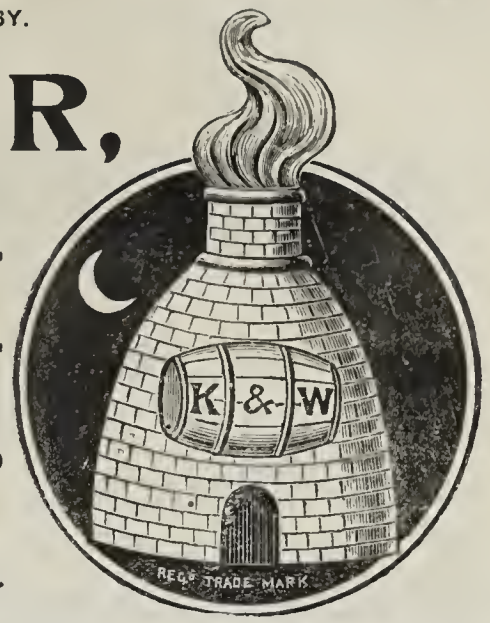
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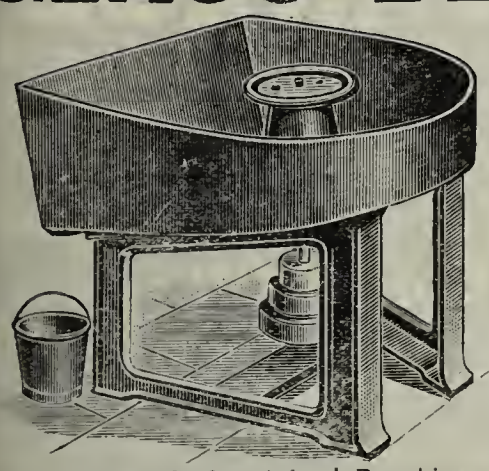


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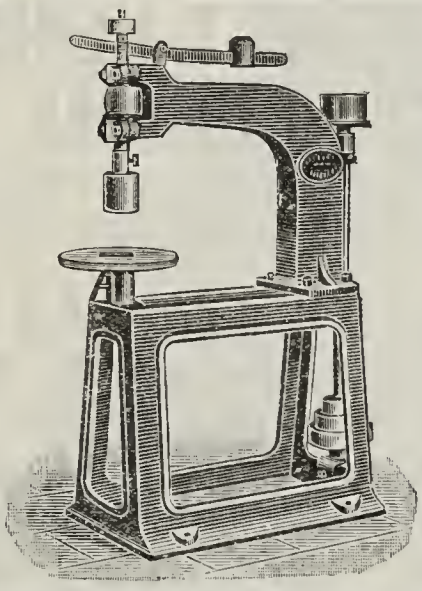
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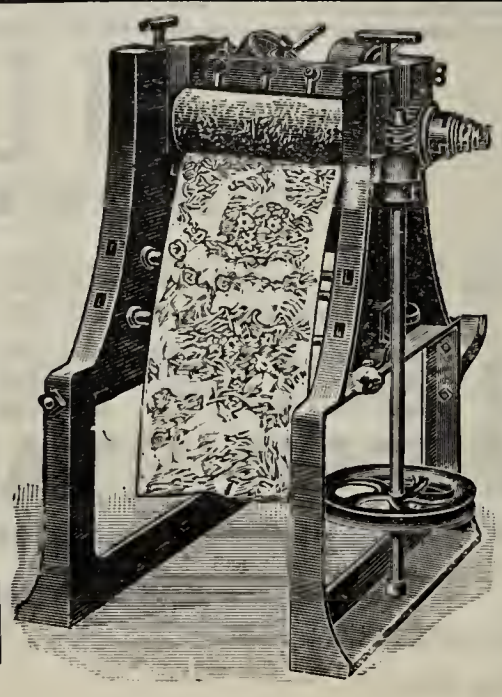
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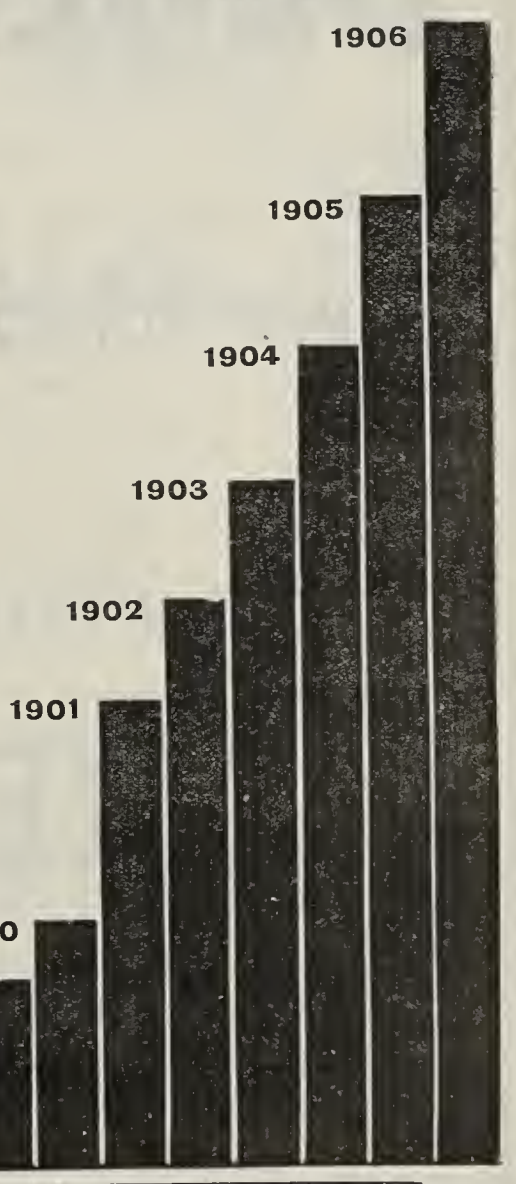
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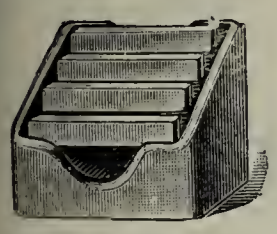
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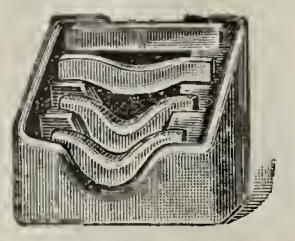
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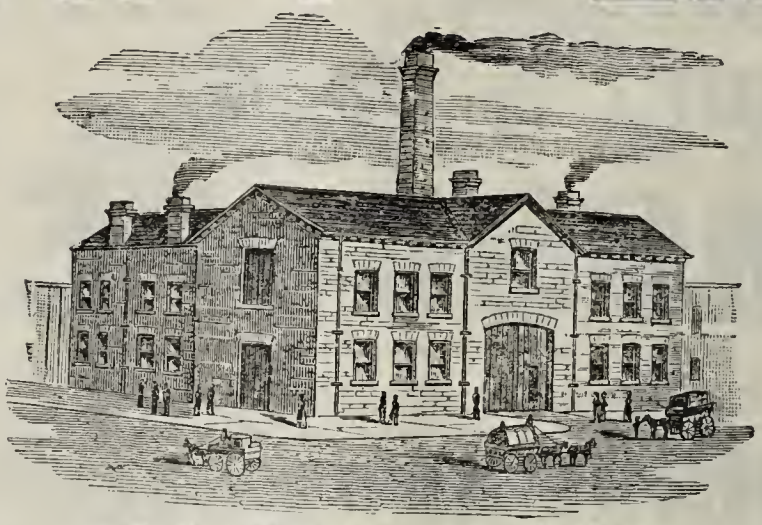
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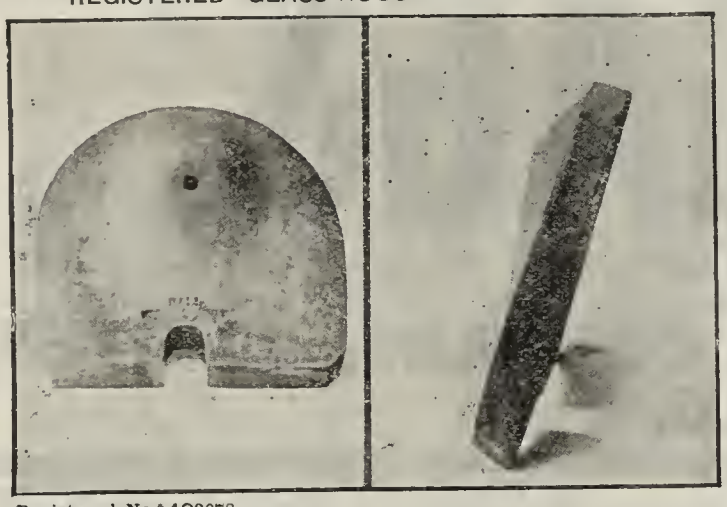
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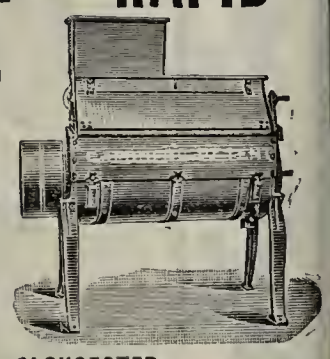
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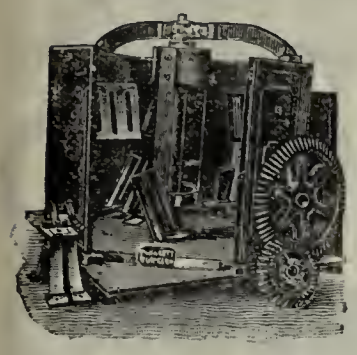
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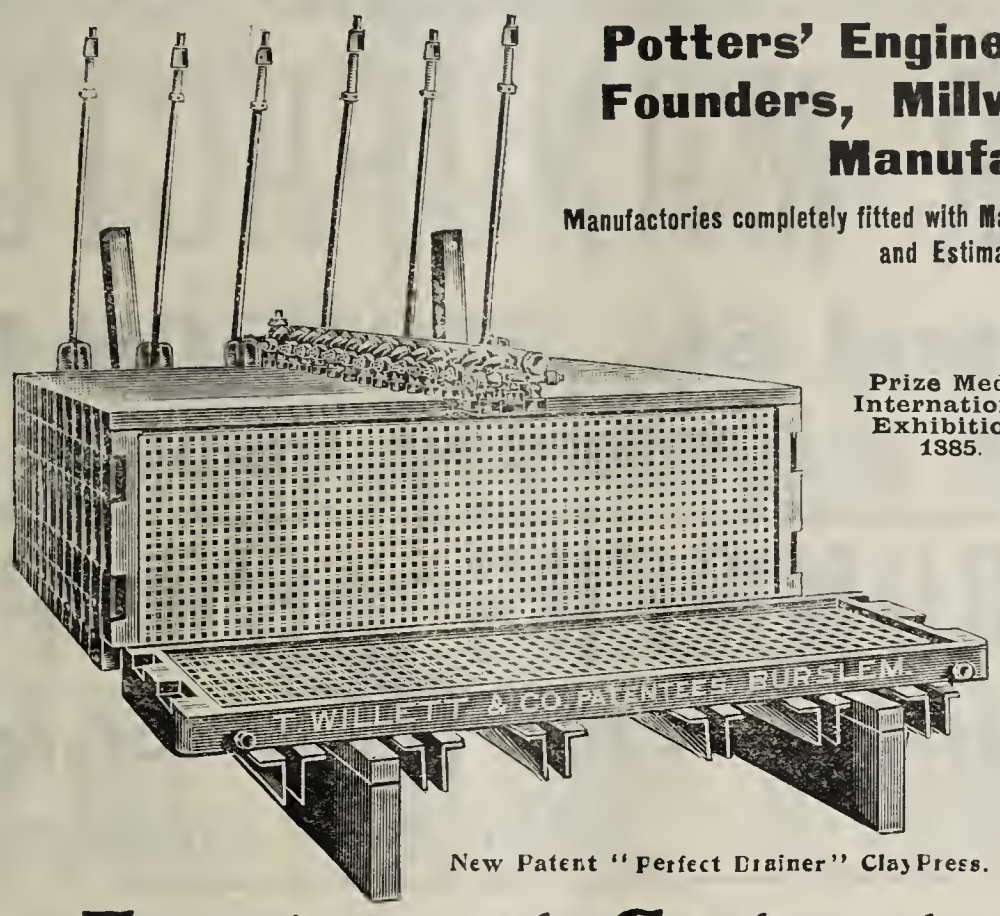
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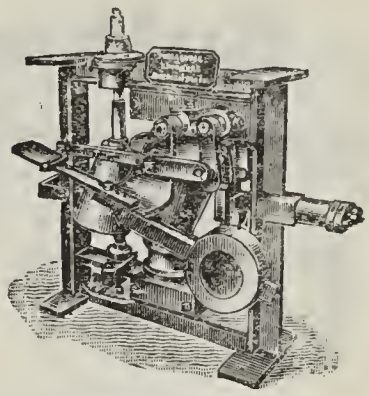


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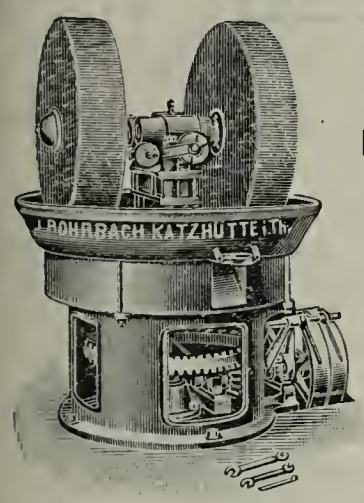
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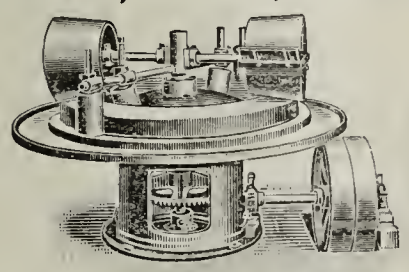
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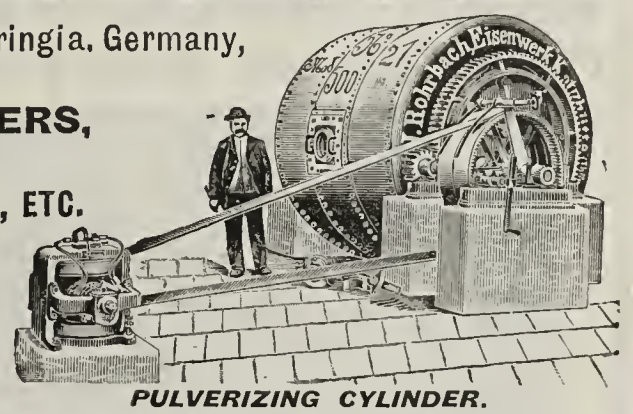
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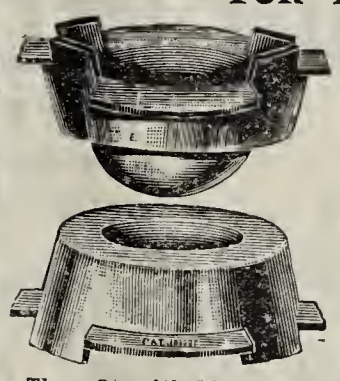
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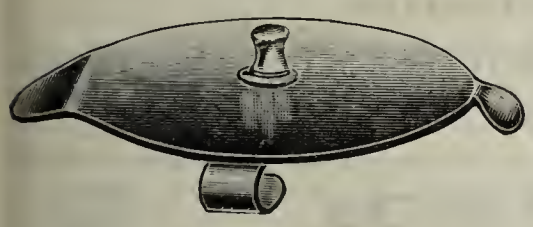
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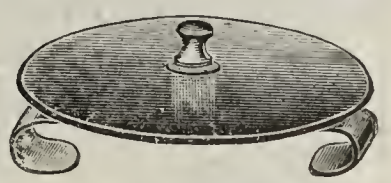
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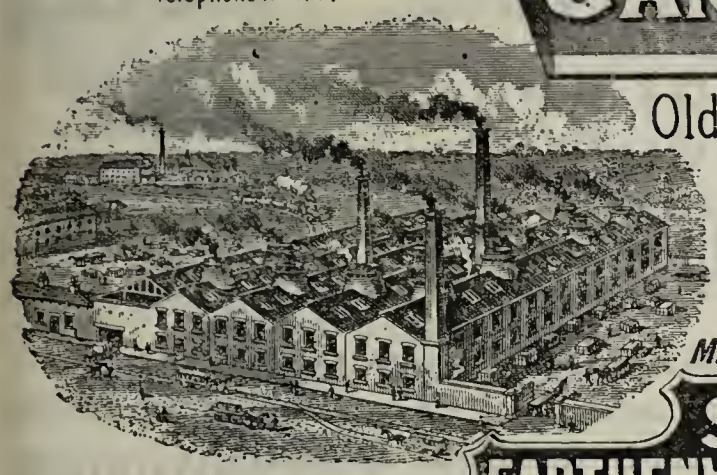
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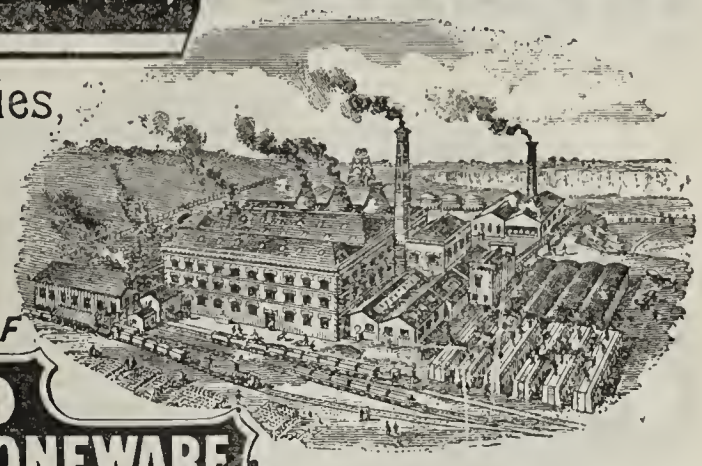
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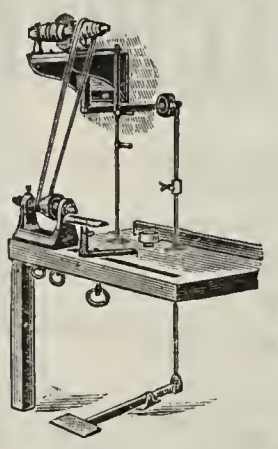
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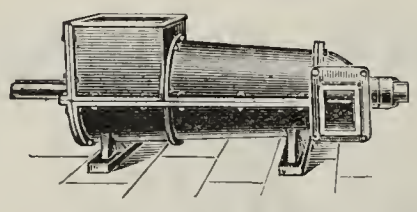


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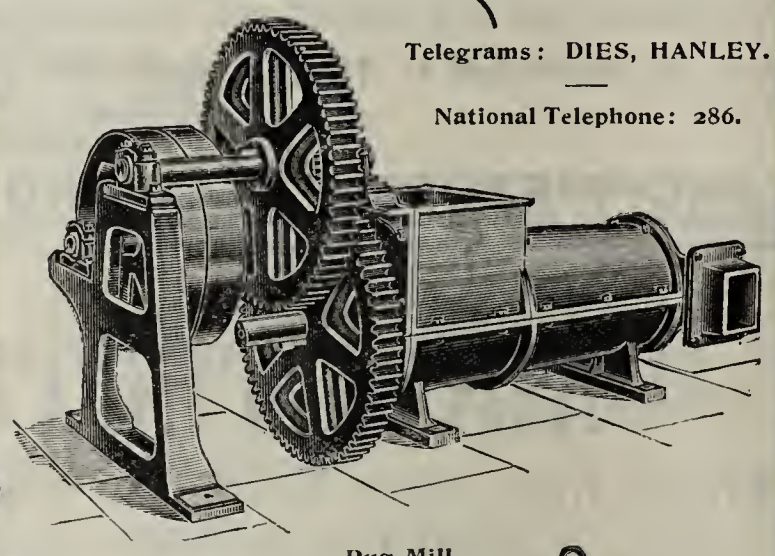
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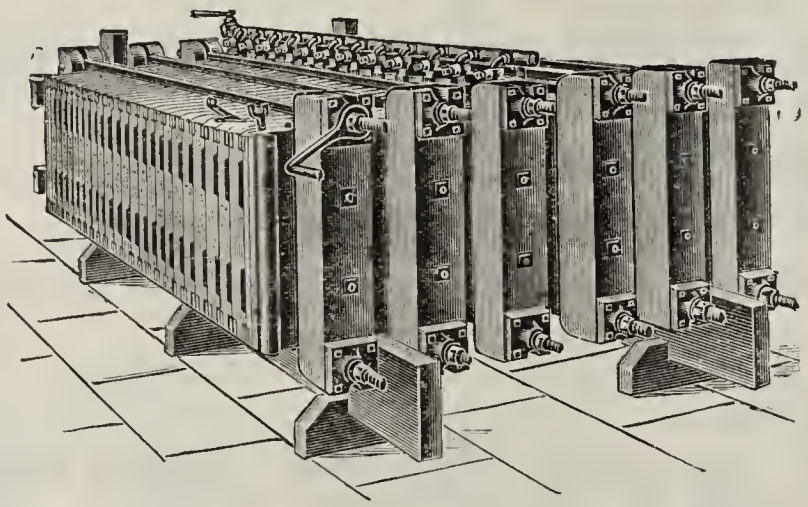
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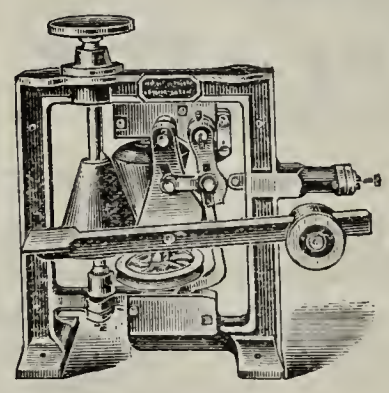


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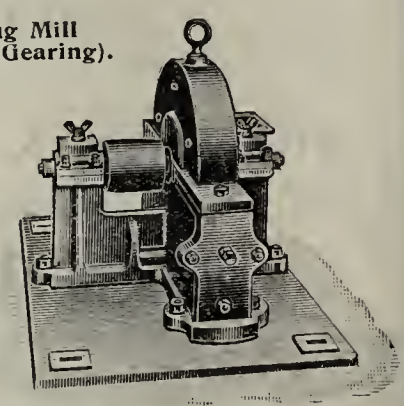


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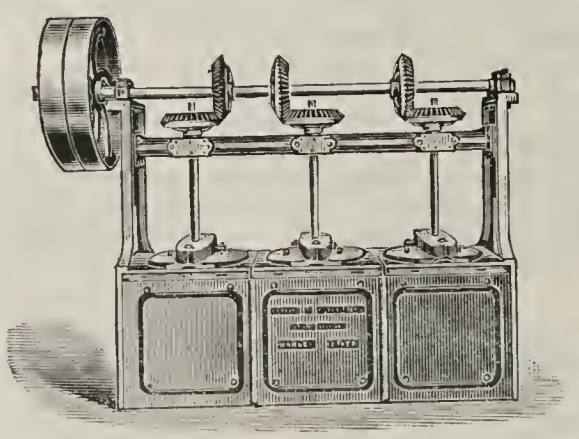


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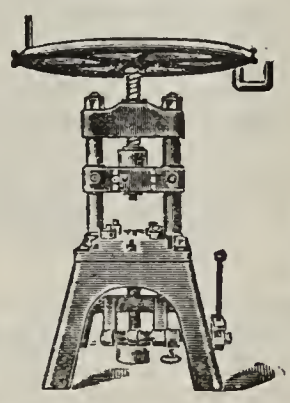
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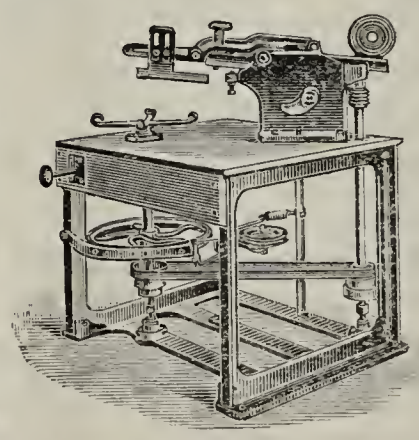
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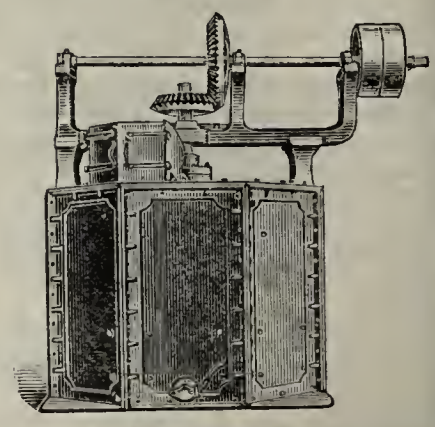
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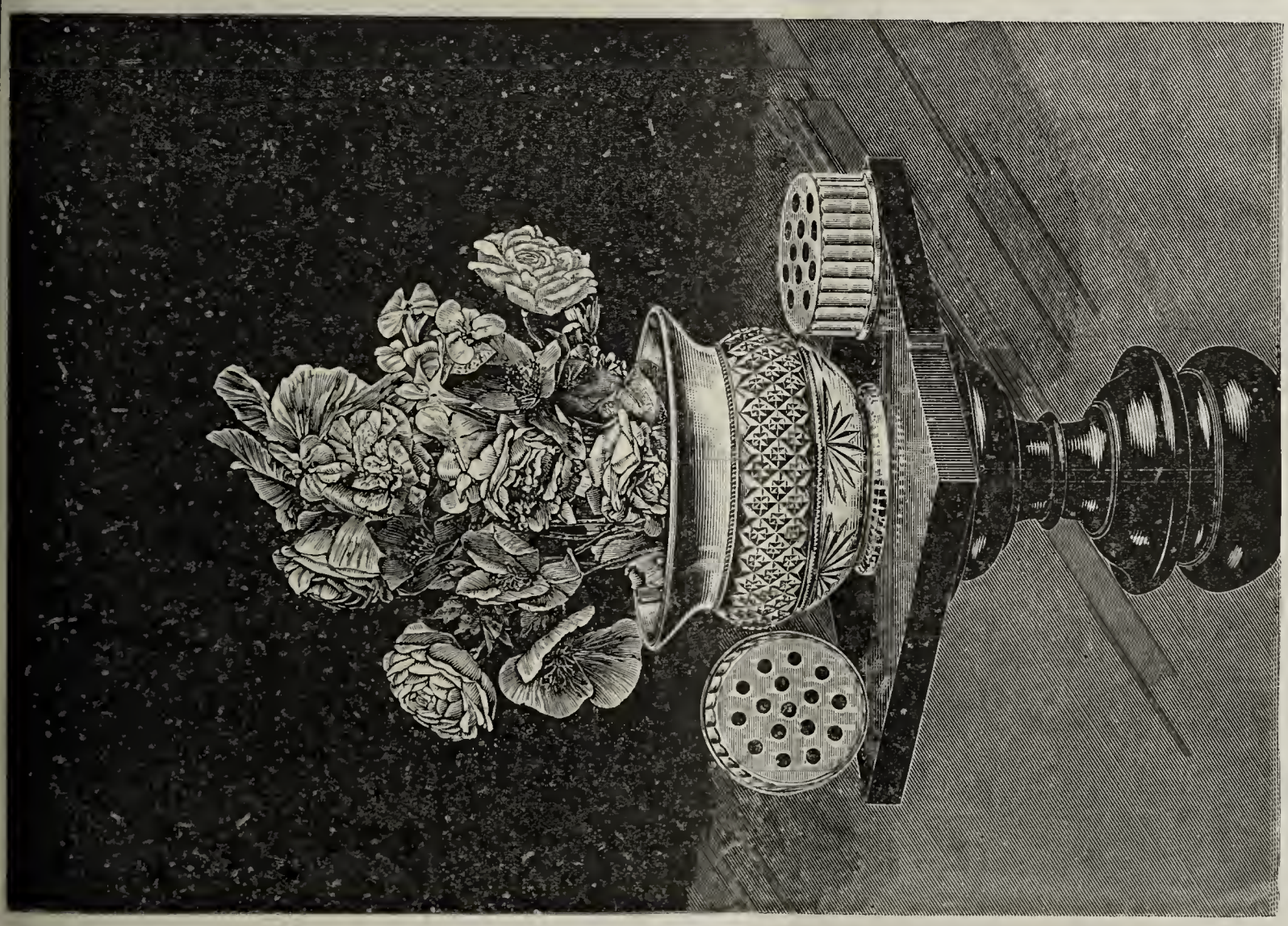
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continued from page 986.

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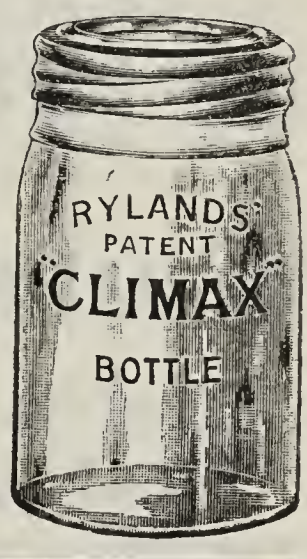
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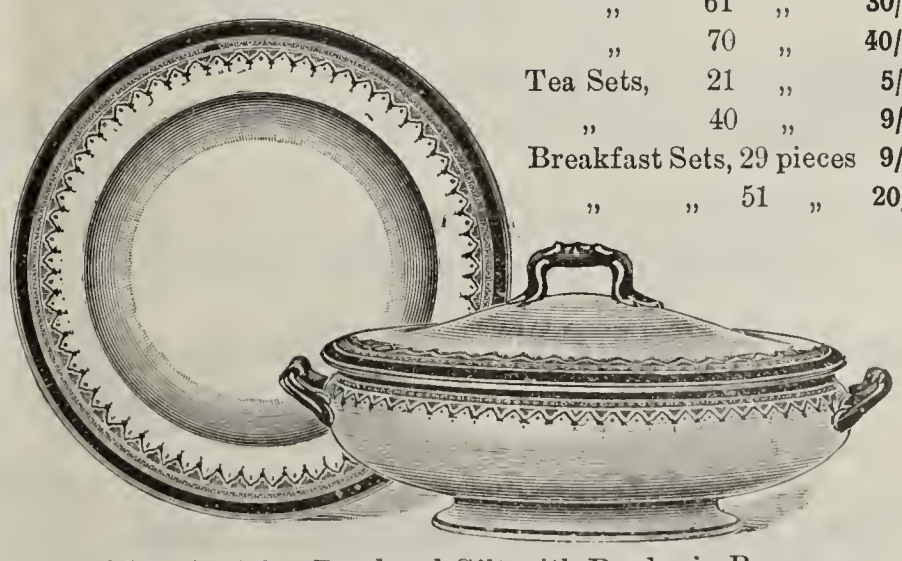


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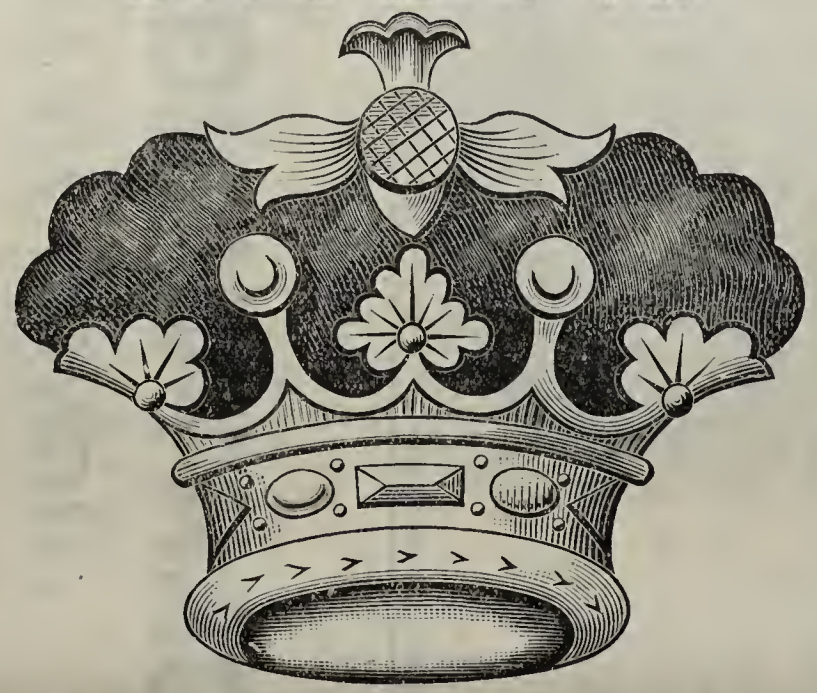
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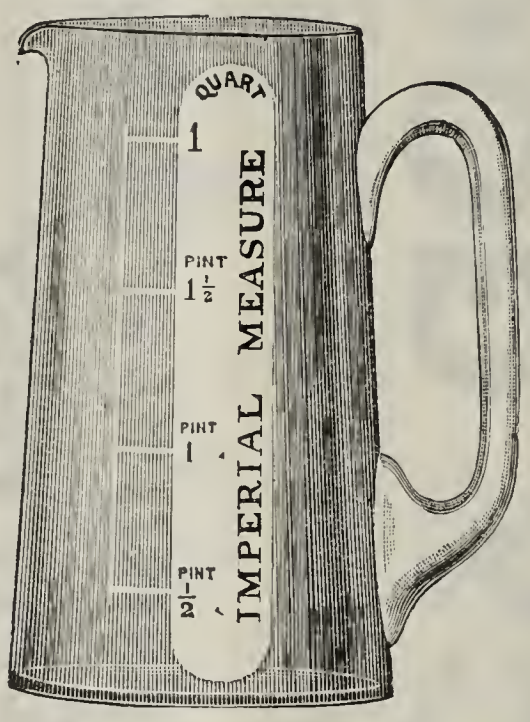
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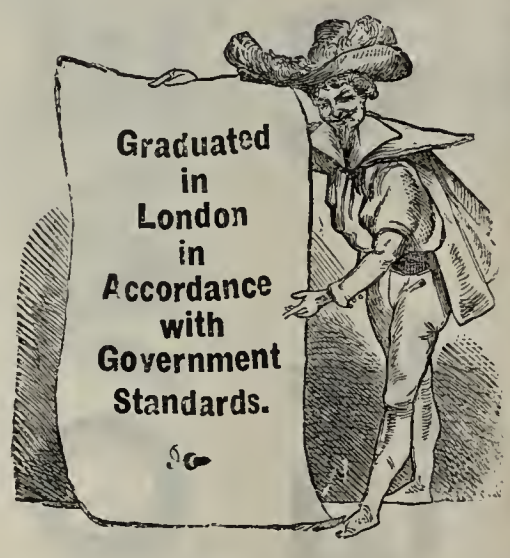
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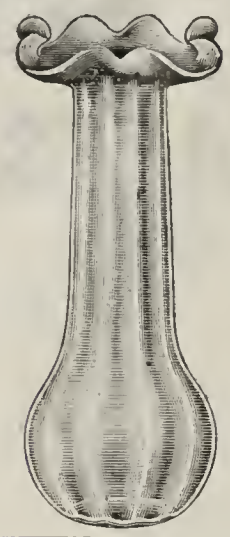


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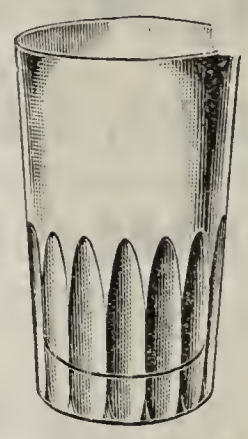


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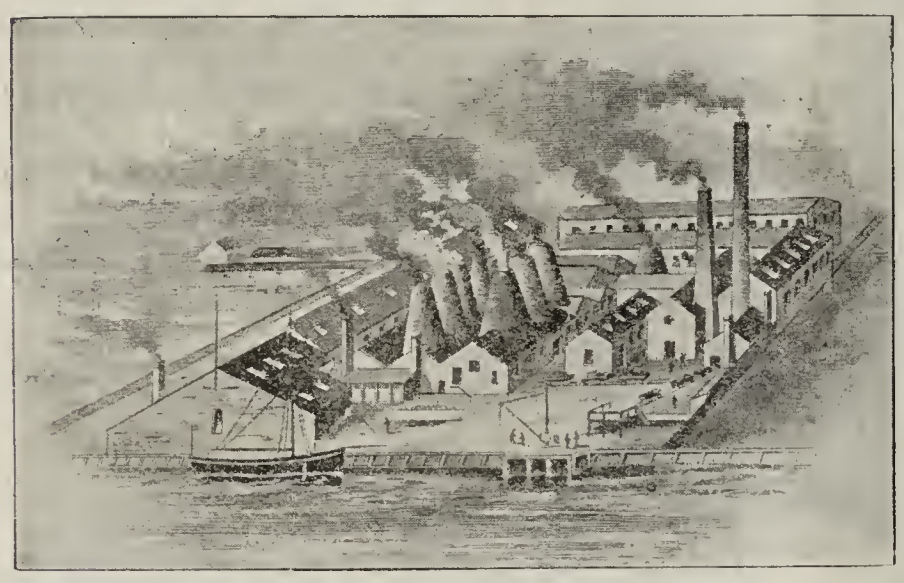


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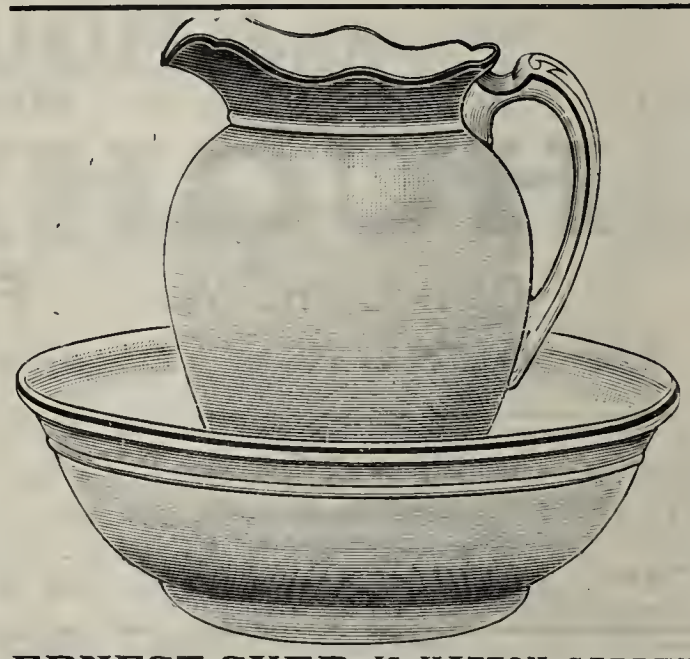
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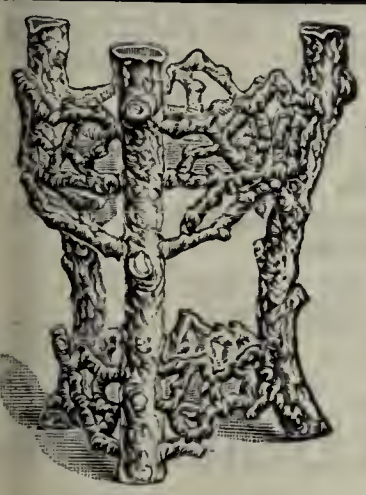
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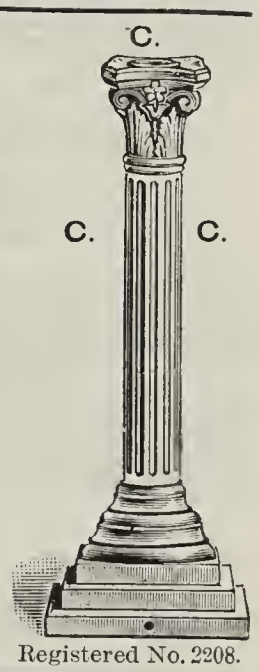
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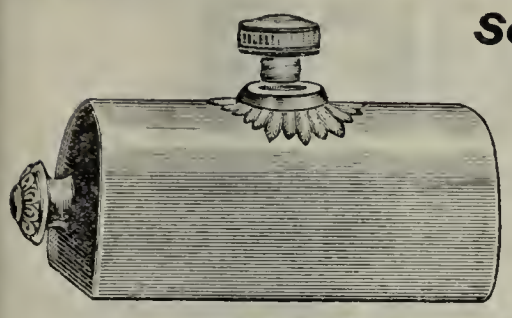
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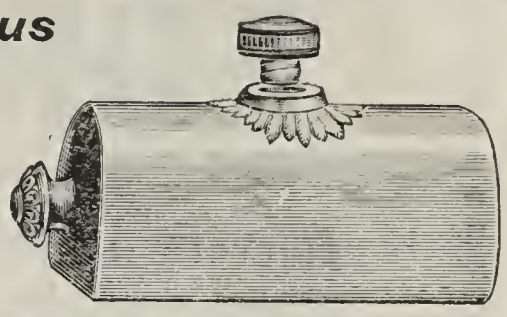
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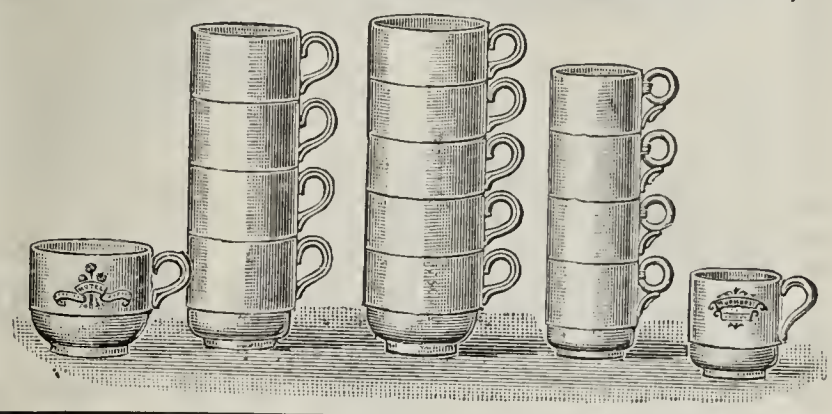
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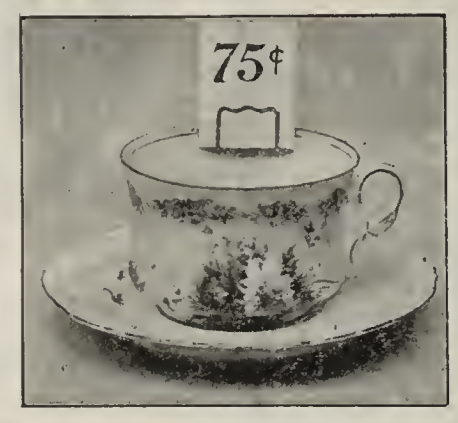
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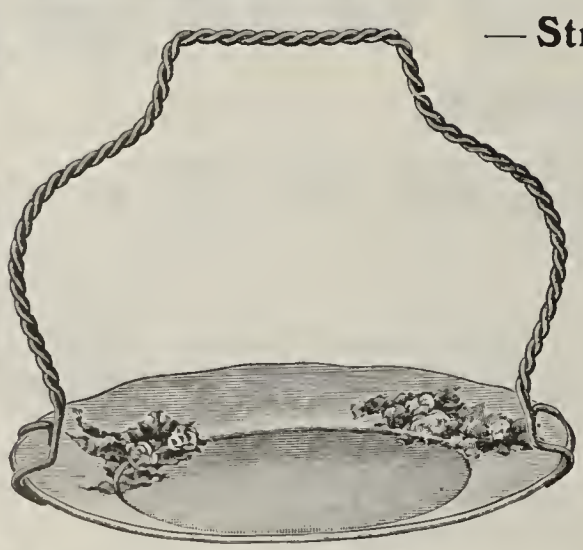


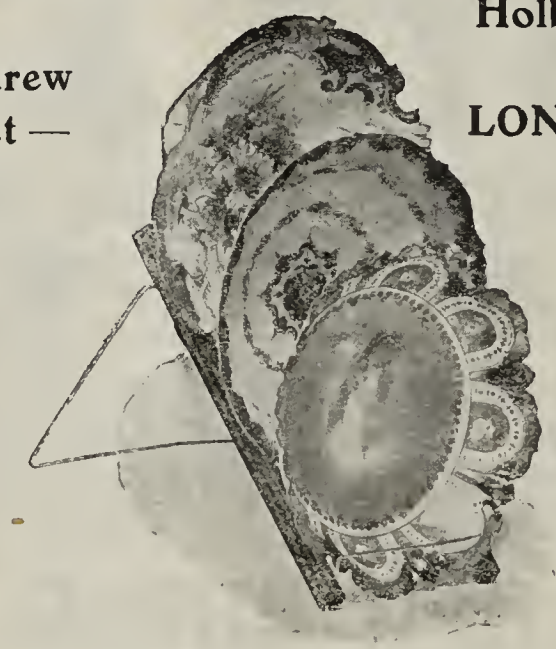


Anglo-Belge Glass Association, Ltd.

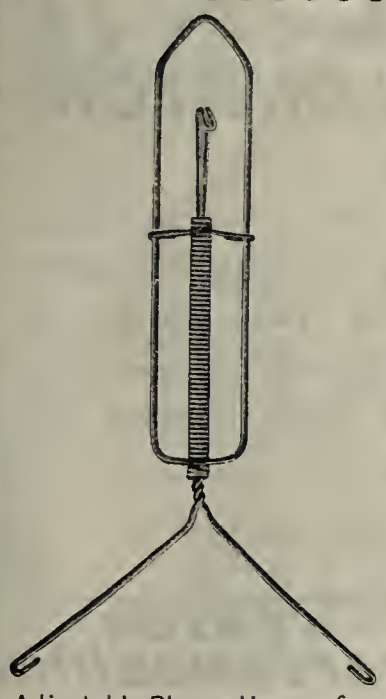
13, St. Andrew — Street —

Holborn Circus, LONDON.





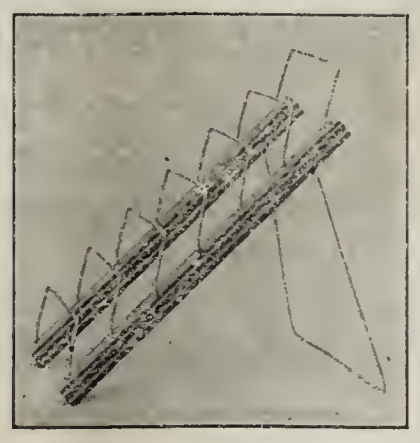




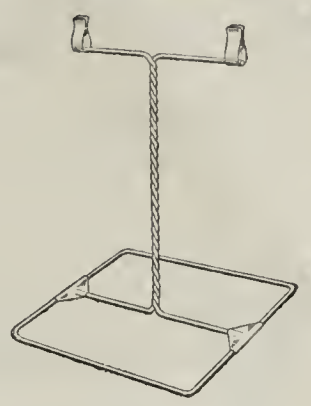
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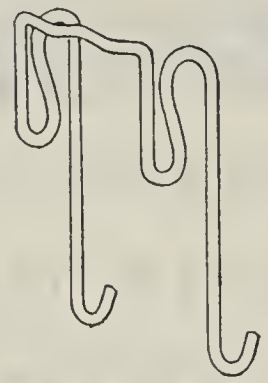
Bright Lustre Wire

OR

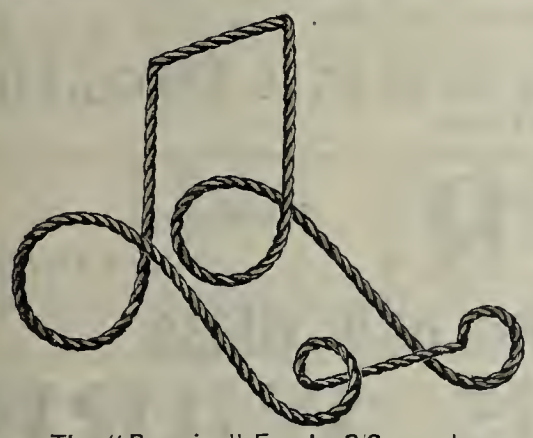
Heavy Gilt Plated Wire

(These are electro-plated by a new Patent Process)

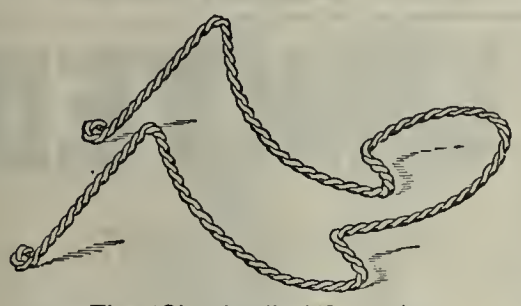
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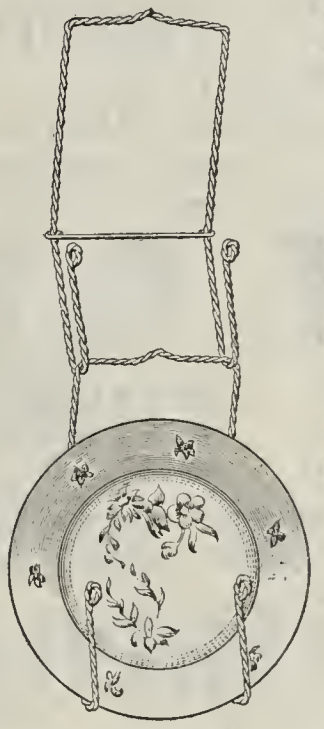
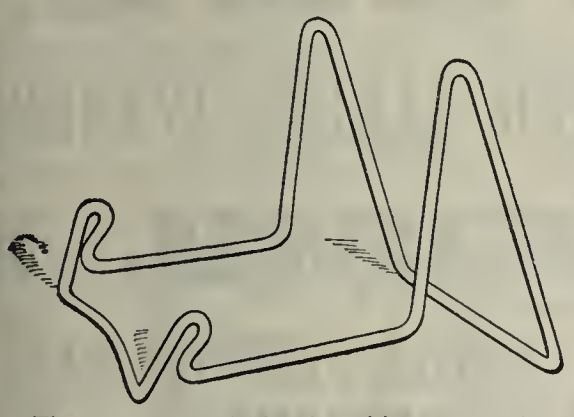


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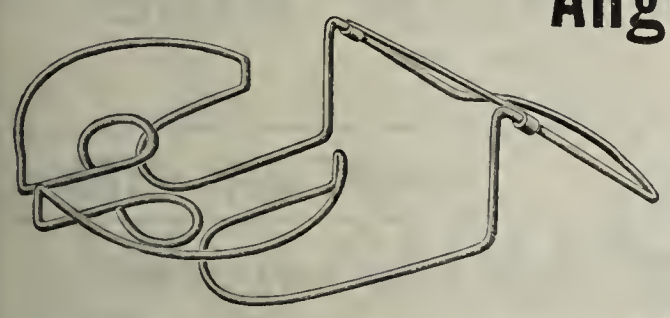
Anglo-Belge Glass Association LTD.,

13, St. Andrew Street,

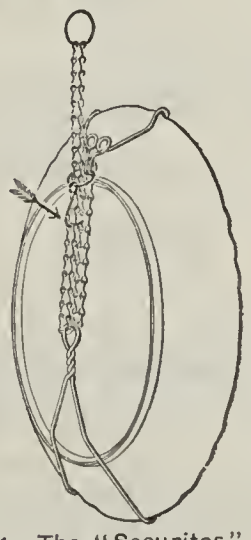
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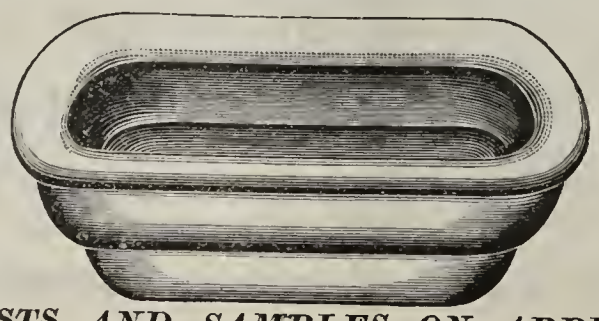
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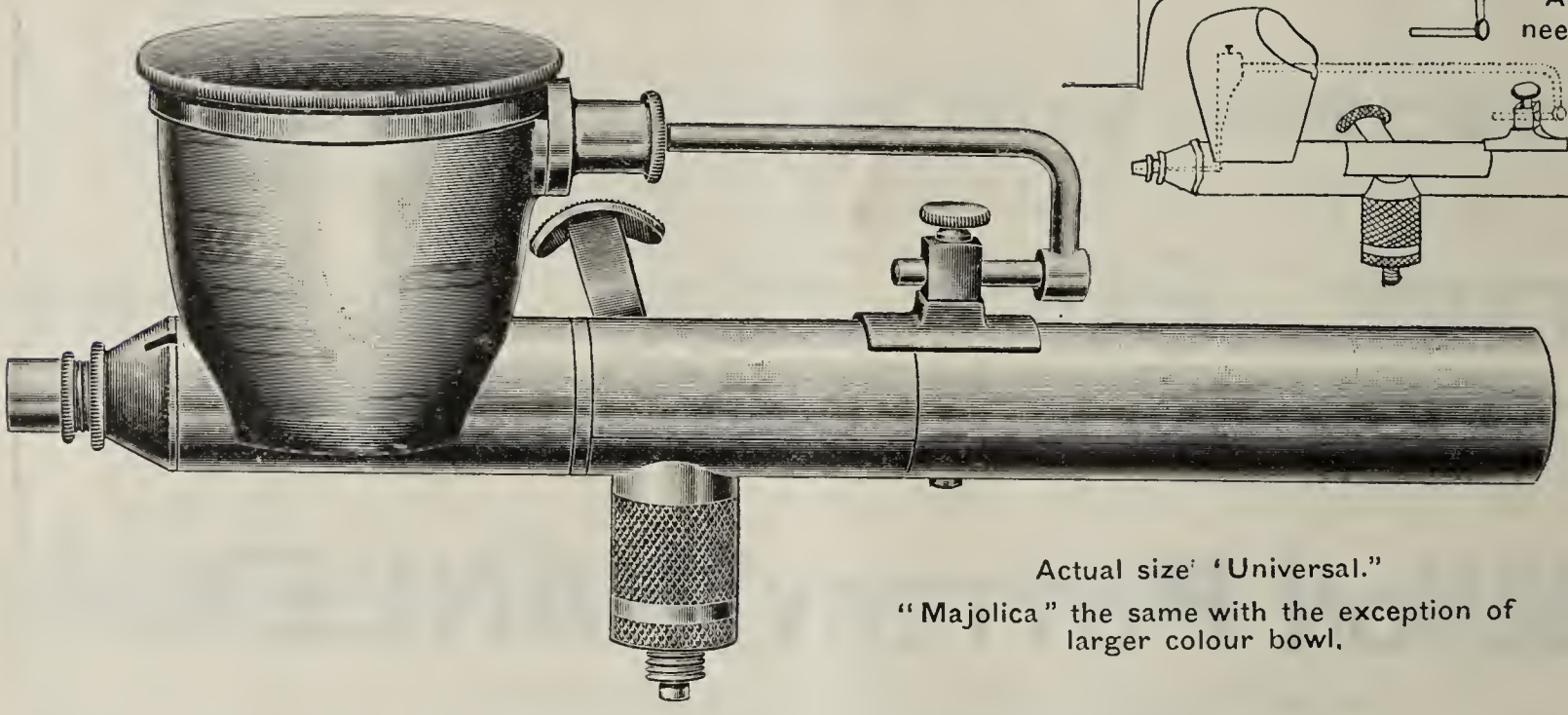
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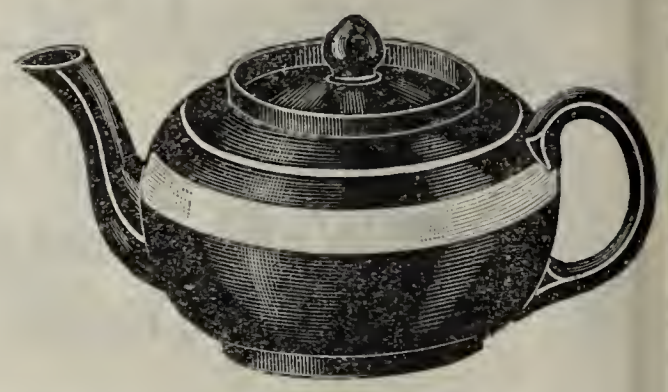
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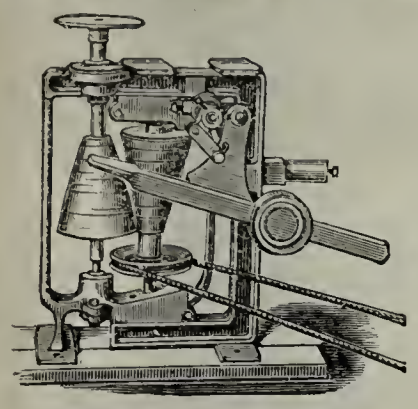
HILL & CO.,

LONGTON, STAFFS.

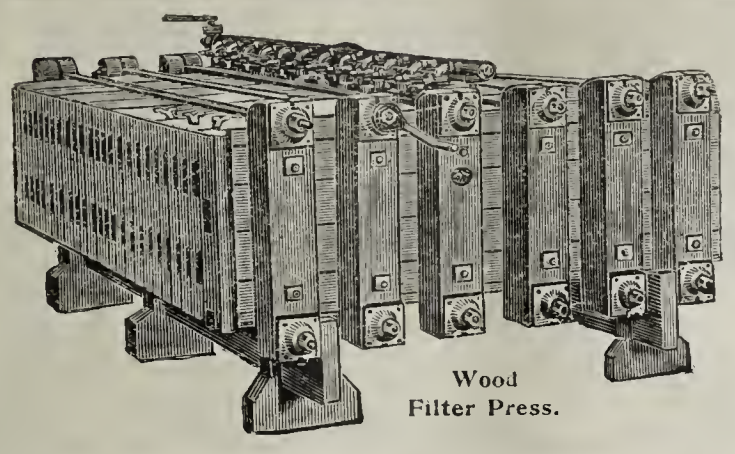
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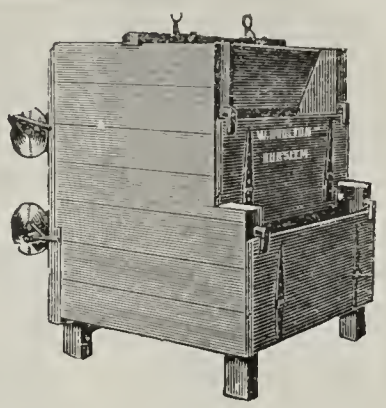
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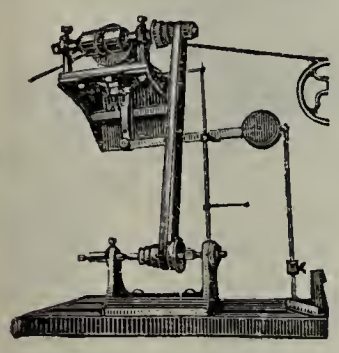
Small Throwing Wheel.



Wood Filter Press.



Type A 4 Lawn Sifter.



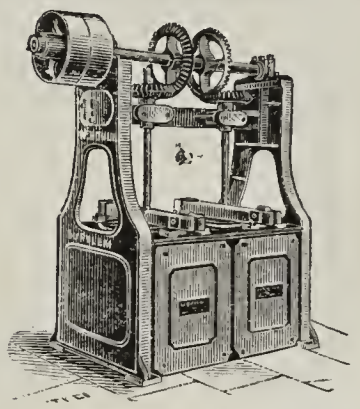
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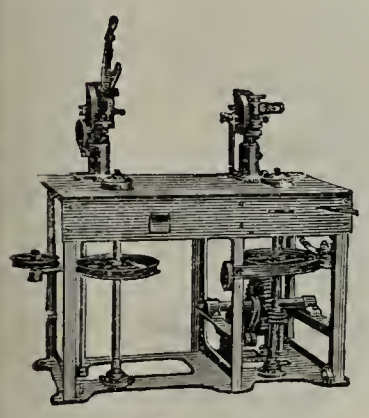
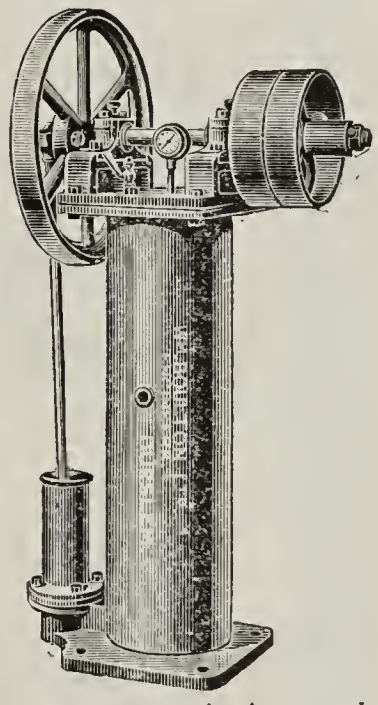
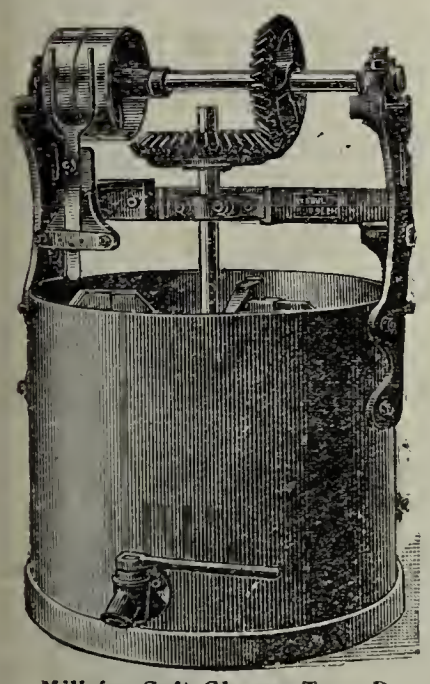


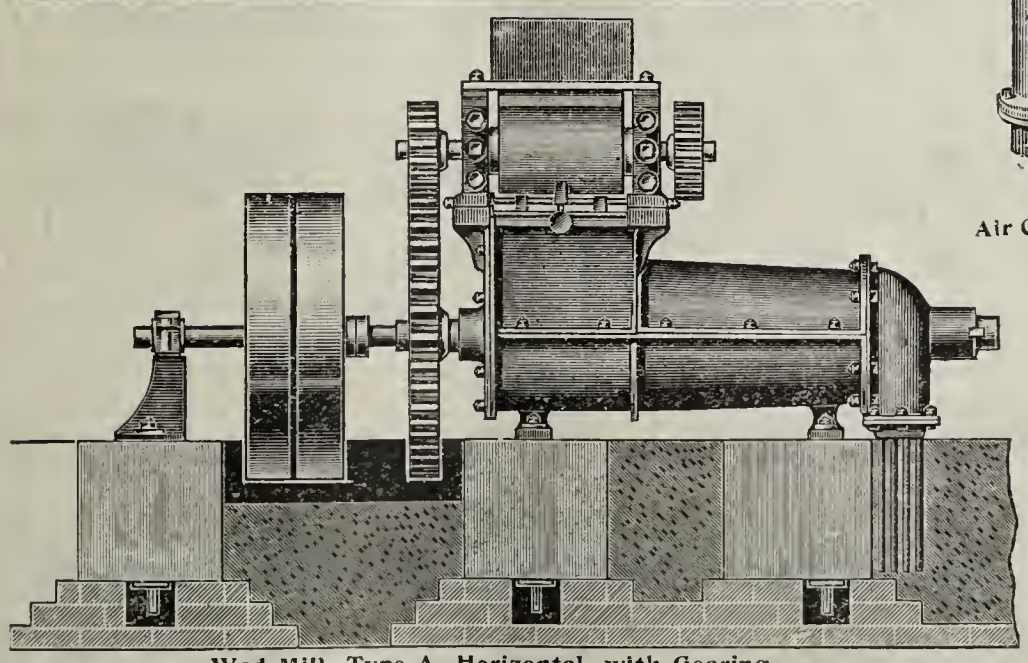
Plate-making Machine.



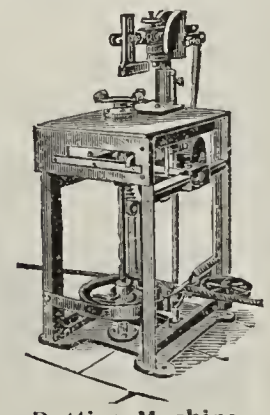
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Batting Machine No. 1 Size.

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THE POTTERY GAZETTE

DIARY AND TRADE DIRECTORY

For 1908

IS NOW IN PREPARATION,

and in order that copies of this Diary may reach subscribers in Australia, New Zealand, South America, and other distant parts well before the end of the year, it will finally

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ON

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Editorial Notes.

THE AUSTRALIAN TARIFF.

THE revised Australian Tariff was presented to, and approved by, the Australian Parliament on the 8th of last month. The report of it is accompanied by the statement that it gives an "estimated 44 per cent. preference in favour of British trade." Whether this is strictly correct or not we have not yet investigated, but there is poor comfort for our own trades, as will be seen from the table of duties we give elsewhere. Looked at from a national standpoint, if it can be shown that on goods we are sending to the Commonwealth there is an advantage of 44 per cent. all round in favour of British manufacturers over their foreign competitors, we suppose we must, on the whole, be grateful. Gratitude, however, is not our feeling on finding that the preference means that manufacturers of pottery and glass are called upon to pay a higher duty than hitherto. We are not entitled to question the right of the Australians to protect their own industries by taxing imports of such goods as they can make, but we do regret that they have not given a decided preference to British pottery. The duty on earthenware, brownware and stoneware used to be 20 per cent. on all imports. Now the duty is 30 per cent. on British imports and 35 per cent. on foreign. Apparently it represents an advantage of 5 per cent. for our manufacturers, but in practice it means that we are charged 30 per cent. duty instead of 20 per cent. It is true the foreigner is charged 35 per cent., but as the Commonwealth imports but little earthenware other than British, there is no preference for us to enjoy. It is true that while the duty on British china is increased from 20 per cent. to 25 per cent., the duty on foreign is increased to 35 per cent. The same figures apply to table-glass ware. In china and glass, therefore, we have a preference of 10 per cent. over the foreign. Whether this early determination on the part of the Commonwealth to protect their own manufacture without regard to British interests will revive negotiations for reciprocity remains to be seen. The Sydney correspondent of "The Times" ascribes this determination of the Federal Government to consider Australian interests only, to the refusal of the British Government to give even a preference on imports which were already dutiable. The situation is a serious one, and demands, and no doubt will receive, the earnest consideration of manufacturerers' associations, Chambers of Commerce, and, above all, of His Majesty's Ministers.

THE IMPORTANCE OF EXPORT TRADE.

FOR many months past the export trade has been the mainstay of a large section of the British pottery producers. During the long period of depression which has now, we hope, come to a close, works were kept going on shipping orders while the home trade was almost a negligible quantity. Even now that better conditions prevail in the home market, thanks to the increased spending power of the general public and to the energy and adaptability of those manufacturers who have set to work to meet their Continental competitors along their own lines, the foreign, and especially the colonial, trade still affords one of the best openings for the productions of our potters.

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These facts fully justify the attitude of THE POTTERY GAZETTE towards the great oversea markets. Year by year, and month by month, we have spared no pains in introducing them to manufacturers and manufacturers to them. We consider the results fully justify the position we have taken up, and we shall use our best endeavours to maintain it. To keep in touch with foreign markets our representatives travel in all directions. Last year Canada and the United States, Egypt, and some of the chief cities of France were personally visited; the year before, Belgium, Canada, and the United States; this year France, Japan, China, and Egypt are receiving attention; and we intend to pursue this policy as vigorously in the future. This shipping issue of THE POTTERY GAZETTE goes as an ambassador of the trade to far-off countries. By the personal visits referred to the comprehensive lists of pottery buyers are checked and revised, and new subscriptions are booked, while others are sent in by our representatives abroad. Thus THE POTTERY GAZETTE is seen regularly by many prospective customers who could otherwise hardly be reached by British manufacturers. While continuing to insist on the importance of the export pottery trade, the publishers will also continue to further it by every means in their power.

OUR HARASSED INDUSTRIES.

SURELY there is no industry in the Kingdom whose manufacturers are so harassed by authorised and unauthorised interference in the conduct of their business as that of pottery manufacture. Our manufacturers are amongst the most law-abiding. They have protested against proposed legislation that they considered would be unjust to them, and their protests have been successful. But when once Parliament has passed an Act, or the Home Office has issued special rules affecting their procedure, pottery manufacturers always conform to them as closely as possible, although they may consider they are harshly dealt with. They are subject, as other manufacturers are, to the countless regulations under the Factory and Workshops Acts, and also to a number of special rules affecting their operations in particular. But worse than this, our manufacturers are constantly harassed by the meddling interference of unauthorised and irresponsible people. For months past we have drawn attention to the misstatements published by certain (no doubt well-intentioned, but none the less imperfectly informed) enthusiasts, and a reprint of some correspondence on the subject will be found on another page. Since that correspondence took place, two members of the House of Commons have been induced to ask "questions in Parliament" on the eternal subject of lead poisoning. The only possible effect of questions asked in this irregular way, is to frighten people as to the state of affairs in the Potteries, and to harass manufacturers. We should like to ask what connection Mr. F. W. Verney, the member for Buckingham, Mr. Percy Alden, the member for Tottenham, or the constituents of either of them, have with the pottery trade, to entitle them to ask questions on a matter of which they have no practical knowledge, but which has received the constant and careful attention of the Home Secretary in successive administrations? It was impertinent (even if it was the prescribed form) for a member like Mr. Alden to ask the Home Secretary "if he was aware of the number of cases of lead poisoning in the china and earthenware trades in July." Of course, Mr. Gladstone was aware of it. He was also able to tell the inquisitive member something of which he evidently was not aware; namely, that the total number of cases for the first seven months of this year was 18 less than the total number for the same period last year. We hope Mr. Alden, and the ladies who have doubtless instructed him, will accept the statement of the responsible Minister of the Crown, who said, "The whole question of lead poisoning, both in the potteries and in other trades, is under my consideration." The Home Secretary described the question by Mr. Verney as "a very large one." He would have been more correct had he said it was "a very foolish one."

MOTOR CARRIAGE.

ALTHOUGH less has been heard of the new method of carrying goods by motor van than might have been expected during the past two years, yet some progress is being made in this direction, and relief from the monopoly of the railway companies may not be so far off as was once feared. Probably one of the initial difficulties in the way of the inauguration of any large scheme of motor goods traffic is the enormous congestion of all the factories engaged in motor manufacture. Undoubtedly the demand from private individuals for cars will have first to be satisfied. The man who buys a car is generally fairly well off and can afford to pay an extravagant price for his amusement, and hence the possible profit in motor car manufacture is greater than can be expected from motor wagons. In the latter case some sort of economy in the costs of manufacture must be found or the "rolling stock" will run into too much capital, and any scheme for the transit of goods will be wrecked by initial expenditure. But so soon as the wealthy classes are fairly well provided with their cars and competition for orders becomes keener, manufacturers will be able to turn their attention to the commercial possibilities of the motor industry, and then motor wagons will no doubt be obtainable on more reasonable terms. It is probable that some of the troubles with the motor omnibus companies have arisen from the fact that too much has been paid for the vehicles. In the end there is little doubt that mechanical traction for omnibuses must come, and the same may be said for all heavy traffic. The question is, how soon may this be brought about, and what steps can traders take to hasten on that happy time when the railway companies of Great Britain will be face to face with a competent competitor. That the traffic can be made to pay, given intelligent organisation and rolling stock of moderate cost, is perfectly certain. The traders of this country are so accustomed to exorbitant charges for their traffic, especially in the case of "smalls," that they will not be slow to support a rival concern so soon as it begins to cater for their custom. But would it not be possible to accelerate matters if the business men in our industrial towns combined to form for each town its motor transit company? We have seen the result of allowing the traffic of the kingdom to fall into private hands, and to be worked with a sole view to dividends, and without any regard for industrial needs or the interests of localities, and our lesson has been a very severe one. Possibly monopoly will again rear its ugly head, even after certain motor traffic companies have been formed, unless the shareholding interest is largely allied to the trading interest of the country; or, again, the railway companies may make a supreme effort to get control of the new schemes, as they obtained control over the canal traffic, and thus again avoid competition. The railway interest is so strong, both in Parliament and in the country at large, that it will not be an easy thing to break it down; and traders may be certain that no stone will be left unturned to frustrate any scheme which has for its object the relief of British commerce from the domination of the carrier. We do not say that the time is yet come when satisfac



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tory motor wagons may be obtained at a minimum cost; but it is probable that such a time is not far off, and we hope that, at any rate, the pottery and glass industries of the country will be ready to take advantage of it when it does arrive.

CHRISTMAS ORDERS.

IN the interests of their own trade, as well as in the interests of manufacturers, we once more urge upon retail dealers the importance of placing Christmas orders in good time. Those dealers and buyers who have had the advantage of a training, or even a short experience, at the works are well aware of this. Our object now is to impress it upon those who have not had such experience. Earthenware plates and china saucers are not like wooden bowls—cut out of the solid, and ready for delivery as soon as cut. Pottery manufacture is a long process which should never be, and, in some stages, cannot possibly be, hurried. At this season most manufacturers have stocks of their current shapes and decorations, but when sets are ordered of a pattern which is now seldom called for, or of one which happens to be popular and in great demand, it is possible that some of the pieces may have to be made. Dealers must be considerate under such circumstances, and give manufacturers reasonable time. We are not speaking of matchings; dealers should never promise customers that they will supply a matching in a given time. We are referring to stock orders. Goods intended for Christmas trade should be ordered by the middle of September if possible, and never after the end of that month, except in cases of emergency. In the latter event the dealer must not blame the maker if the order cannot be executed in time. If a man wants to become a successful dealer he must study the art of buying as well as that of selling. Either an apprenticeship, or an early training with an experienced dealer is the best way of obtaining a thorough acquaintance with the mysteries (and there are many) associated with the profitable buying and selling of glass and pottery. A shrewd, sharp tradesman who has not been trained to the business may acquire a good insight into it from intercourse with those who have, provided he is not above learning. But the idea that a general business knowledge is sufficient in any retail trade is a mistake. A knowledge of details is essential to success, and the earlier it is acquired the better. One detail is—always give manufacturers time to execute your orders. Give effect to your knowledge of this in time for the Christmas trade this year.

Canadian Imports of earthenware, china and granite ware during the year ending March 31, 1907 were as follows:—From Great Britain, $1,160,683 (a steady increase); United States $269,986 (below 1906 but above 1905); Germany $211,803 (above 1906, but below 1905). Other countries, $276,554 (a marked increase). On the whole, British manufacturers are to be congratulated on these figures, but the shares of rival countries are still large enough to be worth reducing where possible. Our potters' attention to this market should therefore be increased rather than relaxed.

China or china.—Several papers, in publishing recently the particulars of the will of Sir Thomas Hanbury, K.C.V.O., F.L.S., of Palazzo Orengo, La Mortola, Ventimiglia, Italy, described him as the founder of the firm of Hanbury & Co., china merchants, of Shanghai and London. As the deceased left estate of the gross value of £788,221 1s. 8d., some readers were greatly puzzled, as it was not thought possible that so large a fortune could have been amassed in the china trade. When it was discovered, however, by comparison with other papers, that "china" was a misprint for "China" the mystery was solved.

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

THE CHINA AND GLASS TRADES IN GERMANY.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I send herewith a translation of an article concerning the German china and glass trades, which I feel sure will be read with interest by all manufacturers and dealers in this country. It is with regret that we must confess that in this country the china and glass trades are not in the same healthy condition that they appear to be in the German Empire. There we learn that competition among manufacturers is not so much a matter of price as of quality, whereas in this country, owing to the craving for cheapness on the part of the public, manufacturers and dealers seek to lower the quality of the articles they offer for sale in order to find buyers. It is to be deplored that the manufacturers and dealers in this country do not imitate their German confrères, and endeavour to raise the tone of the glass and china industry by seeking to tempt the public to buy on account of the quality of their goods and the beauty of their models and decorations, instead of only making efforts to be cheap, which means tempting the public to buy rubbish. We read also that those firms who produce novelties were especially successful; I wish we could say the same was the case here. Our home buyers are, I fear, too conservative, for we hear so often complaints from manufacturers that they have great difficulty in introducing novelties, as their customers are always chary of departing from the old models and decorations. The article is as follows:—

"The remarkable development of German commerce and industry that has taken place since the seventies reached its culminating point this year, and it is especially remarkable in the glass and china industry. Most of the factories are not able to cope with the enormous influx of orders, and although many of the works have been enlarged, the time taken in the delivery of the orders is nearly always a protracted one. It is not owing to the extensive export orders only that this remarkable flow of business is to be attributed, but to the home trade in the German Empire. The retail business throughout that country is most satisfactory from every point of view. Those firms that make a speciality of showing novelties are especially successful in securing business. Whatever branch of the trade we examine we find the same tale of success. Let us take as example cut glass articles. In spite of the great advance in the price of this class of goods orders are on such a scale that the manufacturers cannot cope with them. The same thing applies to the fine crystal goods. The German factories are not able to supply enough of these goods, and large quantities are being imported from France, Belgium, Bohemia, Hungary, England, and America. A noteworthy point is that the public buy even the most expensive goods without any regard to the price if they are made of fine materials and are artistically cut. As evidence of the better taste of the German public, due to their increased spending capacity, the cheaper grades of coloured and decorated glassware had a diminished sale last year, and the importation of the highly coloured Bohemian glass goods was much reduced. The position of the German china works is even more satisfactory. The formation of the 'Association for the Betterment of the China Industry,' to which most of the works belong, has borne good fruit, as it has stopped the cutting of prices and lowering of the quality. Competition among manu-

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acturers in Germany is not now so much a question of rice as of quality. Every manufacturer strives to increase is trade by the excellence of his ware and the beauty of is models and decorations, and not by an insane cutting of rices.''

Hoping you will be able to find room for this long quotaion, I remain, Yours, &c.,

August 22. A London Agent.

WHY NOT LEADLESS GLAZE?

TO THE EDITORS OF ''THE POTTERY GAZETTE.''

Sirs,—Among the newspaper cuttings on the eternal lead uestion that have come to hand this last fortnight I have een glad to see the letters you have written to ''Public pinion,'' &c. These must do good, and from your position ill doubtless carry more weight than if they were written y a manufacturer. There is clearly an attempt being ade to revive the question of leadless glaze. I suppose in iew of the fact that the existing special rules for china and arthenware factories are to be revised, the compensation ules drawn up by Lord James of Hereford having been perseded by the new Workmen's Compensation Act.

I trust you will continue putting in a word for the trade henever you can get a chance, and I am sure the trade ill recognise the efforts you have always made for justice ll round.—Yours, &c., William Burton.

Clifton Junction, Manchester, August 4, 1907.

TRADE SHOW DAYS.

TO THE EDITORS OF ''THE POTTERY GAZETTE.''

Sirs,—In the August number of The Pottery Gazette, ou have a letter re above. I congratulate the agent upon is retirement, but beg to remind him, and your readers, at trade is quite different to-day from the time he cites: de the now important surburban districts whose houses, the country folk, close on either Wednesday or Thursday r half a day.

If the Pottery Gazette asked the opinions of all the ade, I am quite sure Wednesday and Thursday would future be the show days to the mutual convenience of uyers and agents,—Yours, &c.,

13, Charterhouse-street, John Porter.
London, E.C., August 1, 1907.

[Our correspondent says ''if The Pottery Gazette ked the opinion of all the trade, Wednesday and Thursday ould be the show days.'' He overlooks the fact that e have, two or three times, asked members of the trade send us their opinions on post cards, but we have had tle response. We are sure that Wednesday and Thursday trade show days would meet the ''greatest convenience the greatest number.'' What have dealers in town and untry to say on the subject?—Eds., P.G.]

CARELESS UNPACKING.

TO THE EDITORS OF ''THE POTTERY GAZETTE.''

Sirs,—As illustrating the liability of small articles being erlooked in unpacking, the following two communications, both received to-day from a customer, may be nsidered of some interest:—

(1) ''Sir,—I find in unpacking the dinner set, the avy ladle missing. I have very carefully looked out all e straw, but it is not there. No doubt you forgot to put in. Will you please send it on?—Yours truly, S— B—.''

(2) ''Sir,—I hasten to tell you we have found the ladle. ter having so earefully looked amongst the straw, we rnt it, and found the ladle in the ashes. It was quite and but a little dark, having been burnt in. . . . Yours, &c., S—. B—.''—I am, Sirs, yours, &c.,

100, Fore-street, Devonport. H. G. Cole.
August 20, 1907.

THREE TRADE WORTHIES.

TO THE EDITORS OF ''THE POTTERY GAZETTE.''

Sirs,—We note in your Gazette of August 1 an article entitled ''Three Trade Worthies,'' by one who knew them all. Will you kindly allow us to say etched and cameo glass work was made by the late Mr. Benjamin Richardson, our late senior partner, many years before any copy of the Portland vase was made in glass, and we have in our possession the only sound copy in glass of the original glass vase now in the British Museum. It was made during the life of our late senior partner, and exhibited at the Paris Exhibition, 1878, for which the firm was awarded a medal. He had many other vases etched and sculptured by a celebrated French cameo engraver. The late Mr. Philip Pargeter and the late Mr. John Northwood were nephews of the late Mr. Benjamin Richardson. He initiated both of them into the glass trade, and they were in his employment many years. The late Mr. Thomas Webb, of Dennis Glass Works, was many years partner with the late Mr. Benjamin Richardson at these works before he founded the firm of Thomas Webb & Sons, and the Mr. Wilkes Webb, so eminent in the glass trade, was one of the late Mr. Thomas Webb's sons.—Yours faithfully,

Henry G. Richardson & Sons.

Wordsley Glass Works, Stourbridge, August 16, 1907.

[We remember the intimate association of Mr. Benjamin Richardson with Mr. Pargeter and Mr. Northwood. In an appreciate reference to the late Mr. Richardson, occupying three columns of our issue of April, 1897, we specifically mentioned his influence on both these and others who have become famous in the glass industry. The article in our August issue was limited to ''Three Trade Worthies.'' To have referred to Mr. Richardson in it would have extended its scope to a fourth.—Eds., P.G.]

ANSWERS TO CORRESPONDENTS.

T. R. & Co.—We are sorry we cannot trace the owners of the trade mark of which you send a sketch.

A. P.—We have sent you the name and address of a maker of model ships, with hulls, masts, spars and rigging all in glass.

W. K.—The Franco-British Exhibition will be held at Shepherd's Bush next year. The offices are at 19, Buckingham-street, Strand, London, W.C.

H. S. C.—We do not know a maker of the exact shape you send sketch of, but we send you the name of a manufacturer who can supply something very like it.

H. L., Junr.—There is nothing humiliating in apprenticeship. Some of our most successful dealers ''served their time,'' and some others we know of, regret that they did not.

N. L.—The company being registered under the Limited Liability Act, you can obtain a copy of the names and addresses of directors and shareholders on application to the Registrar of joint stock companies, Somerset House, Strand, W.C.

M., Hampshire.—The United States duties on earthenware and china are:—Common yellow and brown earthenware, not decorated or ornamented, 25 per cent. ad val.; Rockingham ware, undecorated, 40 per cent. ad val.; decorated, 60 per cent. ad val.; earthenware, including clock cases with or without movements, plaques, ornaments, toys, charms, vases and statuettes, plain white, not ornamented or decorated in any manner, 55 per cent. ad val.; ditto, painted, tinted, enamelled, printed, or otherwise decorated, 60 per cent. ad val.

CORRESPONDENT'S INQUIRY.

K. asks for makers of German china ware. ''Three Crowns'' brand marked with three crowns in a ring and the words ''Three Crowns China, Germany.''

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

The Bovey Pottery Company, Ltd., Bovey Tracey, Devon, are manufacturers of general earthenware who make specialities of dinner ware and toilet ware. Mr. Frank Findlay represents them in London, and he has samples of all their principal productions at his large showrooms, Buchanan-buildings, 24, Holborn, and Fetter-lane, E.C. The company offer plenty of variety both in shapes and decorations, and are constantly adding to their samples, so that they are always up to date with styles that are in vogue. Pottery manufacturers, like all other producers, introduce forms and styles of their own, and very often these become popular and have a long run. But concurrently with these goods must be produced in accordance with the prevailing taste. Sometimes this is of a very decided character; and then certain classes of the public will not look at anything not in accordance with it. The "æsthetic" fever, and, later, the "new art" craze, are cases illustrating this. The erratic ornamentations that were produced so profusely a short time ago all came under the description of "new art." Most of them have gone, but they have left an impression on the public taste, and now that some restraint is exercised in the lines and curves, the "new art" patterns of to-day are neat and pleasing instead of being bold and aggressive. The company are showing several novelties in toilet ware that should prove good selling lines. The "City" shape is shown in the ewer and basin on the left of the group illustrated. The ewer is a really good model—graceful and well proportioned, and it has a useful round deep basin. It is a plain shape, and is thus available for an endless variety of decorations. The pieces shown are ornamented with flower sprays, and are slightly shaded from the edges. The same shape is shown in many decorations at the London rooms. The other ewer and basin are in the "Italian" shape; the ewer is a bold one of full capacity, and it has a deep round basin with serrated edge and decorations inside and out. The pattern shown in the illustration is a neat floral one—violets in panels—but there are many others applied to the same shape. Several toilet services are shown in self colours, on plain shapes especially produced for this class of ornamentation. There are some old English styles among them. From a number of very good dinner shapes we have illustrated a vegetable dish and dinner plate of the "Hanover." It has a deep oval cover-dish, and the pattern is a pretty conventional one in flow canton and other colours. The company make a large number of jugs in many shapes and decorations—the latter including some pretty flowers in groups. The samples of miscellaneous table ware include fruit trays and dishes, biscuit boxes, cheese stands and covers, and other useful pieces.

E. Hughes & Co., Opal China Works, Fenton, have recently sent a great number of new patterns to their London representative, Mr. J. H. Service, 19, Charterhouse-street, E.C. Mr. Service always makes a good display with the firm's samples, but he has a better one than usual just at present. The firm are manufacturers of tea and breakfast china and general household china in leadless glaze ware. The special lines are the "Opalart" series and the "Fenton China" arms ware. Both these are shown in strong force at the London rooms. The company are showing pleasing specimens of new freehand decorations to tea ware and to all table ware generally. The decorations include iris, carnation, clematis, mistletoe, and several other flowers beautifully executed in an artistic manner. The difference between these hand-work productions and printed patterns is very wide indeed. The freedom of the designs will commend itself to all who appreciate meritorious work. A very choice decoration is a reproduction of an Australian red flower, something like our drooping bluebell. Another very pretty decoration in this freehand series is the "Fleur-de-lis"—a charming ornamentation exceedingly effective when applied to china ware en suite. Each of these pretty patterns is applied to all table ware. Milk sets and afternoon tea sets on trays are supplied in any of the decorations of the "Opalart" series. One of their most popular tea patterns is also one of the oldest, and yet it is selling well; this is their "Blue Dragon" decoration. Mr. Service is showing the firm's new decorations on fancy teapots, jugs, &c. The firm are noted for their badge ware for hotels, restaurants, clubs, &c. A full line of samples of these is on show. Their arms ware on their opal china is a well-known stock line. They can supply the arms of any city, town, county, or college, in rich colours on their famous white china. They make pretty afternoon tea sets, coffee sets, milk tumblers, &c., all tastefully decorated. The new patterns have been specially and exclusively designed for them. Everything the firm makes is at popular prices, while the quality is maintained. A china egg-stand with four cups is decorated to match any tea service.



[*Photo. by "The Pottery Gazette."*

THE BOVEY POTTERY COMPANY, LIMITED.

Lovatt & Lovatt, The Pottery, Langley Mill, near Nottingham, have a large selection of samples of their goods on show at the rooms of their London agents, J. Lockett & Sons, 55, Hatton-garden. "Langley Ware," the name by which all the productions of the firm are known, is glazed absolutely without lead. The company have, in late years, been considerably increasing their ornamental pieces and artistic decorations. In ornamentations they have made great strides, and, we may add, great improvements at the same time. This is particularly noticeable in some noble-looking pedestals and pots and art vases. They have developed the production of pedestals and pots in Langley ware until they have now some very high-class ornamentations on good forms. We give an illustration of a group of vases and flower pots, with a pedestal and pot in the centre, which conveys a good idea of styles of ornamentation introduced. The incised work, in conventional designs, is well exeeuted, and leaves a very pleasing result. The firm are also showing some good slip decorations, a good example of which is shown to the right of the pedestal pot. Specimens of threaded work are shown—coloured thread on light ground. This ornamentation is specially suitable for vases, pedestals, flower pots, &c. The new Royal Blue is one of the firm's special colour arrangements. Teapots, coffee-pots, &c., are shown in this new blue and gilt with mat ground. "Langley" fireproof ware is shown, green and gilt, in a great variety of shapes. A window full of this green and gilt would make an attractive window display for the winter or Christmas time. The firm are bringing their foot warmers to the front, in readiness for the winter season (some people have hardly put their old ones away yet). Lovatt & Lovatt enjoy a high reputation for these goods—which are fitted with patent screw stoppers. These warmers have great heat-retaining properties. They are made perfeetly smooth, so that they easily slip in and out of the covering bags. Saucepans, pie dishes, bakers, stewpans, &c., are supplied in "Langley" fireproof ware.



[*Photo. by "The Pottery Gazette."*

LOVATT & LOVATT: LANGLEY WARE.

Blair & Co., china manufacturers, Longton, have their London showrooms at 55, Hatton-garden, and Lockett & Sons are their sole agents for London and the South of England. There is a full line of Blair's china to be seen at the London showrooms, which are always open. Blair's china is becoming very widely known, and that it may be readily recognised all the firm's manufactures now bear the mark "Blair's China, England." The firm make tea and breakfast ware for home and export trade. The samples of tea ware shown at the London rooms are very numerous, and bear witness to the versatility and enterprise of the firm. They make a number of special lines, among them a mazarine blue and gold decoration. This is a good stoek pattern, always saleable, easily matched. Amongst several new patterns is the "New Venetian" tea and breakfast shape. This is a good plain, bell-shaped cup, and is supplied in many enamelled and printed patterns. The firm have recently sent out a new list of patterns. Customers who have received the list are invited to call at the London showroom and inspect the originals. The firm have a speeial line whieh they call the "Empress" white fluted ware. The flutes are broader than usual, and the "Empress" makes a good and inexpensive stock line.

Joseph Lockett & Sons, 55, Hatton-garden, London, in addition to representing various manufacturers, are showing at their rooms samples of a number of special lines which they eontrol and can supply on reasonable terms. They have many cheap lines in toilets, jugs, teapots, trinket sets, flower pots, &c.; dealers who handle middle-class and cheaper goods are invited to eall and see Lockett & Sons'. The firm have always in hand a number of crates of good selling lines which they are offering. They have some good lines in toilet ware, the shapes and patterns of which they eontrol exclusively. They represent first-class houses for general earthenware and china. Dealers who wish to concentrate their orders will be able to purehase most of their requirements through Lockett & Sons.

LIBRARY U. OF L. INDIANA-GRE...

Sanderson & Young, 21, Red Lion-square, and 11 and 12, Princeton-street, London, W.C., are manufacturers' agents and wholesale importers and distributors of all kinds of pottery and glass for use and ornament. They are importers in the very strictest sense of the term, since they not only buy from foreign manufaeturers, but visit the works themselves periodically and select the goods on the spot. In many cases they order special lines, which are made for them and for them only. One of the principals is nearly always on the Continent looking out for anything new. This accounts for the fact that every ycar they show some interesting novelties. It sometimes happens that their purchases are good as novelties, but do not bring rcpeat orders. Their popularity soon wanes, and then other goods are found to take their place. Some lines, of course, come to stay a fairly good length of time. This is especially true of useful articles. In fancy goods it is an advantage rather than otherwise that their life is sometimes ephemeral—it gives opportunity for that succession of novelites which is now essential. Amongst a large number of new lines the firm are showing two at least that seem destined to have a run of popularity. The "Zuyder Zee" series has Dutch scenes and figures painted on china. Therc is another series, "Early Vietorian Ware" which consists of pretty china figures. A range of cups, jugs, stands, &c., in Vienna china, is brightly decorated with views on marone ground. Sanderson & Young are agents for Ryland's fruit-preserving jars. These are fitted with patent screw lids which do not require tying down, and being airtight keep the fruit fresh. A diploma of merit was awarded for these jars at the Travel Exhibition, held at Westminster. The firm are showing a very pretty line in "Latania Glass," in bowls and vases, with spun threads. The green tinted threads on flint body form a happy combination. Sanderson & Young are London agents for Mr. Hermann Müller, Bohemian glass manufaeturer, and have a very large selection of his samples on show. The newest samples include tall vases, spiral flute, with lustre effects. They are also agents for Biltons, Ltd. Rockingham jet and Samian manufacturers, of Stoke-on-Trent, and have samples of their wares always on show.

George Procter & Co., High-street, Longton, are represented in London by Sanderson & Young, 21, Red Lion-square, W.C., where a large assortment of their samples can always be seen. Some novelties have recently been received from the works, so that the latest productions are on show in London. Procter & Co. are manufacturers of china tea and breakfast ware, seaside view ware, and present ware in great variety. Thcy make a speciality of badged ware for schools, restaurants, hotels, &c., and also of ivory heraldic ware of superior quality. They have a number of special lines of useful ware for the Colonial markets. The samples include a full range of "Queen White" china.



[*Photo. by "The Pottery Gazette."*

SANDERSON & YOUNG.

one is called "Lagoona Faïence." Vases of many different forms have raised ornamentations of birds, foliage, and fruit. These are treated variously in the matter of colour. We illustrate three vases in "Lagoona Faïence," in which the leaves and fruit are coloured naturally, and the birds are left white. These make very pleasing ornaments, and it will be seen from the illustration that the three vases shown are decorated specially as centre piece and two side pieces for the mantel. Other pieces in this faïence are well suited for sideboards, the dark ground harmonising with the dark furniture whieh is now in favour. A good effect in colour is secured by art green shaded to dark brown. The end pieces in the illustrations are shell vases finished with beautiful mother-of-pearl silvery brilliance, which is always admired. The changing purple and azure colours are very striking in this ware. There are very many other new lines which can only be named. It would take more space than we can spare to give anything live a detailed description of them. There is a pretty range of landscape ware—coloured rural scenes on useful table ware. The "Penguin and Stork" series are figure vases in light green and yellow. The

S. Bridgwood & Son, Anchor Pottery, Longton, have their London showrooms at 23, Bartlett's-buildings, Holborn, E.C., where they are represented by Mr. Stockton. The showroom has a good head light, and the samples are well arranged. They consist principally of toilet ware, dinner ware, and tea and breakfast ware, but all the usual domestic requisites in china and earthenware are shown. It is an advantage to dealers to be able to get earthenware and china from one house. There is not only the convenience of ordering them at the same time, but the greater convenience of having a mixed consignment when

occasion requires. The new samples of dinner ware include, several very pleasing productions. The "Cambridge" shape has a well-modelled oval vegetable dish, and is variously decorated. One pretty pattern has a neat chain border of square links. The same shape is shown in some high-class decorations. The samples of toilet ware include the "Portland" shape, with a tall ewer, with an up-to-date artistic ornamentation, in keeping with modern wall-paper patterns. The fashion is that bedroom fittings should harmonise with the decorations. The "Portland" shape has a good-sized round basin. The "Shannon" is another excellent toilet service, with neat festoon decoration. This is shown in several colours. The samples of china tea ware cover a wide range of decoration, from plain and inexpensive printed patterns up to rich enamel and gilt services. The floral decorations are well executed. Dessert services in various grades, coffee sets, afternoon tea sets, and a large collection of miscellaneous china furnish a useful variety for the general dealer.

Mr. Thomas Heath, of Albion Works, Longton, Staffs., is now manufacturing very showy lines in decorated earthenware jugs, vases, flower pots, cheese dishes, clock sets, and novelties, &c., and also numerous other lines which are very effective in style and decoration. Whilst making a speciality of decorated earthenware, he still continues to turn out a very large variety of goods in majolica. Mr. Heath also caters very extensively for the 6½d. bazaar trade, and has numerous lines suitable for this class of businesss. He has considerably enlarged his factory, which is now thoroughly equipped with modern machinery to enable him to meet the increasing demands of his customers.

A BUSINESS CENTENARY.

THE firm of F. & C. Osler, Limited, manufacturers of crystal glass and electric fittings, Birmingham and London, recently celebrated the centenary of the foundation of their business in a very agreeable manner. Mr. Henry Osler, the senior partner in the firm, entertained all the employees of the company at a garden party at his residence, Burcot Grange, Birmingham, in honour of the occasion. That the gathering was a happy one for both principals and employees goes without saying, and one result of it will be that the good feeling so long existing between them all will be stronger than ever. The success of Messrs. Osler is remarkable in the glass trade, which has suffered so many adversities and has seen so many failures. The glass trade has perhaps passed through more trying periods than any other of our national industries, and it says much for the soundness of the lines upon which this business of Messrs. Osler has been conducted, that it has progressed consistently from its inception a century ago. A hundred years is a long span in the history of a nation, how much longer then, proportionately in the life of a firm. In this case, there is something more remarkable still, since the period referred to is a hundred years in the history of one family.

Mr. Thomas Osler, the founder of the firm, was educated for a surgeon, but having met with an accident, he entered into the glass trade in 1807, a most critical time, seeing that all industries were then heavily taxed to meet the expenses of the war with France. The glass trade was almost crushed out by heavy protectionist and Inland Revenue duties, and manufacturers were watched as closely as distillers were. Mr. Thomas Osler commenced by making glass toys, then he made glass drops and spangles, and thus his business increased and he left a fairly prosperous concern to his successor. The business has been in the hands of the Osler family from its commencement, and members of the fourth generation are now on the directorate. (It is a private limited company.) Mr. Follett Osler who succeeded his father in 1831 was an energetic and resourceful business man of scientific attainments. He was joined by his brother Mr. Clarkson Osler, and under their able management the firm acquired a leading position in the trade, and obtained world-wide celebrity. Mr. Follett Osler personally designed many productions in glass which have become historical. The firm supplied two large candelabra of richly cut glass for Mahomet's tomb at Mecca. They were exhibited in London, and there attracted the attention of many notable persons, and amongst them the Prince Consort, at whose invitation Mr. Follett Osler produced the large and magnificent crystal fountain for the first great International Exhibition. He also designed a remarkably fine service of glass for use on the occasion of the opening of Aston Hall, Birmingham, by Queen Victoria in 1858. Her Majesty was so delighted with this unique service that she commissioned the firm to supply a similar one for presentation to the Princess Royal on her marriage with the Crown Prince of Germany. Mr. Follett Osler died in May, 1903, at the venerable age of 97. He was the inventor of some notable instruments, amongst them the anemometer and several electrical appliances. He had a son and daughter. His son, Mr. Henry Osler, is the senior partner in the present company. His daughter married the Rev. D. Dowson, and their son, Mr. A. O. Dowson is one of the present board of directors. The other directors are Mr. John Thomas Osler and Mr. Julian Osler, grandsons of Mr. Clarkson Osler. The firm has always been a progressive one, quick to discern the requirements of the times, and to adapt itself to the new conditions which have arisen with such rapidity in recent years. The company's works are at Birmingham, but their

OXFORD-STREET SHOW-ROOM

contains one of the finest displays of useful and ornamental glass to be met with in London or elsewhere. Nothing can surpass well-cut glass for effective permanent ornamentation, and Messrs. Oslers' display magnificent specimens of it for every useful and decorative purpose to which cut glass can be applied. It would have been appropriate if the celebration of the centenary of the firm could have been held in the company's magnificent central show-room at 100, Oxford-street. It is one of the finest of the many fine show-rooms in London. It was constructed according to the direction of Inigo Jones, and was expressly designed for the purpose to which it was originally and to which it has always been applied—the effective display of high-class glass ware. There are three of these lofty artistic galleries with arched roofs fitted with prismatic panes in panels. The panels are alternately coloured blue, ruby, and amber, and each pane has a brilliant-cut star centre. There is an external covering of ground glass so that when the sun's rays strike the premises vertically, the light can be easily subdued. These richly ornate galleries (it seems like desecration to call them "show-rooms") are in harmony with the artistic traditions of this century-old firm. Mr. H. Osler may well be proud to be the president of a company with such traditions, and his satisfaction must have been enhanced when he looked round him at that memorable centenary celebration, and saw, in addition to numbers of employees of all grades who had been for years associated with the firm, three members of the family, who were sharing the management with him, and who, like himself, were lineally descendant from the founder of their family and their business.

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LIBRARY OF THE PATENT OFFICE

THE FLINT GLASS TRADE IN THE MIDLANDS FORTY YEARS AGO.

(SPECIALLY CONTRIBUTED.)

A REPORT issued some forty odd years ago gives interesting particulars of the glass trade as then carried on in Birmingham, but it is to be feared that it scarcely applies to the present day. All the best glass in the English market, we are told, was manufactured in the Midlands, although a considerable portion of it, afterwards cut or engraved in the metropolis, passed for London made. "The process of pressing flint glass, or shaping it into form by means of a metal mould and plunger, which appears to be an American invention" was, says the writer, introduced into this country by Messrs. Richardson about 1832. Before long it was adopted at the works of Mr. Rice Harris, then one of the principal Birmingham flint-glass manufacturers, and for many years was carried on with remarkable success in the production of tumblers, dishes, &c., in imitation of cut-glass. The invention was novel. The material was of the same brilliant quality as cut glass, the appearance, to an ordinary eye, was the same, and the price was greatly lower." Reference is made to the fact that the production of pressed glass was taken up with satisfactory results at Newcastle-on-Tyne, and that the business waned at Birmingham, but the report adds, "Nor is the partial loss of this particular department to be regretted, either from an artistic or a manufacturing point of view. Fire-polish at best is an unsatisfactory substitute for the clear, even polish of the wheel, and the direct finish of the workman's hand is always preferable to the mechanical tameness and sameness of the moulded copy of a mould. As a question of trade, our great manufacturers in the long run will have no cause to complain of being forced into dealing in higher classed goods, in which this district need fear no competition but its own. . . .

Among the latter improvements introduced into the flint glass trade must be reckoned the application of steam to the processes of cutting, grinding, &c. It was first employed about twenty-five years ago by Mr. Benson, of Dudley, and Mr. Dovey, of Stourbridge. It is now universally adopted in the larger manufactories, but has effected no important modifications in the machinery for the various processes beyond supplying a new motive power. On the whole, the most important experiment lately attempted has been the application of Siemen's patent furnaces to the manufacture. Messrs. Lloyd & Summerfield were the first to make trial of these furnaces in their works at Spring Hill, in 1861. This example was followed in 1862 by Messrs. Chance at Spon-lane, for the manufacture of sheet and crown glass, and a little later by F. & C. Osler, The most striking improvement in the flint-glass trade during the last few years is to be found in its artistic development. This improvement, however, is perceptible throughout the manufacture, and is not confined to the Birmingham district. The principal features which have characterised it are the very general adoption of engraving instead of cutting as a method of ornamentation, the introduction of coloured glass in many instances, and the tendency to rely for effect rather on the beauty of form produced by the blower than on display of merely manipulative skill on the part of the decorator. Engraving on glass, though it has only become common of late years, is an art of considerable antiquity in the district, having been successfully prosecuted at Stourbridge as early as 1660, in the hands of a foreign artist named Schinner."

How evil are the times on which the local glass trade has fallen is forcibly brought home by this extract, which shows how prosperous the trade was in the sixties:—"The repeal of the glass duty in 1845 produced, for a time a considerable increase in the number of the smaller flint-glass houses, known in the trade by the name of cribs, but a decrease has since taken place, and the general tendency appears to be the concentration of the business in the hands of a few large manufacturers. In Birmingham, there are at the present time seventeen furnaces of the larger sort in active operation., the annual produce of which may be taken in round numbers at five million pounds weight of glass. At Stourbridge there are twelve furnaces, yielding about three million and a half. In 1688 there were twenty-eight houses in operation at Stourbridge and seventeen in the time of William III., but the amount of glass produced has not probably fluctuated so greatly as the number of furnaces. In all, the manufacture at both places afford direct employment for about 1,500 workpeople, of whom, 900 are employed in Birmingham alone." In closing this retrospect, it may be said that the number of glass-makers in Birmingham and Stourbridge is probably one-third of the total named above, and that the glass houses can be counted on the fingers of both hands.

BRITISH TRADE WITH AUSTRALIA.

A REPORT was issued on the 9th ult. upon the conditions and prospects of British trade in Australia, by the Advisory Committee on Commercial Intelligence of the Board of Trade. It is based upon information collected by Mr. R. J. Jeffray, who went to Australia in June, 1905, and visited the principal commercial centres on behalf of the committee. Mr. Jeffray was assisted in his inquiries by the various Chambers of Commerce, numerous commercial men, and by the officials of the Commonwealth and State Governments. The report states that the proportion of the Australian import trade which is in the hands of British firms has fallen from 71·3 per cent. in 1891-5 to 58·3 per cent. in 1901-5, whilst that of foreign countries has risen from 17·1 per cent. to 28·9 per cent. On these figures as a whole some criticisms will be made later, but it is desirable here to point out that in some respects the figures for the last quinquennial period are distinctly encouraging. The year 1901 witnessed the largest amount of imports on record, but then, owing to the drought, there came a sharp decline. Between 1901 and 1903 imports of British goods dropped from 25·2 to 19·8 million pounds, whilst on the other hand, foreign imports first sank from 12·4, to 11·4 millions, and then rose to nearly 13 millions. But a glance at the tables will show that more than the whole of this increase was due to the temporary necessity of importing food stuffs, notably from the United States and Argentina. There has always been a considerable amount of foreign goods imported, but in the early years they came through the medium of British merchants; until about ten years ago nearly all the foreign goods bought by British merchants for Australia came to London to be packed, and were then shipped from English ports. To a large extent British merchants still ship foreign goods to Australia, but they do so now mainly direct from Continental ports, and even if the goods come first to London they are generally on shipment for Australia, declared as "foreign." So long ago as 1896 the Victorian Department of Trade and Customs remarked that "It is a matter of common knowledge that by far the greater part of the foreign goods discharged at Victoria are received from British ports, and are entered in the statistical returns of the Colony as from Great Britain; the statistical returns do not pretend to show the country of origin, and the return of direct importations from each country does not give, even approximately, the trade in the produce of that country." On the other hand, it

is pointed out that not so many years ago it was not an infrequent occurrence for considerable quantities of British goods to be sent to Continental ports for shipment, on account of the lower freights obtainable, thus swelling the apparent imports into Australia from foreign countries ; but it is stated that in recent years very little has been done in this way, owing to the action of the Shipping Conference. In considering the general question of Australia's foreign trade the extent to which the Commonwealth is becoming able to satisfy its own requirements by means of its home productions must necessarily be taken into account.

From the section devoted to a survey of the various branches of trade we make the following extracts :—

China.—The great bulk of china imported into Australia is made in Germany, firstly, because it is very much lower in price than English china, and also because the designs and decorations are newer and more up-to-date. This is especially noticcable in the case of such articles as fancy cups and saucers, mugs, jugs, candlesticks, &c., and it is said that although the ordinary breakfast cups and saucers are inferior in quality to the English made, the importations of German-made china cups and saucers (since they are so much lower in price) are fully three times as large as those from England.

Earthenware, Semi-Porcelain, and Ironstone China. —In these lines the imports are nearly all only of British goods, and there is little, if any, competition from foreign made goods.

Glassware.—The great bulk of glassware imported into the Commonwealth is of Continental and American manufacture, the reason being the very great difference in price. American glassware, which is said to be of exceptionally good value, has come very largely on the market within the last few years. In this branch of trade, as in so many others, the Americans are constantly bringing out new ideas and designs.

In Plate and Window Glass there has been a considerable displacement of British by Continental manufactures within the past fifteen years. For some time these goods have been coming from Belgium and Germany in increasing quantities, and manufacturers in these countries have now a good hold upon the Australian market. The reasons for this development of the foreign trade are said to be found in the improved quality of the foreign manufactures, and also in the fact that Continental makers are able to quote lower prices for their goods than their British rivals are willing to accept. Belgian window glass, indeed, is sold in the Australian market at about 15 per cent. less than British sheet glass.

Conclusions.—From the general survey of the Australian import trade it is well nigh impossible to arrive at any definite conclusions as to the actual extent to which foreign manufacturers have improved their position in the Australian markets at the expense of their British rivals. The conclusion appears on the whole to be that British traders have deliberately chosen to restrict themselves to a small number of great main lines of production for the Australian market, and to leave the field offered by the miscellaneous wants of a large community open to their foreign competitors. The demand for cheap goods is also one with which hitherto they have to a large extent been reluctant to comply. This policy may be a short-sighted one and the British manufacturers may have been mistaken in their view of their own interests ; but in face of the evidence there can be little doubt as to the fact of a deliberate choice. There is a consensus of opinion that in most of the smaller lines, though, of course, not in absolutely all, British manufacturers could have gained or secured most of the trade had they chosen to make the effort, by regard to small details, attention to the peculiarities of the Australian demand, more vigorous local representation, and greater adaptability.

Another conclusion which emerges is the widesprea belief that something should be done to deal with th problem of freights, and to put British and foreign importe to Australia on a more equal footing than is the case a present. Beyond the desire to break down what is widel believed to be a harmful shipping ring, no practical sugges tions for the improvement of transport conditions hav been put forward, and it is not within the province of thi report to make any suggestions upon the subject, beyon pointing out that it is one which appears to call for carefu consideration.

Finally, there is one definite proposal which has fre quently been urged, and that is the desirability of providin some means whereby a constant stream of information a to the commercial and industrial conditions of Australi and the needs of its markets (in general and in detail) ma be made readily available for British manufacturers Emphasis is laid upon the services which German an American Consuls have rendered in this way to the mer chants and manufacturers of their respective countries, an it is urged the appointment in Australia of a number o competent commercial correspondents of the Board o Trade, together with occasional visits of special commis sioners, could be of substantial service to British interests It is satisfactory to know that already steps are being take in this direction, and that proposals were laid before th Colonial Conference with a view to the organisation of system of Imperial commercial representation, which wi undoubtedly help to meet a widespread desire.

The New Australian Tariff.

After making his Budget Statement in the Federa House of Representatives on August 8, Sir William Lyne the Commonwealth treasurer, introduced the amended Tarif which took effect at once. In a large proportion of in stances the new Tariff grants a preference on articles o British produce and manufacture, ranging from 5 to 1 per cent. of the total duty. The new Tariff requires ver careful studying. We give in table form (1) the ol tariff, (2) the new general tariff, (3) the new British tari on such goods as our readers are directly interested in :—

	Old Tariff (No Preference.)	New General Tariff.	New British Tariff.
China, parian, and porcelain ware, and mosaic flooring, ad val.	20 p.c.	35 p.c.	25 p.c.
Certain earthenware, brownware, and stoneware, ad val.	20 p.c.	35 p.c.	30 p.c.
Glass, viz., polished and patent plate, not elsewhere included, per 100 superficial ft.	10s. 0d.	11s. 0d.	10s. 0d.
Sheet, per 100 superficial ft	2s. 0d.	2s. 3d.	2s. 0d.
Polished and patent plate, each plate not exceeding 7 superficial ft., per 100 superficial ft.	5s. 0d.	5s. 6d.	5s. 0d.
Polished and patent plate, each plate exceeding 7 superficial ft., and not exceeding 12 superficial ft. per 100 superficial ft.	7s. 6d.	8s. 3d.	7s. 6d.
Glassware not elsewhere included	20 p.c.	35 p.c.	25 p.c.
Bottles, &c., empty, including packing, measuring outside the package, as imported, up to 10 oz. fluid capacity, per cubic ft.	—	2s. 0d.	1s. & 9 p.c
Over 10 oz. per cubic ft.	—	1s. 1d.	1s. 0d.
Wine and beer bottles, &c., per cubic ft.	10 p.c. ad val.	10d.	9d.
Bottles, &c., whether the contents are dutiable or not, up to 2 oz. fluid capacity, per dozen	n.s.	1s. 1d.	1s. 0d.
Over 2 oz. per dozen	n.s.	10d.	9d.

N.S.—Signifies "not specified in former tariff."

Glass, china and earthenware to the value of £99,01 were imported at New Orleans last year, as against £58,10 worth imported in 1905.

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

IX.—THE DETERMINATION OF THE AMOUNT OF SOLUBLE SALTS IN CLAYS, &c.*

By J. W. Mellor, D.Sc.

In dealing with "scumming" bodies it is of importance to know the quantity of soluble salts which may be present, becauso soluble salts introduced with the clays, water, or in other ways, are primarily responsible for the trouble. Tho determination of the quantity of soluble salts in clays by tho routine method is affected by a serious error on account of the difficulty of removing the soluble matters from the finely divided clay by settling or by filtration through even a dozen filter papers. C. R. Frescnius (*Anleitung zur Quantitativen Chemischen Analyse*, 2, 666, 1887; C. E. Groves' trans., 2, 521, 1900) and others recommend the mixing of a known weight of dry and finely divided clay with water, and allowing the solution to stand until the supernatant liquid is quite clear, or, if this takes too long, to filter the clay through filter paper, and if the filtrate is then turbid, to evaporate the filtrate to dryness, heat, treat the residue with water, and the filtrate will then be quite clear (J. Post, *Chemisch-technische Analyse*, 2, 98, 1906).

As a matter of fact, some clays will remain suspended in water three months and more without settling, and it is practically impossible to clear these solutions by filtering through filter paper. I have not tried the evaporation method, but it must be somewhat laborious.

A similar trouble occurs in the Government process for the determination of the soluble lead in frits. It is sometimes exceedingly difficult to separate the liquid from the solid portions of many frits which have been subjected to a one hour shaking. I have noticed that some frits give very irregular solubilities when a series of determinations are made on the same sample. The trouble was traced to the passage of "minute invisible" particles through filter paper, which thus augmented, in an irregular manner, the amount of lead sulphate in the last weighing.

Again, in the rational analysis of clays after treatment with sulphuric acid and washing with caustic soda and hydrochloric acid solutions, fine particles frequently pass through the filter paper and thus augment the "clay substane" in an abnormal manner.

The best method of separating clay from the soluble matters is to filter the mixture through biscuit ware. A combination of Riechel's bacteria filter with Gooch's filtration crucible can be used. In place of the perforated bottom of Gooch's crucible, the bottom of the crucible is left unglazed in the making, or a porous biscuit crucible is glazed to within half a centimetre from the bottom outside and inside. For example, I have used crucibles this size :—Outside diameter at top about $2\frac{3}{4}$ cm., at bottom $1\frac{1}{2}$ cm.; outside height, 4 cm. When such a vessel is fitted up as shown in Fig. 1, it is possible to separate the soluble salts from a few grams of clay in a few minutes. In the diagram, *A* is the crucible with the biscuit bottom; *B* is a glass adapter fitted with a rubber ring *C* so as to make an air-tight joint between *A* and *B*; *D* is an ordinary filtering flask fitted with a perforated rubber stopper *E*; rubber pressure tubing *F* connects the filtering flask to the filter pump *G*. It is well to interpose a large bottle *H* between the filter pump and the filtering flask, to act as a water trap and prevent the sucking of the tap water into *D* when the water tap *J* is stopped.

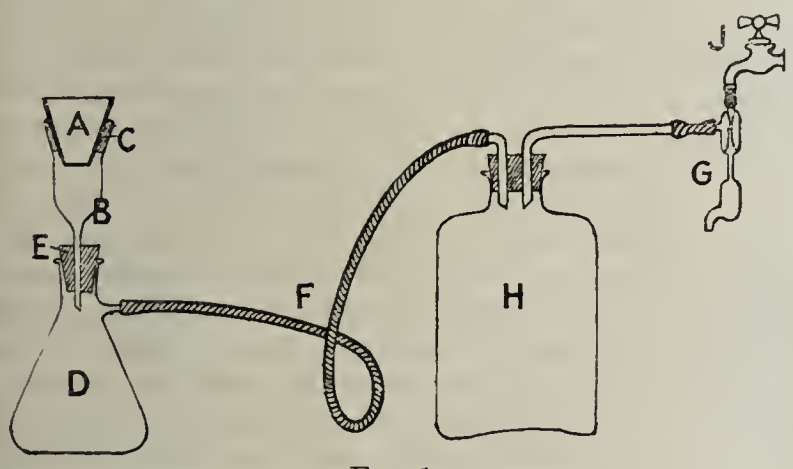


Fig. 1.

To conduct an experiment, boil about 5 grams of the dried, finely powdered clay in about 150 c.c. of distilled water in a resistance glass flask for about half an hour. Restore water lost by evaporation from time to time. The watery layer is then poured nto the vessel *A* (Fig. 1). The pump is turned on, and the vessel is kept filled with liquid. The residue in the flask is washed with hot distilled water, and the filtrate in *D* is evaporated to dryness in a weighed dish. The following are the weighings :—

Clay dried at 100° to constant weight.

Paper + dry clay	5·4231 grms.
Paper alone	0·4140 grm.
Clay	5·0091 grms.
Dish and residue heated to 200°	26·4289 grms.
Dish alone	26·3873 grms.
Soluble salts	0·0416 grm.

Hence, 5.0091 grms. of clay have 0.0416 grm. or 0·835 per cent. of "soluble salts."

The time occupied in weighing, boiling, filtering and washing was nearly one hour; the evaporation nearly 6 hours; drying at 200°, and weighing nearly 10 minutes. The evaporation takes place on the water bath with little or no attention. The evaporating solution must of course be adequately protected from dust.

Another method, which is more convenient than the crucible with biscuit bottom, is to use hollow cones made of porous earthenware. The cones *A* (Fig. 2) fit inside a glass funnel (*B*) with a rubber ring (*C*) at the upper edge of the cone interposed between cone and funnel. The funnel and cone are used as *A*, *B*, *C*, Fig. 1. The filtration is much more rapid in the cones than in the crucibles.

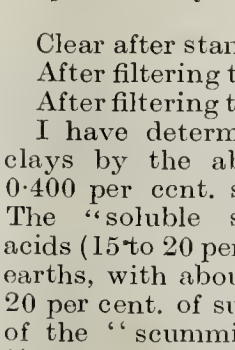


Fig. 2.

If desired, the precipitate, etc., which remains on the cone or crucible can be ignited and weighed in the ordinary way. The heating must be gradual in the earlier stages.

For the "soluble salts" in a sample of filter press water it is only nccessary to filter about 100 c.c. of the water. The weighings are as follow (temp. 15°) :—

Dish with soluble salts and water	83·2646 grms.
Dish empty	26·3874 grms.
Soluble salts and water	56·8772 grms.
Dish and soluble salts dried at 200°	26·4600 grms.
Dish empty	26·3874 grms.
Soluble salts	0·0726 grm.
Soluble salts and water	56·8772 grms.
Soluble salts	0·0726 grm.
Water	56·8046 grms.

Hence, 56·8046 grms. of water dissolve 0·0726 grms. of soluble salts, or 0·128 per cent. Evaporation, about 4 hours; other operations, about half an hour.

If it be desired to check the results so as to make sure that *all* the soluble salts have been removed by this treatment, the process can be repeated on the residue in the cone or crucible. The above procedure will, however, be found sufficient for most clays.

In order to emphasise the fact that the amount of "soluble salts" may vary with the method employed for separating the suspended clay, the following results are quoted :—

	Amounts of Soluble Salts.
Clear after standing four days	0·225 per cent.
After filtering through six filter papers	0·177 per cent.
After filtering through biscuit	0·128 per cent.

I have determined the amount of "soluble salts" in various clays by the above method. Ball clays have normally about 0·400 per cent. soluble salts, china clays about 0·015 per cent. The "soluble salts" in ball clays are chiefly soluble silicic acids (15 to 20 per cent.), and soluble silicates of alkalies, and alkaline earths, with about 1 to 2 per cent. of alkaline chlorides, and about 20 per cent. of sulphates. These salts are not, therefore, the cause of the "scumming" of clay ware during drying. The scum of "green ware" is very largely a mixture of calcium sulphate with more or less magnesium sulphate. These substances may be derived from the use of abnormally hard ("permanent") water, or, what is more common, the introduction of scrapings from plaster of paris (calcium sulphate) moulds into the "arks" along with trimmings otc., from the workshops. These "plaster" scrapings are slightly soluble in water. For example, 100 c.c. of water, at 15° will dissolve 2·24 per cent. grams of plaster moulds, and considerably larger amounts of magnesium and other sulphates. Another source of soluble salts in "bodies" is the action of "humic" acids upon the calcium carbonate introduced as HH impurity with flint and stone. The amount of these decomposition products—"humic" acids—in ball clays varies, but in some cases appreciable quantities of soluble calcium salts may bo produced in the way just described.

When the water from the filter presses is used over and over again, it ultimately becomes nearly saturated with calcium sulphate, &c. The water remaining in the clay from the filter presses, on evaporation, leaves behind a residual "scum." Evaporation naturally takes place fastest from the more exposed parts of a bung of plates,

* Based on paper in *Trans. Eng. Cer. Soc.* 5, 54, 1906.

or from the noses and ears of parian figures. Consequently, in drying green ware, more water will be evaporated from the exposed parts where the drying is quickest. Hence, there will be a greater deposit upon the exposed quicker drying parts. When the drying is slow and more uniformly distributed over the surface of the ware, too little "scum" is localised in any one part to cause appreciable harm.

I am greatly indebted to Mr. W. Edwards, Coronation Pottery, Stoke-on-Trent, for making me the filtration cones and crucibles.

A FEW GLASS AND CHINA SHOPS IN THE EASTERN COUNTIES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

I AM obliged to use the term "a few" in reference to the glass and china shops I visited in the course of a recent short tour through some parts only of the Eastern Counties. Those counties are extensive, and just as I was unable to visit all of even the principal towns in them, so was I unable to call at all the shops in the towns I did visit. I mention this so that if, as is possible, I have omitted any particular shop, it may be understood it was from necessity and not from choice. I visited Bishop's Stortford, Cambridge, Ely, Newmarket, Ipswich, Woodbridge, Colchester, and Chelmsford. I did not call at the shops in Ipswich and Colchester because a few years ago I had the pleasure of seeing them and talking about them. It is becoming more apparent every year that our trades are passing out of the hands of regular glass and china dealers. Perhaps it would be more correct to say that dealers who have hitherto confined their business strictly to glass and china now find it desirable—in some cases absolutely necessary—to stock other household requisites. I think it is to be regretted that the exclusive dealer in pottery and glass is gradually disappearing. From what I have seen and heard, I am satisfied it is not to the best interests of the consumer that the glass and china dealer as an independent tradesman should be superseded by the general dealer, or even by stores. There is, unfortunately, ample proof that the change is detrimental to the interests of manufacturers. How far manufacturers themselves have contributed to the change is another question, but that the passing of the distribution of china and glass into the hands of persons not properly trained to handle our goods has lowered the public taste for good and beautiful wares is beyond question. Manufacturers receive poor support from dealers and salesmen who are unable to speak to their customers about grace in form, who know little about artistic beauty in ornamentation, and absolutely nothing about quality in ware. Every manufacturer and manufacturer's representative knows that there are buyers to whom these points are matters of indifference in comparison with their one key-note to trade—the price. It was with the passing of the distribution of glass and china into the hands of dealers in other goods that the lowering of prices and the inevitable deterioration in quality began. The overlapping of trades is becoming very general, but glass and china seem to have been pounced upon by dealers in every industry, and this is particularly noticeable in the Eastern Counties, where I have just seen not only drapers and ironmongers, but grocers, furniture dealers, drysalters, stationers, and fruiterers selling tea ware and glass ware. It is not, therefore, surprising to find that glass and china dealers in smaller towns are now adding hardware and brushes to their stock.

Bishop's Stortford

is a town in which one would expect to find business overlapping. It is an old-fashioned, interesting market town, about thirty-two miles from London and ten miles from Hertford. It has a population of about 7,200, but is a market centre for a number of villages all round it. The tradesmen have, therefore, to cater for country gentry who live within easy distance, and for a scattered agricultural population. The town consists practically of one long, wide, and rather irregular thoroughfare divided into North-street, Porter-street, and South-street, in which all the principal shops are found.

Holland & Barrett have a window devoted to the display of useful pottery and glass. They make an attractive show of our goods, though they are also family grocers, tea dealers, and provision merchants. Their china and glass department, however, is a very important part of their business. They have an excellent china shop, with a roof light, in which they show a well-assorted selection of useful and ornamental goods. They are in possession of some of the newest shapes and decorations in good medium qualities, while they also stock some of the best. They are wholesale dealers as well, and supply the country for many miles round them by their own delivery vans. Local competition is not very serious, but they have to contend with the London houses, which send out priced catalogues soliciting orders. Holland & Barrett, however, do not seem to be greatly disturbed by these competitors. They have established a good retail business with their fellow-townsmen and residents in the neighbourhood, and, with the excellent assortment they keep, they are able to supply all local demands, as well as, if not better than, any firm at a distance. Their wholesale business is done with small shopkeepers in the surrounding district, and as they call upon them regularly, they are able to hold their own against wholesale dealers from other towns. Pottery and glass are not mere side lines with them. They constitute a substantial and important branch of an extensive all-round family business.

Cambridge,

the chief town in the county, is, of course, most famous for its University, but it is also of historical interest. It was an important town before the University was founded, though it must be admitted that without the University the town would not now attract much attention. The principal portion of Cambridge is situated on one side of the river Cam—a stream which distorts its course in the erratic manner of rivers generally, though its windings are not so pronounced as those of the Thames. The town was originally called "Caumbrege" or "Grantabrige." Cambridge was an abbreviation of Caumbrige, and when it was considered desirable to give the river a name, it was adapted from the name of the town and was called the "Cam." The practice has been to name the town after the river, and I do not know of any other exception to it. The "Cam" runs through a healthy fertile country, and Cambridge itself is the centre of an agricultural district from which the town derives a considerable share of its trade. The greater part of it, however, is from the custom of the resident members of the University. The town of Cambridge, like that of Oxford, is overshadowed in importance by the University. There are some fine examples of the architecture of different periods, including a number of striking edifices of modern times. The columned façade of the Fitzwilliam Museum, with its portico and colonnades, is a remarkable piece of architecture. Cambridge, with its 39,000 inhabitants, has two market days. These are still observed, but the influx of buyers on these days is not nearly so great as it was some fifteen or more years ago. Residents from the surrounding district come in more frequently on bicycles and by other means, so that the rush on market days is reduced. Business with the University residents is, of course, not affected by market days.

Matthew & Son, Ltd., Trinity-street, are general rnishers, but they have a very fine china and glass epartment, under the management of Mr. W. C. Cole. 'hat it is well managed is apparent at the first glance.



FIG. 1.—CORNER OF SHOW ROOM, MATTHEW & SON, LTD.

was sorry that Mr. Cole was not there at the time of my isit, but I was shown all there is to see—and that is not little—by his assistant, Mr. A. H. Clarke. I complimented Ir. Clarke on the judicious arrangement of the rooms and he admirable order in which they are kept, but he at once aid the credit was due to Mr. Cole. The premises have handsome frontage, in which there are four windows, all ell arranged. At the time of my visit one of them was illed almost entirely with china ware with heraldic rnamentation. Large shields down the centre of the indow and a row of armorial bearings along the top of he window added considerably to the display. The uantity of white ware with coloured arms and crests was ery attractive and imposing. A long arcade-ike passage with glass roof contains a fine show f tea and breakfast ware, nicely arranged, a ariety of fancy teapots, fancy dishes and sweets, nenus, white ware, tiles, and miniatures of every lescription. A feature of this room is the display f college and county arms on almost all the rticles named. This heraldic ware is a noted eature of the company's stock, and I under-tand their trade in it is very large. At intervals lown this long room there are little tables, with fternoon tea sets, or coffee sets, on wicker and ther fancy trays. At the end of this arcade here is a large square show-room, lofty, and ith lantern glass roof. In the centre of the oom is a square table from which rise three road, but not deep, shelves, on which are rranged samples of table ware and glass vases. n the lofty room there was a good position for tall pyramid stand of noble proportions. There re, however, advantages in the present stand. Being comparatively low, it does not obstruct he visitor's view of the sides of the room eyond it. There is a broad table board all ound the room and deep shelves above it. The rrangement of the goods is admirable for the convenience of customers who want to "look round" generally, or for those who wish to select toilet ware, dinner, tea, or glass ware. For instance, one side is devoted almost entirely to toilet ware, and a large and interesting collection is displayed. On another side is glass ware, including decanters, spirit and water bottles, glass jugs of all kinds and sizes, dishes, square, round, oval, and fancy shapes, comports, butters, sugars and creams, &c. Another side contains tea ware, dessert services, trinket sets, small sundries, and specimens of badged, crested, and arms ware. The fourth side is filled principally with jugs of every possible shape and ornamentation. Pedestals and pots (in which ferns and other plants are growing) are dotted in various parts of the room, and flower-pots with slop pails and other toilet ware are shown on the under-board all round the room. There is a broad space all round between the centre table, or stand, and the sides, and at intervals there are dainty little fancy tables on which trinket sets, or afternoon tea sets, are set out. In the rear are stock-rooms and packing rooms, light and conveniently arranged. It is not possible to obtain a photograph of the large square show-room I have described, but Messrs. Matthew & Son have favoured us with views of several sections of it, two of which we reproduce. Fig. 1 shows a portion of the side on which the toilet ware is displayed. It affords a good idea of the excellent arrangement observed in this room. The toilet sets are seen to advantage, and there are the pots and pedestals and the fern pots on the floor, the small tables, and the heraldic specialities on the walls. Fig. 2 shows a corner in which Booth's C.B. ware is given a prominent position. Dinner services are seen in great variety on broad shelves above, and ornamental goods are in the distance. The advantage of a strong head light is well illustrated in this section of the room.

J. Spence & Co., glass and china merchants, 38 and 44, Burleigh-street. Mr. Spence was away when I called at 44, Burleigh-street, but I had an interview with his daughter, who is well posted up in the details of the business, and who evidently enjoys her father's confidence



FIG. 2.—SECTION OF SHOW ROOM, MATTHEW & SON, LTD.

to the full. M . Spence commenced the business himself there twenty-eight years ago, and has gradually increased it to its present substantial position. It says much for his courage and self-reliance that he opened a glass and china business where there had not been one before, but his success will be regarded as more remarkable still when it is remembered that he had not had any previous experience in the trade. It appears he had been in Australia for some years, and, returning to England, he invested his money in the pottery and glass distributing trade. He started modestly, and directed his attention to the medium class and cheaper qualities of goods. He found that such a shop had been wanted in the locality, and by industry he was fairly successful, and soon added the wholesale to his retail trade. The shop and premises he had at 44, Burleigh-street were not large enough to admit of a great expansion of business, and as his trade was increasing he secured additional accommodation by acquiring a shop immediately opposite. These shops are both well stocked, but Mr. Spence has made this distinction between them. He keeps the better grades of goods in his original shop, while the cheaper kinds are in the newer premises across the street. Miss Spence controls both places during her father's absence. This she can easily do, as one shop is within sight of the other. She happened to be at No. 38 when I called at No. 44, but on a signal from an assistant she came across to me instantly. No. 44 is a neat and nicely fitted shop with a good selection in tea and breakfast ware, dinner ware, toilet ware, glass ware, and fancy goods. The window s not large, but it is made attractive by judicious arrangement. Across the street the goods are also well displayed, but they are of cheaper grades. Some goods are shown outside, as in Cambridge and in other towns there are people who seem to dislike to enter a shop. If they can see an article when in the street, they will handle it and buy it. These customers, however, seldom enter a shop and ask for an article. The customers who frequent the other shop are of a different stamp, and would probably not enter a shop that appealed to customers outside. Both classes are thus well catered for, and between them Mr. Spence seems to be doing fairly well. Most of the stock is kept in the rear of No. 38, where they have good large store rooms. There is the advantage that the stock in either shop is always available for the other, as if a customer asks for an article that is across the way, it can be obtained in a moment. Mr. Spence has a very capable manageress in his daughter. She has good business tact, and I am sure from her manner ladies will find it a pleasure to be served by her. But, it may be asked, why has Mr. Spence a manageress at all ? Why does he not look after his own business himself ? Mr. Spence is a very busy and very enterprising man, and all the time he is looking after another branch of the business. There are many small villages, and clusters of houses that can hardly be called villages, round about Cambridge, with no rail or other regular means of conveyance to glass and china shops, or, indeed, any others. Since these good people cannot conveniently come very often to his shop, Mr. Spence is in the habit of taking his shop to them. He calls with his van regularly and in turn at all the villages within twenty miles of Cambridge. His ingenuity is manifested in his van, which was constructed in accordance with his own orders. We are able to give an illustration of this veritable "shop on wheels" from a photograph supplied by Mr. Spence. The word "van" does not seem appropriate to this convenient and handsome vehicle. It is skilfully designed and well made, with glass windows on each side, in which goods are nicely arranged. So that the villagers are able to look at the shop window even though they are unable to go to the shop themselves. The arrangements for safely stowing two tons of goods and at the same time leaving them easily accessible are very good. The whole "turn-out"—horse, van, and harness—is a credit to the proprietor.

J. A. Sturton, Ltd., 119 and 120, Fitzroy-street, are wholesale dealers in household ironmongery, gas, and electric fittings, and paper-hangings, as well as in glass, china, and earthenware. Pottery and glass are with them side-lines to other branches of trade in which they are extensively engaged. One branch feeds the others, and as the company buy quantities on favourable terms, they are able to give their customers advantages in the matter of prices. Their business appears to be amongst distributing houses rather than with consumers. They have a fine block of premises.



A Shop Window on Wheels.

W. Thompson & Sons, 10, Fitzroy-street, are extensive wholesale furniture dealers. They have a very large assortment of goods in their own special line, and they deal also in toilets and such ornamental pottery as is usually stocked by furnishers. They have attractive and convenient corner premises. I had a brief interview with their principal, but did not see their stock of pottery and glass.

Laurie & McConnal, Ltd., Universal Stores, 121, Fitzroy-street, possess very fine premises in one of the best business thoroughfares in Cambridge. I saw the managing director, Mr. J. Anderson, for a moment or two, but Mr. W. J. Oxberry, the manager of the pottery and glass departments of the comprehensive stores accompanied me over the branches under his control. I was complimenting Mr. Anderson and himself on the handsome new premises they had, when the whole matter was explained to me. Five years ago the company had a serious fire on their old premises. A big fire on business premises even when the monetary loss is covered by insurance, is always an awkward interruption, but in this case, as in others, it was not an unmitigated evil. The mitigation

f the disaster was in the opportunity it afforded for re-onstruction. The company judiciously took advantage f the necessity for rebuilding, to have premises arranged n the most convenient manner for their business, and itted with the latest and most approved appliances. The whole block is entirely new from bottom to top. There re four floors, a basement, and a roof. There are, f course, roofs to all buildings, but they are not sually utilised for any other than mere covering pur-oscs. Laurie & McConnal, however, have turned the lat roof of their extensive new buildings to excellent urposes, useful in their business. It forms a pleasant romenade, on which there are comfortable seats, large hrubs in pots, and plants in others. There is a pretty ittle room in which lady customers can be served with fternoon tea. Mr. Oxberry tells me the assistants are llowed to go up there for their mid-day or afternoon rest. n a fine day, such as I experienced, it is certainly a elightful retreat. The building is a high one—much h'gher han any in its immediate vicinity—and the view of 'ambridge and the country for miles round is a really rand sight. As I walked through the streets I had been npressed with the abundance of trees and open spaces, ven in the business parts of the town (I have never seen large town in which foliage and masonry were so equally alanced); but I realised this most fully from the roof f Laurie & McConnal's building. But I must come own to business. The premises are specially designed o as to give the greatest amount of daylight to each epartment. A wide rotund opening is in the centre from he ground floor to the top, where there is a glass roof. 'he glass and china show-rooms occupy the whole of the rge second floor, but a capital lift, which runs from the round floor to the roof, calling at each floor, gives con-enient access to our department. The stock of pottery nd glass of all kinds for domestic use and ornament is ery large and well selected.

Barrett & Son, 30, Market-place. I was greatly shocked, n calling at this address, to hear that Mr. Barrett, so long he head of the firm, died in May last. By an oversight, o intimation of this sad event had been sent to our office, nd we had not received word of it from any other source. fr. Barrett was well known and highly esteemed in the ade, and was a glass and china dealer of the old type, hom it had been my intention to interview. The business as established in 1783, and has been in the hands of he descendants of the founder ever since. A member of he fifth generation is now managing it. When this usiness was commenced there was no overlapping f trades as there is to-day. A glass and china dealer as content to deal in glass and china. Notwith-anding modern innovations, the late Mr. Barrett uck to the business he understood, and the executors re carrying on the trade to-day on the same lines. The rm—it is still Barrett & Son—are wholesale and retail ealers, having a large and handsome retail corner shop 30, Market-place. There is a large window fronting arket-place, and there are four large windows at the de. The shop, which is a lofty one, runs a long way ack, and the side windows mentioned extend nearly the hole depth of it. They keep a large stock well displayed this shop. It includes samples of the very best in ina and glass. The goods are advantageously arranged, that customers may inspect them thoroughly and with he least inconvenience. Ladies wishing to buy a tea-set a tête-à-tête set will find an ample variety to select om. They keep a large selection of heraldic china. hey have another shop in St. Andrew-street, where they an extensive wholesale trade. To these premises some portant additions commenced by the late Mr. Barrett re being carried out, and are now nearing completion. The frontage to St. Andrew-street is small, but the premises extend a long way to the rear, where they are considerably wider. The additions are substantial, and include new receiving warehouses and stock-rooms, packing and forwarding rooms. The stables, &c., are also here, and are large and well arranged. The business at St. Andrew-street is quite a contrast to that at Market-place. That at the latter is exclusively retail, and is in medium-class and better goods, while the business at St. Andrew-street is very largely wholesale. An interesting reminiscence of the firm is that in the early days they used to cart their purchases all the way from the Potteries in their own vans. This and other incidents related to me increased my regret that I had not had the benefit of an interview with the late Mr. Barrett.

(*To be continued.*)

KAOLIN.

AN American scientific writer says:—Kaolin results from the decomposition of complex silicates whose principal base is aluminium, and whose other bases form, with carbonic acid, compounds which are soluble in earth-water. As used commercially the word does not stand for a definite mineral substance, but rather for a series of silicates, hydro-silicates, oxides and hydroxides of aluminum, or occasionally of magnesium. Mineralogically, kaolin or kaolinite is a well-defined mineral with the composition $H_4Al_2Si_2O_9 = Al_2O_3 2SiO_2 2H_2O$, and as this approximates the average composition of the whole group the name is used commercially to designate the widely varying mixtures of its members. Absolutely pure kaolin can only be formed by the decomposition of rocks whose minerals contain no bases which form compounds with carbonic or other earth acids which are relatively insoluble in water, but commercially pure kaolins may contain any minerals which do not act as fluxes or tend to discolour the ware. Granitoid rocks sufficiently pure to form such kaolin are occasionally found, but are rare, but when such rocks are fractured, and open fissures formed, these wounds are frequently healed by the deposition of a sort of scar-tissue called vein-rock, made up almost entirely of quartz, potash or soda feldspar, and light-coloured mica. These are often sufficiently pure to form kaolin of excellent quality when decomposed. Occasionally, when white argillaceous limestones decompose they leave a clayey mass sufficiently pure to be classed as a kaolin. Deposits of kaolin then are formed in three different ways. First, by the decomposition of highly feldspathic granitoid rocks; second, by the decomposition of vein rocks; third, by the decomposition of white argillaceous limestones. Principally on account of their lack of plasticity kaolins are seldom used alone, but they form the basis of most white or light wares, being mixed for this purpose with plastic clays, flint, spar, and often small amounts of ground bones and other ingredients. Ball clays are simply plastic kaolins. They are often somewhat richer in alumina than the kaolins. This would only be true of those which have been transported, because in these only would the assorting power of water come into play, causing the coarser and heavier grains of silica to be deposited as the current loses velocity before the finer and more buoyant grains of clay. Ball clays are principally used to make kaolin more plastic. When used alone they shrink badly.

Kerman China and Glass Trade.—A British Consular report from Kerman, Persia, says:—The only china and glass to be found in the Kerman bazaar is Russian, is very coarse, and not particularly cheap. The British potteries make cheap china which would sell well, such things as cups and saucers, bowls and plates being in good demand.

AMONG PROVINCIAL DEALERS.

(FROM OUR OWN CORRESPONDENT.)

BLACKPOOL.

OF the holiday resorts in the north-west of England, Blackpool is the one most in favour among the working populations of the northern counties. Through the months of July, August, and September, the workers of Lancashire, Yorkshire, Durham, and Cumberland, are daily in evidence at Blackpool. In these months, business in the town is brisk. Tradesmen and company-house keepers are very busy, and they need to be. The business year of most of them is comprised within these three or perhaps four months. To many of them, what is not done and earned in these months is not done at all. On many days the rush of trade is almost overpowering, and tradesmen and assistants work early and late. But all is done with a sort of heroic resignation, which would amaze the easy-going traders of inland towns, whose business is pretty evenly distributed over a year of twelve months. Glass, china and earthenware dealers in Blackpool, experience this peculiar alternation of trade, though not quite to the same extent as some tradesmen. There is a resident population of about 58,000 to be catered for, through eight or nine quiet months of the year. Towards Easter, each year, there is a big replenishing and renewing. Company-house and hotel keepers are then providing new stocks of table and chamber ware, or making up sets which have become short through breakages or "borrowings." So with glass and china dealers, the good time of the year begins in February, March, or April. In the "rush" months comes a trade of another sort; that in small and inexpensive articles which are bought largely by visitors and trippers as presents from Blackpool for those at home. Though the value of these articles is not great, the sale of them in the three or four months of Blackpool's summer season is considerable, and forms a material part of the glass and china dealer's business and income for the year. These, and other facts of the trade, came out clearly in the course of conversations which I had with dealers in glass and china in Blackpool on a recent visit.

Bank Hey-street skirts Blackpool's famous tower, on the east, and forms part of the direct main thoroughfare between the central station and Talbot-square. The street contains some large, handsome and well-stocked shops, among them being one which for many years has been conspicuous as presenting to the public eye collections of glass and china ware of great beauty and interest. This is the establishment of JAMES PEARSON & SONS. The business carried on by this firm was founded some fifty-five years ago by Mr. William Pearson, father of Mr. James Pearson, senior principal of the present firm, and has grown with Blackpool, and prospered with the town. Mr. James Pearson's sons, Vincent Harold and Frank, are now partners with him in the business. The premises form one of the attractions of the street. The entrance stands central, with a spacious window on each side, liberally furnished with ornamental glass and pottery-ware, and presenting a wealth of variety in form and colour. On entering the premises a visitor finds himself in a large and light showroom, which extends far back from the street. On the right hand side is a long range of shelves, backed by mirrors, and bearing a full stock of art pottery-ware. On the left hand, shelves similarly stocked are also to be seen, and beyond them, again, large glass cases containing special goods. In the centre of the shop, extending lengthwise, are stands and cases, containing ornamental glass and pottery ware, flower vases and glasses showing great variety in form and tint. Elsewhere, would be seen special classes of goods; in the fore-front, a collection of fairy lamps; farther away, towards the rear, flower pots in large and gay variety; and elsewhere, again, tea, dinner, toilet and trinket sets; the whole forming a large and fascinating collection. The things visible are not, however, nearly all, for beyond the front shop lie two other show-rooms and a warehouse, which contain goods multitudinous in their variety. In the long winter season which comes upon the town, residents have recourse to social gatherings to keep things alive and pleasant. This, in the past, has made a branch of business which James Pearson & Sons have enjoyed somewhat largely. Table ware and fairy lamps have been hired-out for social functions, a considerable movement of goods out and home being in this way maintained. July, August, and September were spoken of as "trying months." The words were significant. They conjured up visions of the rush-and-tumble, early-and-late trading through Blackpool's short summer season. Trade questions did not seem to be regarded as very pressing at this establishment. The crate question was admitted to be a big one, and it was felt that a good deal might be done to improve matters with respect to it.

Also in Bank Hey-street stands a large establishment which represents another branch of the glass, china and earthenware trade of Blackpool. This is the bazaar branch. Premises of large capacity are used in different parts of the town, as bazaars, and are stocked with goods so varied in character and so attractive, withal, that one is bewildered when contemplating them. Glass and china articles of the kinds most suitable for presents are stocked largely and are bought readily by visitors. An establishment of the class, that of R. H. O. HILLS, is located in Bank Hey-street, and maintains a glass and china department of considerable extent.

Church-street, Blackpool, is a thoroughfare in which the arts of shopping and shop-window gazing are practised to the highest degree by residents and visitors. It is a bright and business-like street at all times, and usually wears an air of bustling activity. ALBIN'S BAZAAR stands on the south side of the street, and is largely frequented. A glass, china, and earthenware department is maintained, and has a capacity and a stock which would suffice for an independent glass and china warehouse of fair size. A full range of goods is kept, the stock comprising cheap and attractive articles suitable for presents, and the more substantial lines, such as dinner, tea, and toilet sets. A point of note as regards the department was, that a large window on the upper floor, fronting the street, was utilised as a means of displaying the goods, and effectively made known to passers-by, the fact of a glass and china department being maintained. Also in Church-street, but farther "up-town," eastward, another aspect of the trade in Blackpool may be noted. This is the tea-trade branch; represented at this point, No. 93, by a well-fitted shop of "Black and White, the tea-men." The window of the shop, spacious and attractive, was practically given up to glass, china and earthenware, the stock here, again, being comprehensive, and including small, single articles, and full sets of household china and earthenware. To judge by the display of goods in the window, this shop was a glass, china, and earthenware emporium, rather than a depôt for the leaf which cheers.

Still another branch of the trade was to be noted in West-street, one of the central thoroughfares of the town. This was the branch through which goods were sold by auction. Here I found a large establishment, DOIDGE'S AUCTION MARKET, in full and active vigour. Sales were being held every evening, and china, glass and earthenware figured largely among the goods offered. From

what I saw and heard, a brisk and considerable business appeared to be done in such goods.

In Foxall-road, somewhat to the south, and occupying a prominent corner site, are the extensive premises of BICKERSTAFFE, LTD. The firm are drapers and house furnishers, and in this last named capacity, maintain a well-provided glass and china department. I was struck by the variety of the goods held, the stock being such as would amply have sufficed to meet the requirements of a cottage home or of a much more pretentious establishment. Some charming toilet sets and dinner sets, in particular, took my attention.

Southshore, the most southern part of Blackpool, has, for many years, produced a very fair local demand for glass, china, and earthenware. This has been met chiefly by the efforts of two members of the trade, Mr. CHARLES POLLARD, 57 and 59, Bolton-street, and Mr. LEES TATTON, 65, Church-street, Southshore. Mr. Pollard has confined his business to that of a dealer in glass and pottery ware. Mr. Tatton has dealt in glass and pottery as a branch of a business comprising the selling of ironmongery and other goods. I had the pleasure of seeing both of these members of the trade, and of conversing with them about trade affairs. Mr. Pollard occupies a very bright-looking and tastefully stocked shop, which has become one of the trading institutions of the district. The business was established in 1880, when there were about 27,000 residents in Blackpool, and its proprietors have catered for a growing population in their own locality, while noting the steady growth of the town as a whole, until the number of its residents has become some 58,000. Mr. Pollard greeted me cordially and seemed glad of an opportunity of speaking to a representative of THE POTTERY GAZETTE of trade affairs. To him, the question of selling defective goods was evidently that of most importance. "I am of the opinion," he said, "that pot manufacturers are doing themselves great harm by selling 'thirds' and 'lumps.' They ought to smash them and put the value on the 'seconds' and best. I have been having a go about it with a traveller only this afternoon. If they would do that, it would pay them and they would not have half the trouble. If they were going to lose, well, let them put it on the 'seconds' and 'best.' There would be a better price, better profit, and it would be better for the trade all round, and for the retail dealers. A man gets the 'thirds' and 'lumps' and comes and sells by auction. To-morrow he is gone. It hurts the retailer, and it hurts manufacturers: through the retailer being hurt he cannot buy stuff. I don't know, honestly, what firms can see in doing as they have done for years, in selling 'lump' stuff up and down the country and hurting small and large alike. I think it is a most unreasonable thing. I say smash up the 'lump' stuff and 'thirds,' and put the price of the 'lump' stuff and the 'thirds' on the 'seconds.' If the 'seconds' won't stand the whole of it, let them put it on the 'best.'" "Then you would not abolish 'seconds'?" I remarked, to be clear on the point. "I say, let the 'seconds' come. It would be a great shame to smash them up. Poor people can do with them. It is the 'thirds' and the 'lump' stuff. Manufacturers will send me a crate in for little or nothing, and if I don't take it they will go round my friends in other towns. Let the hawkers take round a better class of stuff," was the answer. "The crate question is a very big one," said Mr. Pollard, alluding to this. "I have a firm who charge me one shilling for the hire of a crate. That is very fair. I don't object to pay it. If the firms would make it a standard right through, charging for the hire of the crate, and taking straw back in the crate, it would cost us then one shilling for the hire of the crate, and one shilling for the crate going back; the charge would be about three-and sixpence, and they would take all back. There is a great difference in that." Mr. Pollard alluded to the practice of foreign manufacturers who delivered goods free of separate charge. He was afraid that if the English manufacturers did not remove the crate difficulty, their foreign rivals would secure more trade. For himself, he wished to support the home trade. "I have this year knocked off some of the foreign houses. I am going to spend the money with English houses because you can see the foreigner in every little house in the town," he said, with the decisiveness of one who had thought the matter well out, and fully made up his mind upon it. "I like the pot trade," Mr. Pollard said, as he warmed up under an old and awakening enthusiasm. "It is a nice trade. I have always taken an interest in it. I never knew anyone to send some one as you have come, to see the pot-men," he went on, pleasantly. "What a thing it would be for the makers to send a man round to see the trade, and to go back and say:—'Pollard has this complaint, and So-and-So has this complaint.' They would have the truth. There is not the slightest doubt, that it would have a tendency to bring the manufacturers and buyers closer together. I was in Manchester on Wednesday, and I met the director of one firm. He said: 'Is there anything further?' I said: 'Yes; I can do with this here.' He said: 'It is so much nicer when the head of a firm can meet their customers; so much nicer. We will go and have some lunch and talk it over.' If the Federation would place different men up and down and let them send their reports in—they would easily know whether the men were getting at the people—and let them know how things were going, the game would be in their own hands, easily. If that had been done two or three years ago, and kept up, I venture to say there would have been no 'lump' stuff and 'thirds' stuff now; it would have vanished," Mr. Pollard concluded.

I had a short interview with Mr. LEES TATTON, but no trade subjects of special interest were touched upon. His shop, which was then fully lit-up for the evening, looked very cheerful and inviting with the mass of bright glass and china ware in a spacious window and on shelves which were set apart for goods of the kind, reflecting the light from their smooth and bright surfaces. The stock of glass and china was considerable, and suggested a good and well-established connection in the district.

LANCASTER.

"Lancaster is a very quiet town. We are very conservative. There is not much new to speak of," was the description of this old and famous capital given to me by one of its leading citizens. I thought this a rather inadequate description of Lancaster. There are now at Lancaster active and extensive centres of present-day industry. There is the great oilcloth and varnish works of the Williamsons, the important chemical factory of Joseph Storey & Co., and other industries, which maintain the prosperity of the town and find daily occupation for many of the population of 45,000 which Lancaster now possesses. The town is certainly quiet in the sense of being orderly, but it cannot be regarded as backward or unenterprising. Its manufacturers are energetic and up to date, and so are its shopkeepers, including the glass and china dealers. I found the traders, indeed, very much alive to all that is going on in their trade. I was glad to find the glass and china trade of the town in a very healthy state, as will be evident from the particulars given hereafter.

"SUTTON'S," 20, New-street, is spoken of as the oldest glass and china warehouse in the city. The business was for many years carried on by a family of the name of Metcalfe, and under this proprietary became well and

favourably known. The late Mr. George Sutton was for some years in business as a glass and china dealer in Church-street, in premises which have since been demolished. A favourable opportunity presented itself of acquiring the old business of the Metcalfes, and Mr. Sutton availed himself of this, and transferred his business to the premises in New-street. For some time the business has been carried on by Mr. Charles Dean Sutton, son of Mr. George Sutton. He conversed pleasantly with me respecting the trade. "In Lancaster," he said, "the taste is far better than in most towns; not for gaudy stuff. It is surprising what a lot of cups of old Wedgwood, jugs, and things of that sort are sold." He took up a reproduction of a very quaint jug, with a large and grotesque figure upon it. "This is the sort of thing. It is far nicer than a lot of gaudy things which are now being sold," he said. "There is a good sale of medium stuff," Mr. Sutton said, speaking of the general trade of the town. The demand for this medium-class ware had, he informed me, increased, but the demand for the really high-class ware was not so great as it used to be. Taste, as he had said, still appreciated true artistic quality, but this was different from the choice of goods of a very high class. The demand had moved somewhat to the medium class, and had been very fair, but, as Mr. Sutton pointed out, more business had to be done to yield a result equal to that from a smaller demand for the more valuable goods. Incidentally the effects of the tea-shop branch of the trade on the older branches came into view. Mr. Sutton spoke of sets of goods in new designs which he had specially selected and purchased, and some of which he had carefully displayed in his window as "new lines." In a week, he said, he found sets of identically the same pattern and made by the same makers, being shown in a tea-shop, to be given away to customers as presents on buying so many pounds of tea. "It was very annoying, for, of course, we had to withdraw ours," said Mr. Sutton. "I told them (the makers) about it, and they said: 'Well, you only use a few sets, and those people come and order 1,000 or 500 sets; what are we to do? But if people see pottery here, and then see the same kind of things in a tea shop they will say: "That is poor stuff"; and what are we to do?'" Mr. Sutton admitted that the case differed from one in which "seconds" or "thirds" were being sold in a locality in which "firsts" of the same pattern were being offered by a leading house; for the goods offered in the tea shop were not offered for sale at all, but simply as "presents," to be received by customers under specified conditions. The shop was beautifully and tastefully stocked. In the centre was a stand bearing a wealth of choice art ware. At the right-hand side was a glass case fully stocked with some of the smaller articles of ornamental art ware. Shelves and stands were utilised for the stocking and displaying of the large goods, including toilet and floral ware. I was struck by the effect of a collection of lovely polychrome ware, and other multi-coloured wares which occupied one position. "My wife is a better 'dresser' than I. She can do it more delicately and can make it look much nicer," Mr. Sutton said with a touch of pride. The glass-room was at the rear of the shop, and there a large collection of goods, many of them handsome in form and cutting; some, of a simpler kind, were tastefully arranged.

A business carried on under the name of W. K. Stephenson, at 22, New-street, is another of the older glass and china businesses of Lancaster. Mr. Stephenson has, however, been dead for some ten years, and the business since his demise has been carried on for the family. A glance at the tastefully arranged window and at the elegant vases, tea sets, trinket sets, flower-holders, toilet sets and dinner sets in the shop would suffice to convince a visitor that the business done at this depôt was of the better class. This could be seen in the form and colour treatment of the goods. In the course of a conversation which I had with the lady who was in charge I learned that much inconvenience was often experienced from the length of time which elapsed between the date of giving an order and that of receiving the goods. For instance, if you get an order for a special thing, it takes six weeks or two months for them to make it. "We think it should not take more than three weeks at the outside," was said to me. And there was the old and hardy perennial—carriage. "There is the heavy carriage from the Potteries. The trade generally feel it to be excessive. And packages are exeessive. The cost of crates and straw is excessive. It is that which runs away with our profits—crates and straw and carriage," was said to me again. I was glad, however, to find that in spite of burdens of the kind, this and the other businesses in Lancaster spoken of had continued to thrive, and were evidently very hearty at the time of my visit.

The name of Bleasdale is a household word in Lancaster and in the country round, and is inseparably associated with art wares in glass and china. The firm of Bleasdale Bros. occupy premises having a spacious and handsome frontage to Nicholas-street, which have been held by members of the family for seventy-seven years. The business was founded by the late John Bleasdale, grandfather of the present proprietors, and carried on successfully by him. It passed into the hands of his son John, who is also dead, and then into the hands of Joseph Frederick and Albert Henry, sons of the late John Bleasdale, by whom it is now carried on. I had a pleasant interview with Mr. Albert Henry Bleasdale on the occasion of my visit, and in the course of our conversation different subjects of trade interest were touched upon. We were speaking of glass. I asked Mr. Bleasdale if, with the long experience of the family to guide him, he could make any suggestion which would be of advantage to the English glass trade. "That is a difficult question," Mr. Bleasdale said, thoughtfully. "In this country at present," he continued, "the English people do not lay themselves out for publican's tumblers. I pay double for that." Mr. Bleasdale took a perfectly smooth tumbler from a stand. "I thought X——'s were going to do it once, and put machinery down, but they have not been able to do it. We have to buy a case of twenty-five dozen of the foreign tumblers; it is the smallest quantity we can get in these tumblers. If I were to say to the English makers, 'I will give an order of a hundred dozen or three hundred dozen,' they could not touch them at the price." "Is not that an argument for a good heavy tariff on the imported glass?" I asked. "A tariff of 10 per cent. would not do anything while we can buy this at 1s. 2d. a dozen, and they can be bought for less than that, for about 1s. a dozen. Such a tariff would not help. It would not affect the trade a bit. I reckon it would have to be 25 or 50 per cent., and then, if they did put on 50 per cent. it would probably be a case of a manufacturer here putting his price up. It is just a matter of labour. Y——'s are at the top of the tree. If the same articles were made by Z——'s it would be at the same cost." The question, Mr. Bleasdale admitted, was a very important one for makers of glass in England, and he did not see wherein lay the solution. And there was the tea shop question; this came just as closely home to retail dealers. "When we say anything to the manufacturers of this they say, 'We cannot afford to lose an order of £3,000 a year,'" said Mr. Bleasdale. I asked if the tea-shop trade were really worth so much to manufacturers. He believed it was. Then there was the working of the trade in "seconds." "We have the 'seconds' to contend with, but with the price of coal going up I should think dealers will have to pay a higher price for 'seconds,'" was Mr. Bleasdale's brief

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statement of fact and expectancy with regard to this. I looked round the shop. Its trim, black-edged shelves were completely laden with china and other pottery ware in large variety. Quite a brilliant colour display was made by two long shelves on which were ranged flower pots in a score or two of delightful shapes, and quite a galaxy of gay colours. At the left-hand side of the shop a separate range of shelves set at a right angle with the main range was devoted to toilet ware, and the display of this ware was very striking. In the centre of the shop, extending lengthwise, was a capacious stand, laden with elegant fruit dishes and ornamental pottery, the more conspicuous objects being an array of seven floriated pedestals for ornamental flower pots. These pedestals well sufficed to show the extent to which objects of the class lent themselves to artistic treatment. The window was very tastefully set out, the space being divided into three compartments, each well provided with some special class of art pottery-ware.

"Brookfield's," in Old Sir Simon's-arcade, is a well-known glass and china warehouse in the wholesale and retail trade. The business is carried on by Herbert and Bernard, sons of Mr. John Brookfield. Mr. Brookfield, sen., however, takes a constant interest in the working of the business. The establishment at Lancaster has been carried on by the present proprietors for three years. The premises are very commodious, and contained a large stock of china and glass ware for general household use at the time of my call. Some very pretty tea and cream sets in new designs, and in pure white, were being shown as attractive novelties. The firm have another shop in Regent-road, Morecambe, which has become one of the principal glass and china depôts at the west end of that town. I had a short conversation with Mr. Bernard Brookfield on the subject of trade in general. He spoke of it as being without any special feature of interest, the movements of stock having for some time been fair in volume and very steady.

Henry Smith & Son have for the last two years carried on an extensive depôt in the Market-hall, Lancaster, for the sale of glass and pottery ware. This business is really an outgrowth of a furnishing business carried on by the firm in the Market-hall, of which the selling of oilcloths has been the principal feature. Three shops or apartments were taken and devoted to the glass and pottery business, and at these I found a large and interesting collection of goods of the general, household, and more popular, ornamental kinds. Jugs in numerous fancy designs formed a feature of the stock. Both wholesale and retail trade are done. In addition to the three shops in the Market-hall, the firm occupy a warehouse in the Corn Market, at which a considerable stock of glass and pottery is maintained.

MORECAMBE.

Morecambe, the most northern of the popular watering-places on the sea front of Lancashire, has been fitly termed the Naples of the North. Its majestic bay, nine miles wide, is a feature which attracts many visitors, but the special attraction of Morecambe is the beauty of the hills which lie beyond the bay, and of the higher mountains of Lakeland, which rise, rank behind rank, round the end of the bay to the north and north-east. Many people in the north now know of this peculiar attraction which Morecambe Bay provides, and the town is becoming more and more popular. Morecambe has a residential population of about 13,000, but this number is much increased in summer when the visitors are in. Other points of interest concerning the town were mentioned to me in the course of talks which I had a few days ago with glass and china dealers in Morecambe. These points and others relating to the trade are cited in the notes which follow.

Mrs. Harrison, 31, Queen-street, carries on an old glass and china business, to which especial interest attaches. The business was founded by her mother, the late Mrs. J. Edmondson, some forty years ago. The shop and its stock of glass and china ware came to hold a place in the life and affections of the founder such as might have been held by a favourite child. When, some ten years ago, she lay dying she commended the shop to the care of her daughter, and begged her not to "let it go down." Mrs. Harrison has accordingly taken an especial interest in the business, and has sought to maintain the old local regard for it which was created in her mother's time. It was good to hear Mrs. Harrison speak of the town and its trade. "I have customers who have been coming for above thirty years," she said, cheerfully. "We have no need to complain. We have had three bad seasons, and that made trade bad. Last season it was a little better, and we hope it will be better again this next season. It is a very healthy place. My father was 86 when he died, and so was my mother. They had never been anywhere else." The shop, outside and in, reflected the cheerful mood of the proprietress. The light, trim, and extended front was thoroughly up to date. The stock in the window was bright and attractive. Inside, the shelves were laden with a great variety of useful and decorative china and glass ware. In the centre was a smart case filled with beautiful tea and cream sets, some in white and gold, others ornamented with colours. There was a collection of heraldic ware. And there were four store rooms, each having its complement of glass, china, and other pottery ware, the whole forming a notable establishment of exceptional interest. I bade Mrs. Harrison adieu, and left the place with the conviction that there were good times coming for the town. A little later in the day, as I walked along the station platform to the train, my attention was attracted by a very neat case of small, ornamental pottery ware, which was fixed to the wall at one point. I turned to the case to learn its why and wherefore, and found it to contain a very choice collection of small ornamental goods suitable for presents, and to bear the name of Harrison. It was a little device maintained by Mrs. Harrison as a means of informing visitors that at her shop wares of the kind, for personal use or for presents, could be found in large and charming variety.

"Kitching's," the Arcade, Morecambe, is one of the better known trading institutions of the town. It comprises a jewellery department, an ornamental pottery department, and a spacious general glass, china, and earthenware department. I had a short talk with Mr. Kitching. The recent history of the town given me by him, in brief, was that trade had been very good in Morecambe until about 1902, and that then a building boom had begun, and that for the next three years things had been indifferent. Last year business had taken a turn for the better again, and the prospects for the coming season were brighter. Mr. Kitching had been in the town about sixteen years, and knew it and its trade conditions well. I was glad, therefore, to receive an assurance from him that the town had passed the time of arrested growth to which he had alluded. The large and interesting three-branch character of the business presented material for endless study, of which one might have written without limit. It must suffice, therefore, to say that the display in the front window, facing the beach, was rich and choice. The large front shop presented a wealth of jewellery, the whole suggesting a business and a connection of the most desirable kind. Beyond this front shop, and at the other end of the arcade, was the extensive shop containing the general stock of glass, china, and earthenware.

Mrs. Swain, 35, Euston-road, Morecambe, is the proprietress of a glass and china business. I found the shop

to be well furnished with glass and pottery ware for table and toilet uses, with a liberal intermingling of ornamental articles, the stock presenting an agreeable and up-to-date aspect. Mrs. Swain spoke of Morecambe as still being very much of a summer trading place, and of the over-building boom of from four to five years ago as having had an unfavourable effect on the town. Before the boom began, the town, she said, had been progressing steadily, but the effect of the mass of new property being put up, for which there had as yet only been a very partial demand, had been a "set back." This, however, seemed to have passed over, and Morecambe last year was more like its old self again as regards business life.

A very bright and attractive place of business in Euston-road is carried on in the name of E. T. Gorton. A large part of the establishment is devoted to fancy stationery, but fancy pottery ware of a kind likely to be purchased by visitors as presents for friends at home is very much in evidence. The variety in form and detail and the wealth of colour afforded material for endless contemplation which could scarcely fail to interest young or old, resident or tripper.

Mrs. Sarah Handyside, 14, Queen-street, carries on an establishment which, as regards its outward window aspect and the character of the goods displayed, is a point of strong interest to frequenters of the street. The premises are of the double-fronted type, with a door in the centre and a window at each side, the constructional work being such as to present an agreeable aspect. Windows and shop were stocked in a way which showed great taste, the utilitarian and the artistic being suitably presented. Some of the newer white ware was arranged very effectively, and dainty heraldic ware formed a most interesting collection. I found Mrs. Handyside arranging her goods with light touch and great care and taste. I had a little talk with her about the trade, but she did not report anything eventful. Business had been quietly steady, which, perhaps, was as satisfactory a report as could have been made.

A few years ago Morecambe began to extend towards the west, that is, towards the sea. On travelling westward from the part of the town in which the places of business are located which have been spoken of, one comes, in a short distance, to a break in the continuity of the town. At this point Morecambe appears to have come to an end. On following the road which lies by the edge of the bay for about a third of a mile, another part of the town, the West End, as it is termed, is reached. This might fitly be termed the New Town, or New Morecambe, for every road and block of houses which one sees on reaching it suggests a creation of recent years. Here one finds a far-reaching mass of property of the modern lodging-house class, with fine straight roads intersecting it. The impression produced on the mind of a visitor on walking through this district can hardly be any other than that Morecambe is a place of present prosperity, and with a great future.

I found two glass and china depôts here in this residential area of the West End, each wearing an aspect of prosperity. The first was that carried on under the name of S. Hall, at 8, West-street. I had not the good fortune to meet the proprietor, so missed the pleasure of a talk about trade at the West End. The depot was of fair size, and adequately stocked, goods of useful kinds being chiefly in evidence. There was a strong artistic tone in the composition of the whole, pottery of an ornamental kind mingling freely with the goods for ordinary work-a-day uses, and all being well kept and tastefully displayed.

H. and L. B. Brookfield occupy a conspicuous shop at the corner of Regent-road and Westminster-road, in the very heart of the new town at the West End. The shop has two fine windows, which admit of a striking display of glass, china, and earthenware being made. Such a display I beheld at the time of my call, the window on the line of Regent-road especially being stocked with great taste. A large collection of general pottery and glass ware, a very fair proportion of it being distinctly ornamental, appeared about me in the shop itself. The proprietors are members of the family who carry on the well-known glass and china business which centres in Old Sir Simon's-arcade, Lancaster, mentioned in the notes on the trade of that town.

Obituary.

H. M. WILLIAMSON, J.P., AGED 80.

WITH deep regret we record the death of Mr. Henry Mountford Williamson, senior partner and founder of the firm of H. M. Williamson & Sons, china manufacturers, Bridge Pottery, Longton. For a long time past Mr. Williamson has been in indifferent health, but about two years ago he suffered from a painful malady, which assumed a grave character at the commencement of this year. It affected his heart, and caused extreme prostration, and had he not been endowed with a wonderful physique he must have succumbed much sooner. In spite of the most skilful attention, however, Mr. Williamson passed away on July 31, at his residence, Cromartie House, Dresden. The deceased was born at Hanley, on October 23, 1827, and, as was then customary, he began to work when very young. He was apprenticed to Mr. Wm. Brownfield, at Cobridge, and soon became an efficient workman, and ultimately a very clever pottery gilder. He was engaged in this trade until about 1860, when he went to Longton, and commenced business as a china decorator at a small factory in Stafford-street. For some reason or other he gave up this business, and joined G. L. Robinson & Co., Stafford-street, as works manager. He, however, returned to business on his own account as a china decorator with works in St. Martin's-lane. He decorated for a number of prominent manufacturers with much success, and at the same time he was interested in the firm of Williamson, Turner & Co., earthenware manufacturers. In a short time, however, he withdrew from that firm, and commenced the manufacture of china in Heathcote-road, and thus founded the business of H. M. Williamson & Sons, with which he was identified almost up to the time of his death. The rapid development of the business of the firm was due to the energy and discrimination of the deceased. With the active co-operation of his son, Mr. F. Williamson, and his son-in-law, Mr. Copestake, the business extended still more rapidly, and to meet its requirements the present buildings in Cooke-street were erected. It had been the determination of the deceased to have a large and well-arranged manufactory on modern lines, and fitted with the most improved machinery, with facilities for a large and regular output. He accomplished this, and with the personal attention of the deceased and his partners an extensive home and export trade has been established. The late Mr. Williamson displayed his remarkable business abilities as a salesman as well as a manufacturer. For



Mr. H. M. Williamson, J.P.
Photo. by Latham & Bott, Longton.

many years he himself conducted the business of the firm in London, and he is to-day remembered and spoken of by buyers and dealers as one of the most genial and most respected men in the trade. About twelve years ago he retired from active participation in the management of the business, but the energy he infused into every department is bearing fruit to-day. He was a member and the chairman of the old Dresden Local Board. Dresden was annexed to Longton, and he was elected a member of the Sir James' Ward of the Longton Town Council. In 1885 he was chosen mayor, and filled the office with marked ability. His services were remembered, for in 1904 he was again elected as chief magistrate. He was exceedingly popular; his cheerful and always pleasant disposition endeared him to all who came in contact with him, both in public and private life. He was elected an alderman, and having found it desirable, for personal reasons, to withdraw from the bench of Aldermen for a time, he again sought re-election, and on the first vacancy occurring on the aldermanic bench, Mr. Williamson was again elected to fill it: an experience as gratifying as it was unusual. He was a County Councillor from its first origin, up to last year. He was a most useful committeeman, serving on several committees, and being chairman of one. He was a member of the Board of Guardians for Stoke for sixteen years, and chairman of the board for five years, retiring last year: chairman of the Sick Nursing Association, a trustee of the Cottage Hospital, and treasurer and trustee of the Aynsley Dole to the aged poor of Longton. He was the oldest but one on the Commission of the Peace for the borough. He was an active worker in connection with the Methodist Church, and was for a long time superintendent of the Sunday School. The funeral took place at the Borough Cemetery on August 3, in the presence of a large concourse of relatives and friends, and representatives of many public bodies. Though a busy and keen man of business, the late Mr. Williamson was always solicitous for the welfare of the poor amongst whom he lived. He leaves a widow, three sons and two daughters, to whom we offer our sympathies.

WILLIAM MOUNTFORD, AGED 60.

WE deeply regret to record the death of Mr. William Mountford, of Golspie House, Park-avenue, Longton, senior partner in the firm of Adderley's, Limited, Daisy Bank Pottery, Longton. For some years Mr. Mountford had suffered from asthma in conjunction with chronic heart trouble. In the past twelve months his condition had been regarded as critical at times, and his medical adviser was in constant attendance. About six months ago he paid a visit to Folkestone in the hope of gaining benefit, and probably he would have done so but for a tragic incident. It will be remembered that Councillor J. Harding expired suddenly in the presence of the late Mr. Mountford. This was such a severe shock that Mr. Mountford never properly recovered from it, and it is by no means unlikely that it contributed in some measure to Mr. Mountford's own death. He was confined to the house for some months after Mr. Harding's death, but a couple of months ago he went to Rhyl, his friends thinking a change of scene and air might do him good. At Rhyl, however, he had repeated serious attacks which told severely on his weakened frame, and he gradually lost strength, and on the morning of Aug. 13 he passed away in the presence of several members of his family. The deceased was born in Burslem in 1847, and served an apprenticeship to mould making at which he worked for some years. About 1877 he removed to Longton to take the management of the Daisy Bank Pottery. It is well known how efficiently he fulfilled this duty, to the satisfaction alike of the principals and employees. He was as greatly esteemed for his personal worth as he was respected for the conscientious discharge of his official duties. Ultimately the late Mr. W. A. Adderley took the late Mr. Josiah Warner and Mr. Mountford into partnership. In this position the deceased's practical knowledge was turned to account, and as he made himself acquainted with all the details of pottery manufacture, he was well qualified for the position of principal, and under his care the business materially improved. During the last few years Mr. Mountford had not been able, owing to ill health, to take as active a part in the business, as he formerly did. He had, however, the assistance of very able colleagues (some of whom are now directors of the limited company into which the business was converted), so that the business continued to extend. His recreation was motoring, in which he took great interest, owning two cars. He was broad-minded and charitably disposed, but took no active part in Church work. As in religion, so in politics, he had his own strong and sincere opinions, but he never sought to convert others to them. He took an interest in local affairs, and had been often requested to take part in public duties, but ill health prevented him. Apart from this, however, he was naturally of such an unambitious disposition, that even if his health had been stronger, it is doubtful if he would have entered public life. But he never hesitated to give practical support to movements intended to benefit the town and to promote the welfare of his fellow townsmen. He lost his wife ten years ago, and leaves two sons and a daughter. His funeral took place on August 17, in Blurton Churchyard, and was attended by a large assembly of relatives and friends, including the Mayor of Longton, a number of prominent townsmen, and many employees of the company.

THE LEAD GLAZE QUESTION.

THE following appeared in "Public Opinion" of August 2:—

"WHY NOT LEADLESS GLAZE?"

TO THE EDITOR OF "PUBLIC OPINION."

SIR,—In your issue of the 26th inst. you give, under the above heading, extracts from the discussion in the House of Commons on the work of the Home Office. Some remarks then made by Sir Charles Dilke are so contrary to fact that we ask you to please allow us to correct them through the medium of your widely-read journal. We have drawn attention to them in our own pages, but the public do not read THE POTTERY GAZETTE, which circulates only amongst those connected with the trade.

Sir Charles said:—"The Leadless Glaze Exhibition at Church House last autumn showed that the most beautiful effects in colour could be procured in ware without the use of lead. His experience was that those who ordered leadless objects had always been able to get them, but only after a great deal of trouble, because manufacturers were prejudiced against making any change in their methods." This is a libel on manufacturers, who have spent thousands of pounds in efforts to procure a leadless glaze that would be commercially applicable to domestic pottery, and have not succeeded. This parading of the so-called "Leadless Glaze Exhibition" at Church House as evidence that lead can be dispensed with in the manufacture of useful pottery was an imposition upon the public. We pointed out at the time that the promoters of that exhibition were imperfectly advised, since it was clear that lead *had* been used in the production of some of the pieces shown.

We regarded the display more as a shop than an exhibition. It was not fair to the high personages who supported the exhibiten on philanthropic grounds that most of the

exhibits were shown by retail tradesmen, whose names and addresses were inscribed in large letters over their stands, who distributed trade cards, and solicited orders amongst the visitors. and who sold the exhibits themselves. (There were no attendants in charge of manufacturers' exhibits.) An exhibition under Royal patronage should have been free from any suspicion of prejudice or partiality, but the promoters (the Christian Social Union) laid themselves open (perhaps innocently, but in that case, ignorantly) to the charge of making the exhibition harmonise with their own strong bias on the lead glaze question. Some fine specimens of "Wedgwood Ware" were shown, and this, no doubt, prompted one of the speakers to say they could claim Josiah Wedgwood as patron saint of their movement. The same day these words were spoken Josiah Wedgwood & Sons, of Etruria, the descendants and successors of the great potter. had written to the exhibition authorities as follows :—"We wish to point out that the Wedgwood ware exhibited is our well-known ornamental Jasper ware. In this case we can utilise a leadless glaze, when glazing is required, but for 'utility' ware we have been for many years unable, and are still unable, to produce commercially a satisfactory leadless glaze, so that no china or earthenware of ours is exhibited at Church House. We may mention that for a number of years we produced white china with a leadless glaze, but we were at last compelled to abandon the glaze because it proved uncommercial."

We thank you, Sir, for affording us this opportunity of telling the public (what is well known in the trade) that, so far from the exhibition at Church House proving that pottery for domestic purposes can be successfully made without lead. it produced evidence to the contrary.

We are, Sir, yours truly,

THE EDITORS OF "THE POTTERY GAZETTE."

8, Broadway, Ludgate Hill, London, E.C.. July 29.

The following reply was inserted in "Public Opinion" of August 9 :—

TO THE EDITOR OF "PUBLIC OPINION."

SIR,—In a letter to "Public Opinion" of August 2 the editors of THE POTTERY GAZETTE say that manufacturers have not succeeded in procuring a leadless glaze that would be commercially applicable to domestic pottery. I would like to point out to them that the Coalport China Co. are at present covering a large quantity of their china with leadless glaze, every piece of which is plainly marked "Leadless glaze." I enclose a piece for your inspection.

Yours faithfully, E. W. JONES.

Broseley, Salop, August 5.

To which we replied in the issue of August 23 :—

TO THE EDITOR OF "PUBLIC OPINION."

DEAR SIR,—Kindly permit us to reply to the letter from Mr. E. W. Jones. We never said, and no one else ever said, it was impossible to use any leadless glaze. One swallow does not make a summer. Because Coalport or any other factory producing a special kind of ware can use leadless glaze does not prove that the use of leadless glaze is possible on the thousand and one varieties of earthenware, porcelain, tiles, &c., that are made in this country. It is well known to all whose knowledge entitles them to express an opinion on the subject that leadless glazes are not practicable for most of the important branches of pottery manufacture carried on in this country at the present time. We refer your correspondent, and especially those who read this letter, to the statement by Messrs. Josiah Wedgwood & Sons, Ltd., which we quoted in our letter in your issue of the 3rd inst.—Yours truly.

The EDITORS of "THE POTTERY GAZETTE."

8, Broadway, Ludgate Hill, London, E.C., July 29.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN JULY.

THE POTTERY TRADES.—Employment in the Pottery trade continued good in July, on the whole, and was better than a year ago.—Employment was good at Bristol and at Swadlincote. In Devonshire and at Newcastle-on-Tyne it continued fair, but it was only moderate at Glasgow. In the South Yorkshire and the River Aire district a decline was reported. With earthenware makers at Longton and Fenton it was fair, but showed a slight decline on the previous month. Employment with insulator turners and throwers in the Potteries was fair. With clay tobacco-pipe makers it was very good at Manchester, fair at Glasgow and Waterford, and dull at Newcastle-on-Tyne.

THE GLASS TRADES.—Employment was fairly good on the whole, but showed a slight decline as compared with June. It was, however, better than a year ago. Returns received from firms employing 8,692 workpeople in the week ended July 27, and paying £10,181 in wages, showed a decrease of 1·9 per cent. in numbers employed, and of 1·9 per cent. in the amount of wages paid, as compared with a month ago. The decline in the amount of wages paid was confined to the glass bottle branch, but was common to all districts. Compared with a year ago there was an increase of 4·9 per cent. in numbers employed, and of 7·0 per cent. in the amount of wages paid, the increases being shared by all the principal districts with the exception of Worcester and Warwick, which showed a decrease both in numbers and in the amount of wages paid.

Employment with glass bottle makers was good at Bristol and in the North of England, in Lancashire, and in Scotland ; it was fair at Leeds, Castleford, and Mexborough, but dull at Wakefield and at Dublin. It continued moderate with medical glass bottle makers at Leeds. With flint glass makers employment was generally fairly good, but with cutters it was only moderate, short time being worked ; in Wordsley and district, however, it was good. Employment with plate glass bevellers at Birmingham was slack, and worse than a month ago. It continued good with sheet glass flatteners at St. Helens. It was fairly good with London glass blowers. Employment with pressed glass makers on the Tyne and Wear continued moderate, and short time was general.

Table showing the number of persons employed and the amount of wages paid them on the last pay day in July.

Branches.	Number Employed.	Wages Paid.
Glass Bottle	5,608	£6,777
Plate Glass	848	971
Flint Glass Ware (not Bottles)	1,848	2,008
Other Branches	388	425
Total	8,692	£10,181

Number of persons employed in each district and the amount of wages paid to them on the last pay day in July.

Districts.	Number Employed.	Wages Paid.
North of England	1,378	£1,521
Yorkshire	3,994	4,895
Lancashire	891	929
Worcester and Warwick ..	1,237	1,441
Scotland	866	1,071
Other parts of United Kingdom	326	324
Total	8,692	£10,181

HEAPS of rubbish have been sold
Through the tales that quacks have told
In their advertising.
If you couldn't do as well
When you've real good stuff to sell
It would be surprising.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR JULY, 1907.

	Quantities.				Value.			
	Month ended July.		Seven Months ended July.		Month ended July.		Seven Months ended July.	
China or Porcelain, and Earthenware.	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany ..... cwts.	6,099	11,459	37,993	58,793	£7,992	£8,915	£44,782	£48,660
,, France ..... ,,	9,402	5,725	29,728	37,147	5,253	5,362	36,345	37,047
,, United States of America ..... ,,	47,979	47,537	277,864	305,024	50,702	54,737	320,820	360,757
,, Brazil ..... ,,	9,411	28,557	84,747	124,027	10,269	18,639	67,431	93,669
,, Argentine Republic ..... ,,	43,150	23,112	266,077	214,820	15,289	12,045	103,454	104,213
,, British South Africa ..... ,,	15,080	12,130	135,066	80,077	6,944	8,091	69,266	53,303
,, British East Indies..... ,,	26,413	22,806	175,169	194,723	13,755	13,634	89,836	96,229
,, Australia ..... ,,	20,106	23,387	88,044	118,612	16,973	26,552	95,909	134,885
,, New Zealand ..... ,,	5,660	6,156	33,683	45,032	8,288	9,683	44,106	62,940
,, Canada ..... ,,	36,433	27,010	170,040	185,024	26,125	27,229	135,409	169,542
,, Other Countries ..... ,,	77,535	92,776	530,259	583,325	45,279	58,273	313,573	347,010
Made up as follows:								
Porcelain, Chinaware, and Parian .. ,,	1,374	2,211	14,236	11,436	9,966	15,766	82,387	97,865
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	123,840	152,662	749,751	903,391	150,849	187,931	928,623	1,122,889
Jet, Rock'm, and Glazed Terra-cotta ,,	49	47	695	193	103	111	1,289	356
Red, Stone, Brown and Yellow Ware ,,	155,865	134,218	970,490	943,835	28,175	26,671	186,250	181,226
Other Sorts (including Electrical and Chemical Ware) ..... ,,	16,140	11,517	93,498	87,749	17,776	12,681	122,382	105,919
Glass.								
To British South Africa.....value £	—	—	—	—	6,101	4,955	49,377	35,609
,, Other Countries .. .. ,,	—	—	—	—	103,598	121,713	676,624	776,346
Made up as follows:								
Plate Glass .....cwts.	10,986	14,293	78,342	93,189	16,233	24,410	116,301	153,697
Flint Glass ..... ,,	5,741	7,333	33,682	41,297	17,559	21,001	108,781	122,266
Glass Bottles .....gross	60,965	76,780	428,205	497,526	38,089	49,241	271,191	319,060
Glass Manufactures, other sorts....cwts.	43,031	42,736	263,444	275,879	37,818	32,016	229,728	216,932

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR JULY.

	Quantities				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian..cwts.	4,111	5,063	27,702	29,854	£22,304	£22,320	£134,767	£144,880
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	25,677	30,933	186,107	194,424	50,765	66,684	361,209	381,834
Jet, Rock'm, and Glazed Terra-cotta ,,	1,310	51	6,789	151	286	204	2,038	538
Red, Stone, Brown and Yellow Ware ,,	3,609	7,575	20,701	36,422	1,046	1,403	5,719	8,089
Other sorts (including Electrical and Chemical Ware) ..... ,,	2,446	2,449	13,232	14,990	3,310	3,629	19,143	19,571
Window and German Sheet Glass ,,	93,171	110,512	820,814	749,470	51,946	62,567	460,619	416,558
Plate Glass ..... ,,	40,269	34,532	225,614	262,740	52,892	41,559	293,493	323,412
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	71,437	71,630	470,733	452,124	104,044	110,211	756,809	662,344
Glass Bottles.....gross	122,666	119,899	887,408	882,479	51,373	49,879	368,792	366,434
Glass Manufactures, other sorts....cwts.	4,384	580	28,048	8,649	7,369	890	41,754	10,859

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR JULY.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian ...cwts.	1,375	1,106	9,937	9,013	£6,242	£5,298	£42,929	£40,938
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	809	2,407	3,876	8,209	1,641	6,015	8,869	16,767
Jet, Rock'm, and Glazed Terra-cotta ,,	—	—	38	15	—	—	157	42
Red, Stone, Brown and Yellow Ware ,,	—	—	405	99	—	—	855	24
Other sorts (including Electrical and Chemical Ware) ..... ,,	2	40	69	118	7	90	369	228
Window and German Sheet Glass ,,	2,842	391	10,913	4,372	1,353	221	5,739	2,096
Plate Glass ..... ,,	73	118	1,642	3,515	102	148	2,557	3,884
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	1,114	1,435	11,967	4,440	1,163	2,631	24,283	9,944
Glass Bottles .....gross	2,462	5,016	14,273	28,945	1,470	2,923	8,589	16,700
Glass Manufactures of other sorts ..cwts.	724	596	4,174	4,492	1,727	2,487	10,128	11,042

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, June 26 to July 27, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 to July 27, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	457	795	3,375	4,303
„ New York	641	649	4,274	3,448
„ Baltimore	1,962	1,445	11,857	8,463
„ Philadelphia	339	121	1,606	790
„ New Orleans	714	770	4,444	2,403
„ Newport News	107	93	807	763
„ San Francisco	112	97	336	891
„ Portland, Me.	548	89	4,322	508
„ Galveston	314	95	1,064	613
„ Portland, Or.	0	35	109	653
„ Inland Points	160	1,059	643	7,304
Total	5,354	5,248	32,837	30,139

TYPICAL POTTERY AND GLASS DEALERS.

(BY OUR OWN REPRESENTATIVE.)

THERE are some vocations that stamp their impress unmistakably upon those who follow them for any length of time. Anyone would recognise a waiter or a jockey, for instance, even if they were off duty. I could point out all the plain clothes policemen outside the Bank of England, the Law Courts, or the Houses of Parliament. "Once a policeman, always a policeman." The high-class draper's assistant—especially the shopwalker—acquires a "something" in his manner that makes him easily recognisable amongst other men. It may not be possible to say exactly what that something is—but there it is. There are also professions, trades and industries of which the same can be said to a lesser degree. I am, however, not aware of anything in the pottery and glass trades that gives a visibly distinctive character to those engaged in them. When, therefore, I speak of "typical" pottery and glass dealers, I do not suggest that any of those named exhibit prominent characteristics common to members of the trade. I refer to them rather as typical dealers who display qualities, abilities, and methods worthy of appreciation—and



[*Photo. by Gill, Colchester.*

MR. WILLIAM CHESHIRE.

imitation. I feel sure that all who have had business intercourse for any length of time with Mr. Wm. Cheshire, Colchester, will agree with me he is a type of what a good business man should be, while the incidents of his life demonstrate that in the opinion of those amongst whom he has lived, and who, therefore, know him best, Mr. Cheshire may be accepted as a type of what a good citizen should be. One day last month I called upon him at his place of business, 24, St. Botolph-street, Colchester. He was very busy, but like most other busy men, he kindly found time to give me a short interview. I always get on better with very busy people than with those who take things leisurely. The moment I express (as I always do) my willingness to consult their convenience and to call again if they wish it, I find them anxious to consult my convenience and to give me an interview at once. It was so in Mr. Cheshire's case. The business he controls is an extensive one, and a few minutes' conversation is all that is necessary to discover that he thoroughly understands it. It was founded in 1830 by Mr. Robert Cheshire, great uncle to the present proprietor. It was then a wholesale business, but on the succession of the nephew of the founder, the father of the present owner, the retail branch was added. The wholesale and retail trade have both been very considerably extended in recent years under the able management of the subject of this sketch. The reason for the remarkable growth of the business becomes intelligible as we are made acquainted with the man principally responsible for it.

Mr. Cheshire has a splendid physique, and is now in the very prime of life, having been born in London in April, 1860. He came very early in life to Colchester, and was educated at Lexden School, under Mr. Fred Richardson. He was introduced into the pottery and glass trades by his father, who, however, very wisely considered that his son would apply himself more readily to work for a stranger, and accordingly placed him under the care of Mr. Hudson. the well-known dealer at Southsea. The young man was there in a good school for learning the business, and made the best use of his opportunities, while at the same time he appears to have given great satisfaction to his employer. After six years' experience at Southsea, he returned to Colchester and engaged in his father's business. He went through all the departments of it and became thoroughly conversant with all the details of buying, as well as of selling. In the course of time he succeeded his father as proprietor, but as he had for long taken a considerable share in the management of it, he was fully prepared for the responsibilities of ownership. His father had made important additions to the premises, and these have been still further extended by Mr. Cheshire, and are

still in progress. The tour I made round the premises in company with him, not only gave me a good insight into the extent and character of the trade done, but revealed his complete knowledge of his business. He was required to work in his youth, and the work he did then would probably be distasteful to well-educated sons of dealers of the present day, but it proved of immense advantage to him. There are hundreds of little details associated with the profitable handling of pottery and glass, and it is lamentable to find how many assistants never take the trouble to learn them. I have met with many salesmen (especially in large stores) who think nothing more is required than a respectful manner and the quotation of the price they find marked on the ticket. The assistant who makes himself acquainted with the different qualities of ware, and the various styles of ornamentation, and with the reasons for the differences in prices, will be more valuable to his employer, and sensible employers should always appreciate such qualifications. It was Mr. Cheshire's thorough mastery of all these rudimentary details in his youth that qualified him for management, and that has enabled him to develop a comparatively small business into the extensive one he now controls. Mr. Cheshire keeps a large stock of all grades of useful and ornamental pottery and glass, but while stocking goods that are in vogue, he has always aimed at providing a number of specialities of his own. For instance, he showed me amongst his large selection of Heraldic china, models of the celebrated "Colchester vase," and other earthenware urns found at Colchester, these china models make interesting souvenirs for visitors to the town. Another speciality is the native oyster shell, produced in Goss ivory porcelain and enamelled with the Arms of Colchester. Dealers in our trade do not specialise enough. Mr. Cheshire has original ideas, and he gives effect to them, and with advantage. One of the surest methods of establishing a retail trade is to let your customers know that you thoroughly understand your trade. This can be best done by submitting to them special lines that they cannot obtain elsewhere. Mr. Cheshire specialises in this way, and gets shapes and patterns made exclusively for him. He keeps in touch with public taste by stocking goods that are in demand, but in addition he submits novelties of his own which soon find appreciation in the town, because they are Cheshire's. One feature in Mr. Cheshire's business methods I was very pleased to see, because it is one I have frequently urged upon glass and china dealers as well worth their attention. He makes a prominent display of porcelain and glass goods suitable for presentation purposes. If china dealers would look after this trade with greater diligence I am satisfied china would soon become popular for presents and as prizes for competitions. A beautiful piece of Doulton, Worcester, Coalport, or Derby china, with an appropriate inscription, would be far more acceptable to the recipients as birthday or wedding presents, or as an athletic prize, than the too familiar "set of fish knives," or the ubiquitous "silver cup," which very often is not silver. Mr. Cheshire advertises the fact that his is a "Special Depôt for Presents," and he has always on hand a selection of artistic useful and ornamental china that would make pleasing permanent mementoes of any occasion. This is only one of many ways in which Mr. Cheshire specialises. It would be an advantage to themselves and would stimulate the production of artistic British china if dealers generally would adopt his method.

Colchester is a Garrison town, and Mr. Cheshire caters extensively for mess requisites, and for the better-class goods required by families resident in the neighbourhood. That his trade in this direction is considerable is seen by the samples of crested and badged ware he has in his showroom. But he maintains the traditions of his house and does also a good trade in medium class and cheaper goods, and a wholesale trade as well. This latter is done in the district round about the town which is canvassed regularly for orders. Some wholesale trade is done by travelling dealers who come for their supplies, but this class of trade is declining. The founder of the business gave special, indeed almost exclusive, attention to the wholesale trade, and it was in this branch that the subject of the sketch had his first experience. He used to be at the warehouse at six in the morning to serve hawkers and others who called for their supplies for the day.

The necessity for close application to business which was impressed upon him as a lad, has been most valuable knowledge to him, alike in business, municipal, and social life. The energy and enterprise he has always displayed in the prosecution of his business have not, by a long way, been confined to it. A man who was so incessantly occupied in business hours, could not very well be content with a life of inactivity in the hours beyond. Mr. Cheshire has for a long time taken an active part in religious, philanthropic, and local government affairs. He has been a Churchwarden for many years, he is director of the Plate Glass Insurance Company, and is an active member of the Order of Foresters, in which body he has held many high offices. He is also a Freemason.

At the municipal election in 1904 he was elected to the council as representative for the South Ward by a large majority, and he has been an active member of the council ever since. It would appear that the work of the council has provided a most useful outlet for his superfluous energies. He is on the Cemetery Committee, the Tramways Committee, and the Town Hall Committee, and is deputy Chairman of the two last. He is also a member of the Assessment Committee, of the Parks Committee, and the Education Committee: the latter appointed him one of the Education Managers of St. James' Roman Catholic Schools. These appointments all tend to show that he enjoys the confidence and the respect of his fellow townsmen. Mr. Cheshire is fond of reading, not only trade information and the reports of daily occurrences, but more solid literature, and is a generally well informed gentleman. His business, however, still claims his principal attention, though he has responsible assistants. He is making extensive additions to and improvements in his premises, which I understand are his own freehold. He has recently enlarged and improved his packing and storing rooms at the rear of his shop. His business is of four classes—family connection, wholesale, a passing trade, and the market day trade. Mr. Cheshire deals with each of these branches with spirit and originality. He has tackled the cheap "bazaar" trade in a very original manner. On Saturday (which is Market Day at Colchester) he fits up one of his large warehouses and turns it into a Penny Bazaar. There is an entrance to the bazaar from the rear of the premises, and I am informed it is a great success. He thus, for one day in each week, meets the competition of the penny bazaar, with great courage, and I am glad to hear his new venture has answered his expectations. Mr. Cheshire is the embodiment of courtesy, and in this respect, as in several others, he is typical of what a glass and china dealer should be.

Chinaware to the value of 188,300 rupees was imported into Ceylon from the United Kingdom during 1906. This import, and the import from British possessions, 700 rs., shows a heavy falling off, while the import from foreign countries, 112,110 rs., shows a large increase. The bulk of foreign chinaware is from Germany, valued at 84,200 rs., as against 53,900 rs. in 1905. Belgian was valued at 7,800 rs., as against 300 rs. in 1905. Wake up, England!

Foreign Notes.

Leipzig Fair.—The popular Michaelmas Fair for the wholesale and retail trades at Leipzig, Germany, opened on the 25th ult., and will close on the 15th inst.

Mr. Albert Winkler, of Oberkotzau, Bavaria, manufacturers' agent, has opened new showrooms in his own building at Oberkotzau, Schützenstrasse, No. 236.

China and Earthenware to the value of £196,907 were imported into Boston, U.S.A., during last year. The figures show an increase of £5,800 over those for 1905.

Glass, Porcelain, &c., to the value of £5,000 were imported into the Morea during 1906; of this total only £350 worth was supplied by the United Kingdom.

Glass and Crockeryware to the value of 1,287,342 gold dollars was imported at Rosario during last year. The import for 1905 was valued at 1,019.237 gold dollars.

The Glass and Crockery Import of Iceland during last year was valued at £4,886; of this total, Denmark supplied £3,784 worth, the share of the United Kingdom being only £1,025.

Exit the Porcelain Pipe.—The ancient large German porcelain pipe is going out of fashion in Germany, being supplanted by the short British pipe, according to a Foreign Office report.

The Sombkovitsk Glassworks Company, Sombkovitsk, Petrokoff Government, made a profit of £10,042 in its tenth (1906) working year, and will make a dividend of 9 per cent. as compared with 6 per cent. in 1905.

China and Earthenware to the value of 830,452 ticals were imported into Siam during 1906. The import in 1905 was valued at 751,812 ticals. The average value of the tical was about 1s. $1\frac{5}{16}$d. in 1905 and 1s. $3\frac{1}{2}$d. in 1906.

Dutch Pottery Exports.—During last year 183,361 tons of earthenware and china were exported from the Netherlands, chiefly to Germany and Belgium; 10,798 tons were sent to the United Kingdom. The total shows a steady increase, but the share of the United Kingdom has decreased.

The Pottery Imports of Martinique during 1906 were as follows:—Earthenware, 63,886 kilos, £1,924. Faïence ware, 78,213 kilos, £874 (105,208 kilos, £1,035). Porcelain, 42,707 kilos, £1,071 (29,567 kilos, £1,102). The figures for 1905, where available, are given in brackets for comparison.

Decalcomania transfers, printed lithographically from stone, and used to transfer a decorative picture, figure, or design, to the surface of various articles, are lithographic prints, and are dutiable as such at various rates, according to dimensions, &c., according to a recent U.S. Tariff decision.

Crockery and Earthenware to the value of £22,288 and weighing 5,479 tons was imported into Tunis last year, mostly from France, Italy and Belgium. Both quantity and value are less than in 1905. The import of GLASSWARE, 1,522 tons, valued at £21,996, chiefly from France, Belgium, and Germany, has also decreased.

An Inquiry from Mexico.—The British Vice-Consul at Tampico has been notified by a firm in that town that they would like to be placed in correspondence with manufacturers of crockery and glassware. Communications from British manufacturers relative to this inquiry should be addressed to the British Vice-Consul at Tampico, Mexico.

The Pottery Import of Arabistan, Persia, increased slightly during last year. The estimated value was £1,183, and the chief sources of supply were India and the Netherlands. The glassware import supplied chiefly from the United Kingdom, amounted in value to £1,883 and showed a slight increase, due in part to the opening of two new shops in Mohammerah.

The crockery and glassware imports of Alexandria during 1906 were as follows:—United Kingdom, £E88,094; British Possessions — Mediterranean, £E16,380; Far Eastern, £E85; Belgium, £E159,660; France, £E96,098; Italy, £E93,293; Austria-Hungary, £E72,565; Germany, £E51,393; total (including other countries), £E594,25[illegible]. British manufacturers lose by refusing to sell on satisfactory terms the comparatively small quantities which would be purchased. British makers are, however, well represented and hold their own in such commodities as toilet sets, dinner sets, breakfast and tea sets, cups and saucers, pie dishes, pudding bowls, &c.

Just as in England.—The advertiser of cheap goods direct from the maker is in evidence in the States as he is here—only more so. One of this fraternity advertises "1.000 dinner sets, 12s. 4d., underglaze decorations, each piece stippled with gold." He says they were made by a celebrated pottery (which he names) to sell at £1. The pottery in question goes to the expense of repudiating the statement in an advertisement which copies the trickster's announcement all but name and address. But why don't they prosecute him? They say in their own advertisement, "on investigation we found the sets were not underglaze patterns at all, but simply some cheap 'decals' well known to the trade as 'scheme' goods." All the world over the public jump at cheap goods—the quality does not trouble them.

Glass and Pottery in Brazil.—According to the trade returns for 1906 glass bottles and tumblers show an increase of 1,572 tons; 4,097 tons came from Germany, 226 tons from France and 108 tons from the United States. Window glass fell to 2,534 tons, a decrease of 634 tons. Of this over 2,000 tons came from Belgium and smaller quantities from the United Kingdom and France. Manufactures of earthenware and china, unenumerated, show an increase of some 1,114 tons and £54,333. Of these imports 3,5[illegible] tons and £127,595 in value came from the United Kingdom, an increase of 1,682 tons and £33,587 in value; that from Germany amounted to 1,781 tons and £76,496, about the same as the previous year. Smaller amounts came from other countries in the following order:—The Netherlands, France, and Belgium. Manufactures of glass and crystal, unenumerated, show an increase of 207 tons and £19,9[illegible] over the previous year. These imports came from the following countries:—Germany, France, Belgium, and Austria-Hungary.

The U.S. Pottery Trade.—According to an American journal just received, new samples of English earthenware are now being arranged for display in the States. The lines show a great improvement over last year, and a big trade is expected. Domestic crockery continues in good request. All the potteries are working full—or as full as they can with the shortage of hands—and every department is rushed. The fine grades go exceptionally well, while the demand for scheme goods taxes to the utmost the resources of those who cater to that trade. The demand for German goods is increasing every day, with very light stocks to draw from. High grade wares are most in demand, with the 5 and 10 cent kind a close second. Many French goods have recently been released from bond that the call for this class of ware is rather light at present. However, the stocks on hand will not last long, and a large and early demand for spring delivery is looked for. The latest British Consular report remarks that the most notable feature of the earthen and china ware import trade of the United States is the demand during the last few years for Japanese goods. For decorated ware there is always a good demand, and large quantities come from Germany. British houses catering for cheap, showy goods ought to be able to do an increased trade. To do a successful trade it is necessary to send articles having the appearance of being better than they really are.

LIBRARY OF THE PATENT OFFICE

TARIFF REFORM AND THE GLASS INDUSTRIES.

(*Continued from page* 949.)

REMEDIAL MEASURES.

NEARLY all the firms answering the questions favour import duties of some kind. Most of the replies leave undetermined the exact amount of the duty; where suggestions are made they vary in amount from 10 per cent. to a series of duties equivalent to those imposed in foreign tariffs. It is suggested that a tax by weight would be most convenient for assessment and the collection of duty, since the deductions for packing, &c., can be easily estimated. The suggested weight basis of assessment is mentioned in connection with plate glass and also bottles. Import duties would, in the opinion of witnesses, cause the restarting of those extensive factories that have been closed during the last 5 years. The effect would be increased sales, greater security to the home trade, greater continuity, and the retention of capital in this country. "A tariff encourages a manufacturer to spend money in experimenting and enlarging his works and gives him the moral advantage of feeling himself secure." The immediate effect of increased trade would, it is believed, be reduced cost of production, the proportion of dead charges being less. "Import duties suggested would enable us to effect a saving on standing expenses if we were enabled to find full employment for our furnaces and plant. The cost of production would decrease in inverse ratio to increased turnover." A contrary view is, however, expressed by three or four firms who on other grounds favour the suggested duties. Opinions are divided as to whether home prices generally would be raised in consequence of the suggested duties. There would certainly, it is thought, be a steadying of prices, and "prices would not fall below the cost of production as they do now at times, and home manufacturers would have courage to go ahead, relieved from the periodical proximity to ruin, whereas now prices are ruinously low in bad times through foreign dumping." The argument would seem to be that a reasonably devised scale of duties would be a great advantage to the glass industry and save it from ruin; and that it would be no disadvantage to the poorer class of consumer who would not indeed be affected, though the richer class of user of wine glasses, ornamental glasses, and so on might be called upon to pay a little more, as he could afford to do. The effect would, it is thought, be more noticeable in regard to employment than in any other direction. The following are representative opinions of manufacturers:—"If the duties were in force we could find employment for 50 per cent. more skilled workmen, and those at work would be more fully engaged." "Duties would cause many thousands of workpeople (now almost starving) to be employed in this country." "Duties would find employment for many men used to the glass trade who are at present unemployed." "Manufacturers would be able to employ more hands, and more constant employment would enable more money to be earned." "Would certainly increase employment and wages." "Duties would mean a very large increase in employment." "Would provide more regular employment for our people, and effect a saving by keeping all our apprentices employed and full work for our journeymen who have had only partial employment for some months." "More employees would be found work at the same furnaces." "Would go far to satisfactorily settle the unemployed labour question." "By securing greater continuity in the home trade skilled labour would remain at home, whereas now it is tempted to go to the United States. With increased sales the workers would be more actively engaged and the earnings increased." "Increased output would give increased earnings to workmen who for many years have only worked half the time they are willing to work." "The effect would be in keeping a full staff at work full time instead of half a staff working about half-time. 10,000 to 12,000 more workers could be in a few years in employment. At present, 1,200 glass blowers and 600 cutters at work in the United Kinghom are on short time."

EVIDENCE OF WITNESSES.

Section III. contains the oral evidence, as revised by the witnesses themselves, of Mr. A Dodds, Mr. L. J. Murray, Mr. J. J. Candlish, and Mr. W. Bagley. From that evidence we make the following extracts:—

Mr. A. Dodds, of Sowerby's Ellison Glass Works, Limited, Gateshead, and secretary of the North of England Pressed Glass Manufacturers' Association, said: I represent the best common, not the highest, class of glass. The finest table glass in England now is made in Manchester and Stourbridge. There has been a considerable decrease in pressed glass both at home and for export. The cause has been cheaper labour and longer hours abroad, and goods being dumped here. Our trade has not increased in any branch. We have 8 furnaces, and only 3 working. We used to work all these furnaces, and now, in order to reduce cost, more than one-third of the works is boarded off as empty to avoid the local rates. Foreign competition has ruined our industry. Belgian, Austrian and Dutch imports consist of light wine glasses, light tumblers, water bottles, and all table glass, which is what I deal in. A customer in Gateshead buys Belgian tumblers at 7½d. a dozen, delivered. We make a few tumblers of a similar class, weight, &c., quality superior—and our lowest price is 1s. 6d. a dozen. The customer must buy a full case of tumblers unless he can buy from a middleman, whereas we give an assortment of blown and pressed glass in small quantities. That is how we keep the few men we have at Gateshead. The highest class glass is not much imported: it is the lowest quality we are troubled with. In pressed glass there is an import of the highest quality. The glass imported mostly is light blown goods, for which freights are low. The pressed glass is much heavier than the blown, and with big articles, such as dishes, bowls, &c., the freights interfere so much that the pressed glass manufacturers in England can retain their trade. We cut pressed glass and foreign blown goods which we cannot make ourselves. A buyer often wants to buy an assorted parcel, not all pressed goods, but also a few blown. To meet him and prevent him inquiring elsewhere, we carry and sell some foreign blown manufacture, not advertising it as our own, but the travellers show it, not always knowing it to be foreign. We cannot possibly make it, in consequence of cheap labour abroad. To start making these goods again would be like starting a new trade, but we did make them, and could now if it paid. The foreigner has gradually turned us out of the trade, which for us is almost extinct. We thus employ foreign labour now, whereas we formerly employed British.

EXPORTS.—We used to do a large trade in Russia, Holland, Belgium, and Canada. We sent a traveller to Rusia until they began to make glass there and prohibited ours by a huge tariff. That was one of the best countries we had for our goods. We are doing very little with Canada now, in consequence of the close proximity to and cheap freights from the U.S.A., and their being able to buy all in small quantities, consequently requiring less capital to carry on their business. We used to send a traveller to Canada. The shipment has decreased so considerably that it would be little use sending a traveller there at present. The preference given to British imports has not improved our trade in Canada, but it has done us good with South Africa. Last year we sent a traveller there, and the result was very satisfactory. He took to South Africa (to reduce the cost) an agency in earthenware and china, which we sold as our own. Our trade with Australia and New Zealand is almost wiped out by Americans and Germans—the Germans for the poorer quality and the Americans the better.

AMERICAN GLASS is the best pressed glass in the world. In consequence of their improved processes they are able to melt a much harder metal than ourselves. They have intense heat with their furnaces. When an article is pressed into shape in the mould it has to be re-heated to take off any little surplus in pressing, and also to give it a good skin—a highly finished appearance. In consequence of the hard nature of the metal when it comes to be re-heated, the shape of the mould is retained. The heat does not remove the shape of it to the extent that it does with us, working with a softer metal. We are erecting at Gateshead, a gas furnace, which I hope will be able to produce the same great heat. Others would do the same if assured of increased output; but at present there are grave doubts as to whether we shall be able to retain our present output. Our output is affected by the output of foreign glass. There is plenty of capital for the trade, providing we have a chance.

DUMPING.—Goods sold at 2s. per dozen in the United States are sold in London at 1s. 3d.—about what they cost to produce—including freight. Our association attaches very great importance to this question of dumping glass. British trade is practically the same as it is in the North of England. American tumblers can be bought at 1s. 3d., which would not pay the makers if they ran a factory selling nothing else, so they must be selling them to us at less than the price at which they can profitably make them. Their own markets are secured, and they are thus enabled to export their surplus here, and selling these tumblers at their bare cost enables them to make tumblers at a lower cast to sell in their own markets at a greater profit.

PROFITS.—The total net profits of our trade have greatly decreased, especially in tumblers made of pressed glass. The blown glass trade is unprofitable and practically extinct, as far as British makers are concerned.

LABOUR.—We employ 151 men, 61 women and 114 boys—total 326. If we were working all the furnaces the number would be increased to 750 or 800. We have only 6 men blowing glass, and 3 of those are Germans working large articles, The reason for our employing this foreign labour is because these Germans work an unlimited output. In consequence of having to cut off part of our work, our cost of production has gone up, because the number of our workmen would not have to be proportionately increased if we were doing double or treble the trade. If we were working full time the cost of production would be reduced considerably more than 10 per cent. Our unemployed hands are waiting about in the hope of obtaining employment or taking labourers' jobs, where they can get anything. They also get support from their unions, whose funds are naturally not as strong as they used to be. In our trade

we are under greater disadvantages than any other. The men restrict the output. An article is produced, and men fix the price for making that article to bring in a return of 9s. 6d. or 9s. per day. No matter what improvements in furnaces or patent machinery are introduced, the manufacturer will not get his number increased. It simply enables the men to get their day's work done quicker, but they have to remain on the spot until the time is up, whether they are working or not. If the principle is once admitted of securing, as far as possible, the home market for our industry, many of these difficulties would disappear. There is another thing in which the unions are very hard upon us. They limit the number of apprentices to 2 to every 15 men. We applied to our union recently, not for any reduction of wages, but for the men to make as if many articles as they could, and we would pay them at the same rate, even it came to 15s. per day, the difference to us would be so great in getting the metal out of the furnace quickly. They held meetings and decided not to agree to our request. We applied to them to advance the output from 8s. 6d. to 10s. That went to a vote, and came back with a refusal, but they would make it 9s. 3d. To-day that is the maximum rate of wages we have to work to. No matter what facilities you grant a man, he will not go beyond that 9s. 3d., because they think that some men earning 15s. would reduce the number of men employed, and others would be out of work. It is all the result of bad trade. If there were assistance at home from the Government, and also from the men, there would be any amount of capital to go into our trade.

The rate of wages or piece-work remuneration to those employed has continued about the same and the total earnings have decreased. For instance, glass makers average 8s. per day, the Belgian worker's wages are half of ours—about 4s.

Technical Education.—Not much chemistry is required nowadays in pressed glass making. The art of making metal for pressed or blown goods is well known by manufacturers and workmen. As to technical and commercial training our men are equal to any in the world in our trade. Local rates in our town have increased—we reside in one of the highest rated boroughs in England. The rates are about 7s. in the pound. They are so high that we have thought it worth while to board off part of the factory to escape them.

Raw Material.—We obtain such raw material as lime, spar, and barytes from Germany, nitrate of soda from South America, sand from Fontainebleau, France, and alkali from Cheshire. Less than one-half of our raw material comes from abroad. Coal, alkali, and some colouring materials we get in our own country. The value of the alkali nearly equals that of all the materials which we get abroad. We have not tried the South African sand, and should not like to. It is a water sand, and we use a quarry sand. It has to be of purest quality. Belgian sand is much cheaper than French, but the difficulty is the iron which we cannot get rid of, the sand makes green metal and is unsuitable for white metal such as we use. The Belgians use French sand for the better quality glass. The whole of the North of England manufacturers agree that we are favourably situated for raw materials as compared with foreign glass-making centres, but as compared with other businesses we have to get a considerable variety of our materials from abroad. The fact that over one-half of our raw material is British produce puts us in a better position as regards other countries, notwithstanding our imports of minor articles.

The Weights and Measures Act stipulated that the cost of stamping measures should be 1s. per dozen. The local authorities in our neighbourhood, for services rendered, allowed us a rebate of 9d., which made the cost 3d. per dozen. The London authorities charge 1s., and foreign glass worth 10d. a dozen has to pay 1s. for Government stamping, which brings it to 1s. 10d.; and we have been selling our own make of this glass at 1s. 8d. I can call it nothing else but protection, and this protection has benefited us for the last two or three years. The new Weights and Measures Act came into force on January 1, 1905. It provides that manufacturers alone are to be allowed rebate for services rendered. This rebate is left to the local authority, with the approval of the Board of Trade. If it is decided to charge only 6d. for stamping and we get 3d. rebate, we shall be beaten in the market, with a few exceptions where people study quality. The tumblers referred to are beer tumblers, mostly used by public-houses and sometimes for jam; but our quality is superior to the foreigner's. On this subject I attended a deputation consisting of the Mayor, the Chairman of the Watch Committee, and the Town Clerk before the Board of Trade. Other manufacturers also took some steps to obtain the same advantage over foreign goods as we formerly had.

Duties.—When labour is so cheap, and hours so long on the Continent, particularly in Holland and Belgium, as compared with our own, it would be very difficult to say what duty would be required to keep them out. For instance, they sell goods at 7½d. for which we are charging 1s. 6d., and we can scarcely make any profit at that; so that with a duty of 30 per cent. they could still come. The only way would be to levy a duty equivalent to the difference in the cost of production. We could never expect our men to work for the wages the Belgians do; the work of glass-making is very hard, and particularly in summer weather. The wages are high, but our men are not over-paid. In many parts of our business it is difficult to propound a reasonable duty that would be advantageous. If a duty were put on that was not sufficient and we got no benefit from it, it would bring the men to understand that troubles and causes at home keep from us the trade we used to have. Unless the duty put on any article is a very moderate one there will be a great outcry from the consumer. The protection given by the County Council as above stated has made tumblers cheaper. If we could get our market secured we should be able to reduce the price 10 per cent. If there was a 10 or even a 20 per cent. tariff it would not alter prices to commence with, but as soon as the output was increased down would come the prices. We cannot reduce our prices now any further with the present output; if we did we should not exist at all. We could never get down to the German prices. We could never expect our men to work at 4s. a day.

Preference.—If there were a development of trade in Empire-grown raw material it would be advantageous in regard to freights if the facilities are granted to British-made goods only. If a big trade grew up between the Colonies and this country owing to preferential tariffs there would be more ships and freights would be lower, and that would benefit us. If the ships were loaded both ways it would be a great inducement to lower the freight each way.

Mr. L. J. Murray, representing John Walsh Walsh, Soho, and Vesta Glass Works, Birmingham, and speaking for the glass trade in Birmingham and Stourbridge, including Dudley: Our business is the manufacture of table glass—that is, services used at dinner tables—various fancy glass arrangements for holding flowers, shades, and lamps of all kinds for electric lights, &c. All my goods are specialities now. We have been forced into new branches as old ones disappeared. The glass lamp industry, formerly a very big trade, has been knocked out by foreigners sending inferior qualities, which answered the purpose with many people. We make only blown-glass, cut and decorated in every possible way, including the richest forms of decoration—rock crystal, &c. There is not so much high-class cut glass used now as formerly, but we are keeping on the men. In order to sell a table service we put 50 decanters in hand, because it is much easier for a man to do 50 of one pattern than to do fifty distributed over four or five patterns, which would mean an alteration of tools every time. We are recognised as the principal makers for the silversmiths. We do an immense trade in Sheffield, Birmingham, and London in fine clarets, salad bowls, &c. Highly finished, beautifully engraved decorative glass produced by Baccarat's, such as wine glasses covered with beautiful engraving left dull, is not attempted by us. It is done in England, but we prefer to do something of our own. We keep on as many engravers as ever, but we do it in different things. When the French are doing one article we try something else. There has not been any fluctuation in this business, but a gradual decline, which has been going on for the 27 years I have been connected with the district. In that period many firms have gone out of business, and those that remain are only hanging on by their eyelashes, because we cannot send into foreign markets, and are knocked out of the home market. We send out seven to eight tons a week. Last year our output was higher than it had ever been before. A glass house can only produce a certain quantity because the pot will only hold so much metal. Then we must be melting for about two and a half days a week—getting something ready. I put up another furnace some twelve or fourteen years ago. I was doing a big trade then, and I thought the Americans would take many things from me. But I let out my new furnace in about eighteen months. The Americans were making their own stuff, and their tariff is a very big thing. I used to do much trade in "blanks," because at that time the colour of the glass was very important, and the Americans had not quite found out how to get such brilliant metal. They have got over those difficulties now.

Glass Blowing.—Our blowing is done by the mouth, not by bellows. Recently Mr. Libby, of Toledo, Ohio, sent over a machine to blow tumblers—a dozen at a time. But I knew a machine could not do it. They asked me if I would be chairman of a big company for it. I said I would give them first an opportunity of proving to me in my own factory whether it could actually be done. Glass is a very peculiar thing. We take it out of the furnace after the latter has been allowed to get down to a certain heat. There is an advantage in having natural gas because you get a uniform heat. In England the heat is liable to material fluctuation in accordance with how the coal has been thrown on, or whether you get a keen draught. With a sharp, keen air you get a much keener furnace than on a hot day with little air stirring. Mr. Libby's machine has a uniform amount of air going through, never varying and never accommodating itself to the varying consistency of the glass, and so was doomed to failure. They got people to put money into it, and erected a factory near Smethwick, and they worked for five or six weeks, and then gave it up as a bad job.

Foreign Competition.—Some years ago a gentleman came to England with some very fine porcelain from Denmark and glass from Sweden. Those Governments paid him his expenses and £1,000 a year to get the stuff introduced into England. They were prepared to give handsome subsidies on the manufacture of those things in order to get them on to the English market. They were trying very hard with the Swedish glass to knock out the French.

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The Danish agent did a large trade, and kept a warehouse in St. Andrew's-street, Holborn, with fine showrooms, but it would be a difficult thing for the income-tax assessors to find out how much business was done. It is a very simple thing for a man to do a large trade from Sweden, &c., and never pay a fraction of income tax. Foreign competition has driven the other manufacturers into our line, and thus we feel the foreign competition indirectly as well as directly. That is notable in a line of business where there is a tremendous trade just now, i.e., in shades for incandescent lighting and electric work. The foreigners produce extraordinary things, at prices too low for us to look at, principally from Germany, Belgium, and Austria. If I could see any advantage in producing some of these things I should do so. We cannot work as cheaply as in France. The Germans do the cheapest engraving, and until the last ten years all the engravers on glass in England were Germans. Some British houses, in order to reap the benefit of the beautiful French productions, such as Baccarat, St. Louis, &c., buy and decorate it by etching or engraving. Their travellers carry it, and customers assume, because it is shown to them by a British firm, it is their own production. This decorated glass is not very cheap, but cheaper than we can produce the same quality here. There is not one pound's worth in a thousand which is English manufacture of glass used by publicans, hotel people, and householders. Belgians particularly devote their attention to producing what we call "bread and cheese stuff," and none of it is made in England now. In the best hotels, &c., there is a return to more decent glass, but much of the glass even in the better hotels is French, and the bulk of the trade is in miserable stuff, and all those houses that used to purchase English-made glass now buy foreign because of price.

Home Competition.—My method of doing business in small towns is to send my goods to one man only. Local competitors' travellers buy my article from this man, and, using it as a pattern, sell from it at a lower price, and give them an opportunity of cutting against my customer. The quality is not as good as ours, but shopkeepers do not mind so long as the consumer does not notice the difference, if they can make a little extra profit. We point out the difference whenever we get a chance. In our trade organ, the Pottery Gazette, I have an advertisement on the front page, where I warn all my customers that they must not suppose they are getting the same article because it looks like it on paper, and they must compare the two if brought before them. It would be unfair to expect people who have a large amount of money invested in the glass trade to close their factory because they cannot think out something which will bring trade. This is why they make up these articles, and as long as they can sell them that is all they consider. What causes them to do that is because the true glass trade of England—the legitimate outlet for all the glass made in England up to within, say, twenty-five or thirty years ago—has really gone. We have to do more business for the same money, but it is only fair to say that this is due more to the competition of home manufacturers than to foreigners. When I have produced an article which takes the market, it is copied by other manufacturers, which naturally means a reduction of my output, and in course of time I am knocked out of that market unless I am prepared to do it at a price which does not answer my purpose. A local firm, knowing that one of my articles had been on the market for eighteen years, produced that particular thing in another way, practically on the French principle. That is, when we "shear" a wine glass, it is reheated and the top is glazed, so that it is not unpleasant to the lips. But under the French process the bowl is first blown into a mould, and not attached to anything for a top to be made; it is "cracked off," and a ring is put round with a diamond, and a sort of glaze given to it. But people notice when it touches the lips that it is very sharp and disagreeable. Besides, by our process of moulding, twisting, and ribbing, the unequal surface disappears. But by their process the irregularity continues right to the top, and cannot be removed. These two things look the same, and rival manufacturers are putting their article on the market, and sending illustrations and price lists through the trade. My price is 5s. a dozen, and theirs is 3s. 4d. Sometimes they buy an article of mine, knowing from the retail price what the wholesale price is, and they will sell at 7s. 6d. what I sell at 8s.

Exports.—We used to send very rich goods to America, and do still to a very small extent, but nothing near the extent we did. In my own firm the trade is not one-tenth of what it was ten years ago. Of course, that has been brought about by the fact that in some branches of the trade the U.S.A. now make their own. They have made great advances in rich cutting. Their style of work is different from ours, and the conditions of labour are such that we could not compete with them, especially having regard to the duty, which is very heavy. Bohemian and other foreign decorative glass goes over at very much less cost than ours, and, consequently, pays a less duty, so that in the end it is much cheaper. The duty is 60 per cent. If we send goods to South America, a large class would not know the difference between my class of goods and the very commonest stuff. Foreigners sending something called glass, pay less than a third of the wages I pay, and easily beat me. I devote most of my time to table decoration, but in Canada and U.S.A. they do not decorate their tables in the same way as we do. Therefore, there is less sale for what we produce. Recently we sent to some of the best houses in New York and Chicago, and the things sell wonderfully well, but the price plus the duty cripples the trade. In fact, the 60 per cent. duty is prohibitive. We do not do much trade with Canada. We sent a traveller six months ago; he was not much impressed. The Americans send high-class goods there. Canadian taste has been educated by Americans who are practically on the spot, and we have to educate the Canadians to our ideas, which will take some time.

Profits.—The total net profits in relation to turnover have diminished in recent years through competition, but whenever I am hard pressed by competition I get away from it as quickly as I can, and although my net profits are not so good as they used to be, they have not disappeared altogether.

Labour.—The conditions imposed by the Glassmakers' Society are very different now from what they were years ago. They have been hit very hard recently, and are more amenable to reason. I am content with what they make for me. We have had a hard fight, which led to the smashing of our Glassmasters' Association. It was said that the silly restrictions placed on production by the Glassmakers' Society were the real cause of the good firms coming to the ground. The men reckoned the powers of production by the worst men, and the wages by the best. There were restrictive "chair" conditions. Originally three men and a lad could work at a chair; while on the Continent and America they worked six or seven. Our men are more sensible now. If in one week I could not employ them they would work an extra turn another week. Formerly we had to pay them, even if we were doing repairs to our furnace. I have had a concession from the society for three or four years, so that I can make my own arrangements with my workmen, particularly on articles not made by other firms. I was chairman of the Glassmasters' Association for ten years, and afterwards the difficulties became so great that the majority of the masters asked if the minority would be prepared to act with them if unable to make terms with the Glassmakers' Society. I held out and would not commit myself as to what I should do. That was the beginning of the smashing up of the Association. When I was chairman I always settled their disputes amicably. I now employ a few more men than formerly, but my position has been quite exceptional. There is only one other house I know in the same position. Many furnaces have been shut down, and those that are working are in such a position that if I had been similarly situated I should have shut down long ago. Mr. Murray goes on to explain that wages on the Continent are less than half those he pays. Speaking of Bohemian competition, he says Elgin ale glasses used to be made by thousands a week in the Stourbridge district. They were cut, and the price paid in the trade for cutting was 2s. 9d. a dozen. They are imported into England in large quantities to be sold at 2s. 9d. a dozen complete—the price paid in England for cutting the stem. Mr. Murray says, "Such competition is killing." He then enters at length into the question of foreign imitations of British designs. He complains that foreigners get hold of his novelties and imitate them so quickly that he is looked upon as the imitator instead of as the originator. He then continues: It is not so much in rapidity of manufacture that foreigners beat us as in the price they pay for labour and material. The most expensive part of English glass is the lead. In Bohemia and most parts of the Continent they do not employ lead, but soda and sand, and it is not glass in the true sense. They cannot get the brilliancy of cutting that we get with English glass. But there is an enormous quantity of glass comes into England with a little bit of silver on it, and is sold as silver-mounted glass. If you put this glass on a piece of paper by the side of a piece of English glass you see that one is black and the other brilliant. But the most important thing is the conditions of labour. Foreign travellers are not superior to ours, but it is a great advantage to be able to come to England and bring any amount of samples free, whereas an Englishman, if he goes abroad, has to pay not only very heavy carriage and other charges, but he has also to have a licence, and pay a duty on his samples. The different elements of cost in our business depend upon the article. Sometimes the cost-proportion of labour is five times that of the material. In five hours our men can make 20 of certain articles and 450 of certain others. The amount of glass in the 450 would be very much greater than it would in the 20 articles. If a man has a great many attachments to make to one article its cost is nearly all labour. Taking the whole of our output, the following figures give the various annual outgoings for the year 1903:—

	£	s.	d.
Wages	12,699	13	8
Salaries	1,200	0	0
Material, Glass	5,090	5	5
Distributing charges	2,503	6	5
Tools, &c., for decorating	383	7	8
Total	£21,876	13	2

In addition there are common charges, such as rent, rates, taxes, gas, repairs, &c., &c.

Registration of Designs.—We have no means of protecting our designs, except to a limited extent. We tried to do so in Australia, but the registration law did not allow it. Our competitors will take only ten days sometimes to copy a design. They will take an article

and send it abroad, and it is back again within ten days if their traveller can sell it. Our business being a fancy business, and being also liable to piracy as regards patterns, we are largely occupied in designing or inventing new patterns. We have to be continually on the move. There is a very much greater strain than there would be if, when you produced something that was good, you were allowed to reap the legitimate benefit.

Duties on Imports.—There are great imports of foreign glass; there is not one piece of English to 100 pieces of foreign. All the glassmakers in England could be employed without the slightest trouble. Few working men have wine glasses on their tables, and, if they do, they do not spend 5s. a year on tumblers, wine glasses or water bottles. If a tariff were put upon that class of goods, people would pay for it who can very well afford it, such as the large brewers. That was the staple industry of the English glass manufacturers, and a tax would benefit the poor man, for it relieves him of a certain amount of taxation. As to many of these things, if you were to put on 100 per cent. duty I would not make them. The Glassmakers' Society could easily bring pressure upon the publicans if they would order glassmakers not to go into public houses unless the publican stuck up in his window "Only English glass used here." It is in the hands of trade societies in a very great measure. It might apply not only to glass, but china and many other things. In Stourbridge the public-houses would have a very poor time if it were not for the glassmakers. They are protectionists in every sense of the word, and they should recognise that that is a way in which protection would be an advantage to them, and it would be a legitimate thing to do. The great thing is to let consumers understand that they are buying a British-manufactured article. It is no use having the case marked that it comes over in, and you cannot mark a wine glass "British manufacture." Some notification should be put in the window for the benefit of the public. No doubt the sentiment exists in favour of the British-manufactured articles, but sentiment does not last for ever if not nourished and kept alive. I have taken great care to have tickets with the name of the production, also stating "British manufacture"—decorative tickets—so that the shopkeeper can put such tickets in front of the articles, but my traveller found these tickets were put indiscriminately with a lot of foreign stuff. Looking in the window of a Birmingham glass and china dealer, somebody said, "What beautiful things those foreigners make!" The workmen who had made the stuff at my factory heard the remark. They admired their beautiful glass because they thought it was foreign. It is impossible to suggest a scale of duties on foreign glass; every article must be considered separately. A 25 per cent. duty might enable a manufacturer to meet the competition on some things, such as electric shades. But on the very cheap tumbler it would not make any difference. You can buy tumblers at 8d. a dozen, but with English labour you could not look at them. We used to reckon on at least 2½d. each, but our things were tumblers, not rubbish. We could very well put a duty upon articles of luxury—beautiful made goods, such as we make, and nobody would be placed at a disadvantage. If a man wants a Tantalus frame or a set of liquor bottles, there is no reason why he should not pay. To put on a duty equivalent to the difference between the wages on the Continent and this country would be too enormous. When certain foreign articles are selling here at so much, and you see what you could produce it at, then you would know how much duty would enable you to get the market. It depends partly upon how much labour is put into the article, and you can only consider that by dealing wth each separately. We can show that a duty would be an advantage to the glass industry, and no disadvantage to the consumer, who could afford to pay. I do not think the poorer people would be affected by it. The result would be that the country, as a whole would, be the better, and the Imperial Exchequer would benefit. All articles which are used only by the well-to-do should have an *ad valorem* duty of 50 per cent., as they are in all cases luxuries and the consumer is in a position to pay. This might enable the English manufacturer to compete successfully, and so provide more work for his men, but, if not, the contribution to the Exchequer would indirectly benefit the working man by reducing taxation. Salad bowls, liqueur bottles, cruets, ice pails, champagne jugs, flower stands, dishes, &c., many of which are mounted in silver or electro-plate by English manufacturers, are luxuries. Glass for hotel, restaurant, or public-house use should be taxed 50 per cent. Glass table services, toilet bottles, glass shades for electric or gas lighting should be charged 50 per cent., as they are not used by the working classes. I suggest a uniform duty of 50 per cent., to simplify matters, but it would be better for practical purposes to consider each class on its merits. The fact that Germany has a protective duty enables it to secure its own market, and the larger the output the lower the standing charges. In order to make the output larger Germans come to this country, and dispose of their surplus. That enables them to meet us in Australia at a lower average price than they could if this market was not open to them, particularly if they can produce such an enormous quantity that it affects their common charges. We can afford to pay higher and more wages if we have our home market protected. The Canadian tariff definition of British manufacture is unfair. If only 25 per cent. of British labour is in the goods they are classed as "British" on entering Canada. If I pay 6d. a dozen for putting some engraving on a wine glass the man has to work in my factory, and there is rent, gas, and all the common charges in connection with the factory and my profits I can add the cost of those things, and bring the total to the 25 per cent. required. It is not fair to call it a British manufacture when the manufacture itself is altogether foreign, and the littlo amount of British labour is only for decoration. It has been made necessary recently, for glass, both to Canada and Australia, to be declared as British manufacture. This is likely to do us a lot of good. Metal workers that I supply in Birmingham send out hall lanterns, in some of which the glass is English, and it is very awkward for them to have to declare that the other material is foreign. A preference of 33⅓ per cent. is of little assistance. It would not enable us to compete with the foreigner. A larger preference would benefit us, but far more important than that little advantage is the sentiment implied.

Mr. J. J. Candlish, of Messrs. Robert Candlish & Son, Ltd., Seaham Harbour, and Mr. W. Bagley, managing director of Bagley & Co., Ltd., of Knottingly, Yorkshire, were nominated to give evidence before the Commission of the National Glass Bottle Manufacturing Association.

Mr. J. J. Candlish gave evidence on the North of England black bottle trade, and having briefly given a history of that trade from the seventh century, he said: "Bottle making in tho North of England was orginally confined to the making of "black bottles" for wine, and for the exportation of beer. In 1872 there were 214 gangs engaged in this work; in 1882 we had only 125 gangs; in 1892, 86 gangs; in 1902, 70 gangs; and in 1904, 71 gangs, and only about half of these working in black glass. Many firms originally engaged in the trade have been driven out altogether. "He gives a list of 20 firms, 54 houses, 222 gangs which have gone out of the trade, and then he goes on to say: "A gang of bottle makers is 5, but besides these there are a number of men who make the glass, and a number of mechanics and outside labourers. In the trade the gangs are called holes. I take the number of gangs as the basis of comparison because furnaces would not be a true comparison, having altered so much in their capacity. If those 20 works that have been shut up were going to-day, and were using as much coal as we are, there would be 500,000 tons of coal more required in the immediate neighbourhood, which would either provide work for the additional miners or a higher rate of pay for those now employed because of the greater demand. Here we have a native industry hundreds of years old. The raw material is lying at our doors; we are built on limestone and clay which we require; we are standing on the coal bed, and the few chemicals required are made in the neighbourhood; sand is on the beach, as close as we can get the works put; there is a harbour, we have a railway sidings into our works, and we have every advantage; the work people have been in the industry for generations, and everything seems to indicate that it should be one of the trades most difficult to move. But we have been driven first from our original trade and then from one branch of the trade to another. The foreigner are encouraged in every way, and the Britisher is handicapped by our legislation." "British possessions are buying very large quantities of glass and bottles from our foreign competitors. The figures of imports to Western Australia show what goes on practically through the whole of our British possessions, and in nearly every case Germany is found to be increasing her trade year by year. In the year 1898 the value of bottles imported into Western Australia from the United Kingdom was £12,348; this was increased in 1902 to £16,068, an improvement of £3,720. In 1898 Germany sent bottles valued at £1,912 to the Colony, but in 1902 the imports from Germany were £9,359, an increase of £7,447. The imports of bottles into this country have increased enormously since 1894, the date at which the Board of Trade returned the importation of bottles separate from other kinds of glass. The annual average of the first 5 years (1894-1898) was 867,525 gross; the next five years (1899-1903) 1,626,874 gross, an increase of 87 per cent. The total value of the first five years' imports was £2,030,956; of the second five years, £3,517,758; being an increase of 73 per cent. The loss of wages to this country during the first five years is estimated at £1,015,478, which is equal to £203,096 a year; and the loss of wages during the next five years is estimated at £1,758,879, and is equal to £351,776 a year on empty bottles alone; and this would have provided work for over 5,000 hands at an average of £70 a year, say, 30s a week each. The foregoing tables of imports only account for tho bottles that come into this country empty. There are enormous quantities of bottles containing wine, spirits, mineral waters of various kinds, &c., which come into this country, and when empty go into circulation in competition with other bottles made in this country. Mr. Candlish quotes figures showing that other countries have increased more rapidly than we have in glass bottle making, and then continues: "When trying to compete with a German firm in a British port, the question was asked me, 'Are the goods home made or are they from abroad?'

I said, 'They will be home made.' The reply was, 'Very well, the rate is so-and-so, but there is a rebate of 50 per cent. for all goods coming from the Continent'—so that when the foreigner and I am trying to get the same order, he gets the rebate of 50 per cent. from our British railway in preference to me. The foreign manufaeturer has not the advantage in anything, as far as I know. We have the latest type of gas furnaces; the latest type of annealing kilns; we have everything that they have, except eheap labour and tariffs, and we have cheaper eoal than they have. And, as I say, this seems to be a native industry in the North Country. There is no reason why, on level terms, we should not only hold our own in this country, but also export to Germany. The last two years we were working what we eall ¾-time. We have a possible output of over 15 million bottles. If we are working ½-time at a good price, we ean pay our expenses, but we ean make no profit. If we are working ¾-time we ean get a reasonable pereentage on our capital. If we are working full time we ean give a reduction in price and make 50 per cent. more money. This country eould employ in the bottle trade 5,000 more hands than are employed to-day; we eould sell bottles at a lower priee than we are selling to-day; and we eould make a bigger profit than we are making to-day, if the home market were ours.'' In favour of preferenee, Mr. Candlish says "We have the latest methods and maehinery, both in furnaees and maehines, to enable us to eompete, and in no respeet have the foreigners any advantage over us except in wages and freights on manufaetured goods. The English system of turning out bottles is faster than any other country of Europe. The differenee in England and countries eompeting with us is very striking in the general eondition of the workpeople. The glass blowers in Germany are not living at the same rate or as high socially as the English working men; they have an entirely lower standard of living. I have also travelled in the United States, where I studied the mode of manufaeturing. Their workmen are equal to, if not above, the English workmen. I do not think there is any firm better equipped than we are to-day. We are up to the mark in every respeet. It was my objeet in going to America to see all the up-to-date improvements, and I have adopted them.''

Mr. W. Bagley eonfirms what Mr. Candlish said as to foreigners capturing the bottle trade and advoeates the proteetion of our home market. Speaking of his own firm he says: "We have the latest methods and maehinery, both in furnaces and maehines, to enable us to compete, and in no repect have the foreigners any advantage over us exeept in wages and freights on manufaetured goods. The English system of turning out bottles is faster than any other eountry of Europe. The difference in England and countries eompeting with us is very striking in the general eondition of the workpeople. The glass blowers in Germany are not living at the same rate or as high soeially as the English working men; they have an entirely lower standard of living. I have also travelled in the United States, where I studied the mode of manufaeturing. Their workmen are equal to, if not above, the English workmen. I do not think there is any firm better equipped than we are to-day. We are up to the mark in every respect. The home market ought to be protected, and the rate of proteetion to be imposed should be worked out by a skilled aeeountant. It might differ on different kinds of bottles, but the differenee would not be material, I should not reeommend a large tariff—10 per eent. would probably meet the ease. A moderate import duty would inerease the priee to the consumer, but not materially. The larger turnover and larger production would bring about a profit where it eannot now be made by redueing the fixed expenses. With a small import duty on glass bottles a considerable amount of work would be found, provided we eould keep our works in full swing making bottles that are at present imported.''

Replies to Inquiries by Post.—Seetion IV. consists of eopious extracts from replies reeeived from glass manufaeturers in all parts of the Kingdom, to the questions submitted to them. These replies refer to:—Imports eompeting with British Produets; Sourees of Supply; Foreign Competition in the Home, Colonial, and Neutral and Proteeted Foreign Markets; Suggested Reduction of Tariffs; Employment; Railway and Shipping Rates; Remedial Measures and their Effects; Industrial Combinations; Colonial Preferential Tariffs and Patents and Registration Laws. The Report coneludes with a series of statistieal tables giving the imports of bottles, plate glass, flint glass (plain, cut, and ornamental), and window glass (including shades and cylinders) into the United Kingdom, year by year, and also the average exports of plate glass, flint glass (plain cut and ornamental), and the average annual exports of all other kinds of glass.

THE END.

Pottery and Glass-making in Greece.—According to an Austro-Hungarian Consular Report from the Piræus, a company has been formed by French and English capitalists to erect a large ehina, glass, and earthenware factory in the neighbourhood, to work up the local supplies of china clay, feldspar, and quartz.

THE NEW GUINEA "POTTERIES."

IN the recently published work by Mr. A. E. Pratt, entitled "Two Years among New Guinea Cannibals," is contained an interesting account of the native potting industry of the Hanuabada district. He writes as follows:—For weeks before the annual trading expedition Hanuabada is full of iife. At every turn one comes upon women crouching on the ground, fashioning lumps of clay into the wonderfully perfect pottery for which the village is famous. The men-folk, although they do not condescend to take part in the actual fashioning of the pots, are good enough to dig the clay, which they take out of the ground with a stone adze—a flat stone blade lashed to the shorter extremity of a forked stick, the longer extremity forming the handle.

There is a distinct organisation of labour among the potters, the women being divided into "makers" and "bakers." Several "makers" work together in a group. They use no wheel, but seize a lump of clay with both hands, and make a hole large enough to get the right hand in, whereupon they gradually give the vessel its contour. After being roughly shaped it is smoothed off with flat sticks or the palm of the hand. The finished article of Hanuabada ware is in the form of a flattened sphere with a very wide mouth, and a neatly finished rim six or eight inches across. Farther to the east, along the coast, the pottery is highly decorated, but it is much more crude in form, and has no fine rim. The pots are dried in the sun for several days, and then they are turned over to the "bakers," whose fires are blazing in every street. There are two methods of baking. One is to lay the pot on a heap of hot ashes, the other to build the fire right round it. The vessel is watched through the whole process, and is continually turned on the fire with a little stick thrust into the mouth.

When many hundreds of pots have been completed the Hanuabada people begin to think about the disposal of their wares. Their great market is at Paruru, a long way up the coast. They barter their pottery for sago with the nations of that district, and it is very curious to note that this extensive trading organisation on the part of an utterly savage people has been in existence from time immemorial, and is no imitation of European methods. To reach Paruru the potters must undertake a perilous voyage, for which they are dependent on the tail of the south-east monsoon.

Then comes the preparation of the craft, the lakatois. Several hundred large dug-out canoes are brought together, and are moored side by side at the landing stages in groups of six or ten. While this is being done many people are out in the forest eutting rattans and bamboos for lashing the dug-outs together, and for the upper framework of the rafts. Across the canoes, after they have been ranged at the proper distance (amidships, about six inches apart, although their taper ends cause a wider gap at bow and stern), are placed long bamboos, extending a considerable distance beyond the port and starboard sides of the outermost pair. Along the gunwales of each canoe, at regular intervals, stout bamboo uprights are erected, and to these the horizontal cross bamboos are strongly lashed with fibre and cane, until the whole framework is perfectly rigid. To the cross framework the potters fix down a floor of split bamboo, and all round the outer edges they wreath dried grass to prevent slipping as one steps on board. This platform overlaps all round the raft fore and aft, and the cross pieces are very strong and firmly lashed. Openings are left in the floor above each dug-out to enable the pottery to be stored in the holds of the canoes. A clear space is left on the platform, extending about six feet from bow and stern, and on the whole of the intervening space houses are erected in skeleton bamboo framework.

OUR TRADE WITH AUSTRALIA.

(*Communicated.*)

A REPORT on British trade with Australia prepared by the Advisory Committee on Commercial Intelligence of the Board of Trade has been published. The report is based on information collected at first hand by a Special Commissioner sent out by the Committee, and is well worth studying. We fear, however, that British manufacturers and merchants do not spend so much time in considering reports officially prepared for them as their Continental competitors do. Our manufacturers and exporters should not depend altogether for their knowledge of conditions of trading with Australia upon official reports, valuable as they are, but should endeavour to study those conditions for themselves on the spot. The new Australian tariff was adopted by the Federal House of Representatives on August 8, and came into force at once. It is estimated that the tariff represents "an average preference of 44 per cent. to British producers and manufacturers on the goods which have been selected for preference." An examination of the new tariff as applied to pottery and glass does not indicate any such preference for our goods. Indeed, we cannot see that British trade is likely to benefit in the least from the preference. The impression we gain is that the new tariff is not so much directed against foreign competition as against British manufacturers. That, at least, is the effect of it. The former duty on earthenware, brownware and stoneware was 20 per cent.—on foreigner and Britisher alike. The new duty is 30 per cent. against British and 35 per cent. against foreign imports. Considering that the foreigner sends practically no earthenware, &c., to Australia, what advantage is it to us to increase the duty on earthenware he does not send by 15 per cent., and at the same time to increase the duty on ware we are sending by 10 per cent. ? On chinaware and porcelain the former duty was 20 per cent to all. The new duty is 25 per cent. British and 35 per cent. foreign. We do not complain of the Australians "protecting their native industries," but we would rather they did not do so altogether at the expense of the British manufacturer, and then claim that they are giving him a "preference." But the increased tariff does not represent the extent to which British manufacturers and exporters are taxed in order to protect the Colonial manufacturer. There is a serious difference between the cost of goods at the works in Staffordshire and the value of them in Australia, upon which value the duty is charged. We have before us the actual figures of several consignments, which may be accepted as typical of all. A case of printed toilets, cost at the works, less 10 per cent. discount, £4 14s. 6d. ; case and packing, carriage to Liverpool and dock and town dues, £1 4s. 9d. ; insurance, freight, and primage, £1 17s. 8d. ; home buyer's and shipper's commission, 5 per cent. on the then amount, £7 16s. 11d., 7s. 10d., making the invoice £8 4s. 9d. Then the charges in Australia for wharfage, lighterage, porterage, provision for breakages, and bank exchange, 14s. 11d., swell the total to £8 19s. 8d. It thus appears that under Free Trade conditions the Australian manufacturer would have a natural protection of 94 per cent. against English manufacturers, yet on the top of this comes the 30 per cent. duty ! We have before us similar details of two other consignments, one of white dinner plates, and the other of vegetable dishes. In the former the Australian manufacturer has the natural protection of 35 per cent., and in the latter the same protection of 72½ per cent.—*before* the imposition of the tariff duty of 30 per cent. There is not much in this for the British manufacturer to be thankful for, as far as we can see. The same applies to our exports of china, only still more forcibly, since the preference of 10 per cent. is of no use against the prices of foreign china. The new tariff on pottery and glass is nominally against the foreign manufacturer, but it deals a much harder blow against British trade. We admit that there is a nominal preference in favour of British manufactures, but our manufacturers do not appreciate as "a gift" a preference the price of which is a much higher rate of duty.

LIBRARY OF THE UNIVERSITY OF CALIFORNIA

Parliamentary Notes.

Lead Poisoning in July.—In the House of Commons on August 21, Mr. Alden asked the Secretary of State for the Home Department whether he was aware that there were twelve cases of lead-poisoning in the china and earthenware trade during last month ; whether this was above or below the monthly average of such cases in this trade ; and what steps he proposed to take with a view to diminishing the number of such cases. Mr. Gladstone, in reply, said : It is the case as stated in the question that twelve cases of lead poisoning were reported to the Home Office in this industry in July. This number is above the average monthly number of cases during 1906, and the first six months of 1907 ; but as the honourable member will understand, the numbers fluctuate to some extent from month to month, and the total number of cases for the first seven months of this year is considerably below the number for the corresponding months in 1906—50 as compared with 68. The whole question of lead poisoning both in the Potteries and in other trades is under my consideration. Mr. Verney asked whether the Government would take into consideration the possibility of gradually introducing rules against the use of white lead in the china and earthenware trade. Mr. Gladstone replied that this was a very large question into which he could not go at present. It was desirable to lessen the number of lead poisoning cases, and the whole matter was under the consideration of his department.

The Patents and Designs Bill, as amended in Standing Committee, was read the third time in the House of Commons on August 13, and the first in the House of Lords on August 14. On the motion of Mr. Dundas White, a new clause to exempt an innocent infringer of a patent from liability for damages was added. Mr. Lloyd-George moved three new clauses, one giving to a defendant in an action for infringement a power to counterclaim for the revocation of the patent, another relating to rules as to applications for registration of designs ; the third was worded as follows :—"The following section shall be substituted for section 25 of the principal Act :—(1) A patentee may, after advertising in manner provided by rules of the Supreme Court his intention to do so, present a petition to the Court praying that his patent may be extended for a further term, but such petition must be presented at least six months before the time limited for the expiration of the patent ; (2) any person may give notice to the Court of objection to the extension ; (3) on the hearing of any petition under this section the patentee and any person who has given such notice of objection shall be made parties to the proceeding, and the comptroller shall be entitled to appear and be heard, and shall appear if so directed by the Court ; (4) the Court, in considering its decision, shall have regard to the nature and merits of the invention in relation to the public, to the profits made by the patentee as such, and to all the circumstances of the case ; (5) if it appears to the Court that the patentee has been inadequately remunerated by his patent, the Court may by order extend the term of the

patent for a further term not exceeding seven, or, in exceptional cases, fourteen years, or may order the grant of a new patent for such term as may be specified in the order and containing any restriction, conditions, and provisions the Court may think fit.'' These clauses were all added to the Bill. Several other amendments were rejected.

The Companies Bill was discussed at some length in the House of Commons on its third reading, which took place on August 21. The following amendments were agreed to :—New clause : '' If any person or persons trade or carry on business under any name or title of which 'Limited' is the last word, such person or persons shall, unless duly incorporated with limited liability, be liable to a penalty not exceeding £5 for every day upon which such name or title has been used.'' Clause I. : (Obligations of companies where no prospectus is issued): An amendment '' To provide that where a statement had been filed with the registrar in lieu of a prospectus, it should be signed by each director or proposed director '' was agreed to. On Clause 15 (Power to reissue redeemed debentures in certain cases), it was decided to omit words in sub-section (4) exempting from the operation of the sub-section '' the title of a person lending money upon the security of a debenture to which this sub-section refers, unless he has notice or, but for his negligence, might have had notice, that it was in fact such a debenture,'' and to insert in place thereof the following :—'' Provided that any person lending money on the security of a debenture reissued under this section which appears to be duly stamped may give the debenture in evidence in any proceedings for enforcing his security without payment of the stamp duty or any penalty in respect thereof, unless he had notice or, but for his negligence, might have discovered that the debenture was not duly stamped, but in any such case the company shall be liable to pay the proper stamp duty and penalty.'' Mr. Lloyd-George said the alteration was made to meet certain criticisms in Committee. He thought the clause, as redrafted, would be found more satisfactory. The following proviso was added to Clause 19 (Auditors) :—'' Provided that if, after a notice of the intention to nominate an auditor has been so given, an annual general meeting is called for a date fourteen days or less after that notice has been given, the notice, though not given within the time required by this provision, shall be deemed to have been properly given for the purposes thereof, and the notice to be sent or given by the company may, instead of being sent or given within the time required by this provision, be sent or given at the same time as the notice of the general annual meeting.'' Clause 21 (Filing of annual statement of affairs by limited companies) : An amendment to provide that the statement shall disclose the '' general '' nature of the liabilities and assets was accepted. Clause 22 (Report by directors under 63 and 64 Vict., c. 48, section 12) : The following new sub-section :—'' (2) A private company shall not be required to forward or to file the report required under Section 12 of the Companies Act, 1900 '' was added. Clause 24 (Annual general meeting) : The following new sub-section was added :— '' (3) Any company, which is a member of another company, may, by minute of the directors, authorise any of its officials or any other person to act as its representative at any meeting of the latter company, and such representative shall be entitled to exercise the same functions on behalf of the company which he represents as if he had been an individual shareholder.'' On Clause 35 (Requirements as to companies established outside the United Kingdom), a new sub-section was added requiring that the name of the company and the country in which it was incorporated should be mentioned in legible characters in all billheads and letter paper, and in all notices, advertisements, and other official publications of the company. A new sub-section to provide that a company having offices for the transfer and registration of shares in this country should be deemed to be carrying on business in this country was also agreed to. On Clause 37 (Definition of private company) it was decided to substitute for the definition in the Bill the following words :—'' Which by its articles (a) restricts the right to transfer its shares, and (b) limits the number of its members (exclusive of persons who are in the employment of the company) to 50, and (c) prohibits any invitation to the public to subscribe for any shares or debentures of the company.'' On Clause 37 (Definition of private company), the following new sub-section was agreed to :—'' Wherever in the Companies Acts a minimum of seven members is required, only two members shall be required in the case of a private company.'' On Clause 39 (Reorganisation of capital), an amendment was carried providing that no preference or special privilege attached to or belonging to any class of shares should be interfered with except by a resolution passed '' by a majority of shareholders of that class representing three-fourths of the capital of that class,'' and that such resolution should bind all shareholders of that class. Discussing the clause giving power to the Court to grant relief in certain cases to directors who might be liable personally for a breach of duty imposed by the Companies Acts, Mr. Lloyd-George said no one desired to extend unduly the immunity of directors whom the public trusted to look after its interests. It was necessary, however, to bear in mind that experts were frequently made directors for special reasons and that they might know nothing of finance. They should be protected as long as they acted honestly in that branch of the business with which they were concerned. It would be very unwise to frighten away from company business the best type of men. Recognising, however, that the words of the first sub-section were perhaps too wide, and believing that the second sub-section would protect the honest director sufficiently, he consented to the omission of the former.

Empire Notes.

China and Earthenware to the value of £9,329 was exported to New Zealand from Germany during 1906. The export in 1905 was valued at £7,978, in 1904 at £11,881 and in 1903 at £7,542.

Indian Pottery and Glass Imports.—During the year ending March 31, 1907, earthenware and porcelain to the value of Rs.38,99,824, and glass and glassware to the value of Rs.1,21,14,108, were imported into British India. Glass and glassware, after a slight decline in 1905-6, advanced by Rs. 8·67 lakhs, while earthenware and porcelain contributed Rs.5·39 lakhs to the general increase

The New Zealand Preference.—During 1906 china and porcelain to the value of £28,636 were imported into New Zealand from the United Kingdom ; £10,606 was also imported from foreign countries, paying £1,065 in additional duties. In 1905 the figures were :—British, £25,702 ; foreign, £9,530 ; and £942 additional duty. For earthenware the figures were :—(1905) British, £62,084 ; foreign, £4,098 ; additional duty £414. (1906) British £70,913 ; foreign, £4,919 ; additional duty, £494.

Unmanufactured Clay to the value of £61,131 and weighing 55,692 tons was exported from the United Kingdom during July, 1907 ; the figures are below those for July, 1906, but above those for July, 1905.

A HANDSOME CHINA PRESENT.

ON July 18 the Hon. N. Charles Rothschild was the recipient of a handsome wedding-gift, which was presented to him at 148, Piccadilly, London, W., the residence of Lord Rothschild. The present was accompanied by an illuminated address, bearing the names of all the subscribers. The significance of the presentation will be understood from the address, which was as follows : "We, the undermentioned, being representatives of the Council of the United Synagogue, and members of the various Boards of Management, wish to commemorate your marriage by asking your acceptance of a Worcester dessert service as a mark of regard, and at the same time tender you and Mrs. Rothschild our hearty congratulations and sincere wishes for your future happiness."

The present consisted of an ornate porcelain dessert service, produced by the Worcester Royal Porcelain Company, Ltd., in their superb style. The decoration of this fine service is fully in accord with Worcester traditions, consisting as it does of scattered groups of old style flowers, and finished with biscuit blue scalloped edge bands, finely



A Handsome China Present.

traced in gold. Of special interest is the large centre piece —size 22 inches by 17 inches—the early eighteenth century shape, admirably displaying the decoration en suite with the rest of the service. This, together with the two tall baskets, furnishes a fine decorative effect for the centre of the table. The block we use for our illustration was lent to us for the purpose by the Editor of "The Jewish World."

Legal.

A China and Glass Account.—In the City of London Court, on August 13, before his Honour Judge Lumley Smith, K.C., Thomas Wallis & Co., Ltd., Holborn-circus, sought to enforce payment of £7 for china and glass supplied in the way of trade to the defendant, Mr. F. W. Sadler, Albert-road, Tamworth. Plaintiffs had subpœnaed the defendant to attend the Court, and had sent him his railway fare, but he did not come. He wrote to say he would pay when he could. Plaintiffs said that the debt was for china and glass sold to the defendant, which he had resold in his business, and had the money for it. As they found that the defendant was on the Board of Guardians and held a small public appointment under the local authorities, they thought they were safe in giving him credit for £7. Defendant sent a letter in which he said he would do his very best to pay the money soon. The case was adjourned for the defendant's attendance.

Coroner Condemns Glass Reservoir Lamps.—At Sheffield, on August 21, an inquest was held upon the body of Alice E. Hallam, who met with her death as the result of burns. Frank Hallam, 13, Draper-street, Grimesthorpe, said the deceased was his wife, aged 29. On Tuesday last week he heard her scream, and found her at the bottom of the staircase with her clothing on fire. She died on the Friday night. He found the part of the lamp produced in its usual place on the mantelpiece. It was the first lamp they had ever had, and they had had it two years. He believed that in turning the lamp out his wife had turned the wick into the vessel, which had exploded. Chief Officer Frost described the lamp as a very dangerous type, and said the glass receiver was the cause of the accident. The Coroner said he was surprised that people continued to buy lamps with glass receivers. A man with a wife and family had no business to buy such a lamp. A verdict of "Accidental death" was returned, and the Coroner remarked that not only had a man no right to buy such a lamp, but no one had a right to sell or make one.

The Risk of Breakages.—On Aug. 13, in the City of London Court, Mr. Charles Dodd, 79, High-street, Dartford, sued Mr. N. Palmer, china and glass repairer, 76, Fetter-lane, Holborn, for £1 1s. damage done to a large glass vase. The vase was placed on the Judge's bench, and in admiring its brilliance very much, he said, "That is rather a good vase. Is it Irish ?" Plaintiff replied that it was English, and that on June 5 he took it to the defendant, who was well known in the trade, to be drilled and have a new bolt put through it. He gave the defendant fourteen days in which to do the work. When he called for it the defendant's young lady said it was not finished. He pointed out that his customer was waiting for the vase, and that he wanted it the same day. He was told the vase would be done by half-past five, and when he went for it the young lady said she was very sorry that they had had an accident with it. He asked if the vase cracked in the drilling or bolting, and he was told that that was not how it occurred. The vase had slipped and tumbled down. He was now demanding 30s. The defendant assured the Court that the plaintiff was informed that they never took any risk of breakages. They told plaintiff so very distinctly at the time he left the vase. Plaintiff : Nothing of the kind ! The risk was never mentioned. I know three people who have taken work to them, and they have never said anything about their liability for breakages. If they said they would not be responsible for breakages, I should have inferred that they meant that they would not take the risk for the glass flying while the work was actually being done. That I could understand perfectly well. But to suggest that they are not liable when they allow a valuable vase to tumble—well, their man might have got drunk, and I should have no remedy according to their contention. Plaintiff said that when he bought the vase he picked it up for 10s. That was in Dartford. He paid the defendant 5s. for the work he did in drilling and bolting, and his present claim included nothing for profit on the transaction. He was simply demanding his out-of-pockets. Defendant said he was very sorry the vase had got broken. Miss Palmer, defendant's daughter and assistant, said that when she took the vase in and plaintiff said it was to be repaired she showed it to her father, who said it would have to have a screw put into it. She distinctly told plaintiff that they took no risk, because glass was likely to fly at

any time. Mr. Palmer added that he had been forty years in the glass trade, and during that time he had made a reputation. This was the first occasion on which he had ever had such a complaint or a claim of any sort. Judge Lumley Smith : I can quite understand you would not take the risk of any accident resulting from the drilling. The Defendant : We take no risk at all of anything in connection with glass. He need not have left the job if he did not like what my daughter told him. Judge Lumley Smith : I think the risk which you said you would not take was anything resulting from the boring or the drilling. But surely the risk of the vase falling would be different. I think the plaintiff is entitled to a sovereign. I think that is what the risk means. It means risk attending the operation of the repair, but not of a fall. The Defendant : But it was done in the work. I was in the act of doing the job. I have had thousands of jobs from glass firms, and it is a well-known custom in the trade that we are always protected against any risk of breakages. I have several witnesses here. A buyer in the glass department of the Civil Service Stores, whose name did not transpire, said the rule of the glass trade was that all repairs were executed at the owner's risk. Judge Lumley Smith : You do not mean to say that that applies to such a thing as falling out of your hand ? If it tumbles down and gets broken, surely you should be paid for it ? Mr. Burdett, a china repairer, said it was the recognised rule in the trade that they were not responsible for anything left with them for repair. He had had twenty-five years' experience of the glass trade, and had never before heard of a claim being made under such circumstances. He had known many cases of glass breaking in the course of repair. Judge Lumley Smith : I think it must be a breakage connected with the repair to excuse you from liability. It is not necessary to let a glass vase fall off when you drill a hole in it. The Witness : It will happen occasionally because a drill may slip. Judge Lumley Smith : If it is on a table and is knocked off, what then ? The Witness : I have never known of an incident like that. Judge Lumley Smith : That is just the distinction. You may not be responsible for the risk attending the repairs, but you are for this. Judgment for the plaintiff for £1 and costs.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Squires' China & Glass Stores have been opened at 249A, Lewisham High-road, S.E.

Mr. H. Jones, of J. & H. Jones & Co., Penmaenmawr, died suddenly a short time ago.

Mr. W. Dyke, china and glass dealer, has acquired premises at 160, Franciscan-road, Tooting, S.W.

Vincent & Co., china and glass dealers have opened new premises at 13, Westmoreland-road, Walworth, S.E.

Finney Bros., china and glass merchants, have relinquished the business at 6–8, St. James' Walk, Clerkenwell, London, E.C.

Mr. R. C. Leftwich, glass merchant, has transferred his business from 119, Hoe-street, Walthamstow, E., to 59, Hoxton-street, Hoxton, N.

Brown & Mackay, china and glass merchants, who are relinquishing the retail business, announce their intention of shortly vacating the premises, 1, Fenchurch-street, E.C.

Three Trade Worthies.—Several correspondents have kindly drawn our attention to an error in this article last month, referring to the late Mr. Wilks-Webb as "Colonel." We regret the mistake.

Bankruptcy statistics just issued show that one china, glass and earthenware dealer was gazetted as bankrupt in England and Wales in the month of July, 1907. In July, 1906, two were gazetted.

Mr. Robert Cochran, aged 66, of 7, Crown-circus, Dowanhill, Glasgow, and of the firm of R. Cochran & Co., earthenware manufacturers, Verreville Pottery, Finneston-street, Glasgow, left estate valued at £27,731.

M'Call & Jerrwirth, Ltd.—Registered capital, £2,500, in £1 shares. Objects, to acquire and carry on the business in Glasgow of the late Peter Pringle's trustees and H. G. Jerrwirth & Co., in all kinds of glassware, chinaware, &c.

The Wordsley School of Art and Technical Institute.—The formal re-opening after the extensive additions will take place on Monday evening, the 16th inst., by Mr. J. T. Horner, J.P., chairman of the Staffordshire Education Committee.

Doultons & Co., Ltd., it is said, are contemplating transferring the manufacture of earthenware specialities, now carried on at their Smethwick works, to their works at Rowley. If this is so the works at Brasshouse-lane, Smethwick, will probably be closed.

The Fireclay and Pottery Works at Hillhead, Kilmarnock, part of the estate of J. & M. Craig, Ltd. (in liquidation), were sold by auction, with the other property at Glasgow, on August 16. A company is being formed to work the pottery, colliery, &c.

Mr. John Burton, of Mount Wise, Falmouth, Cornwall, curio dealer, who had a wide reputation as the owner of "The Old Curiosity Shop" at Falmouth, among his patrons being many royalties, and who died May 28, left estate valued at £12,110 gross, with net personalty £9,569.

Bottle Contract Open.—The Secretary of State for India in Council is prepared to receive tenders to supply bottles. The conditions of contract may be obtained on application to the Director-General of Stores, India Office, Whitehall, S.W., and tenders are to be delivered at that office by 2 p.m. on Sept. 3.

Mr. Robert Cochrane's Estate.—The inventory of the estate of the late Mr. Robert Cochrane, earthenware manufacturer, Verreville Pottery, Glasgow, who resided at 7, Crown-circus, Dowanhill, has been lodged with the Sheriff-Clerk of Lanarkshire at Glasgow. The estate is valued at £42,091 19s. 8d.

The Worcester Royal Porcelain Co., Ltd., have appointed Mr. Louis W. Hadley as their London representative, in succession to Mr. John Porter, who recently resigned the position. Mr. Hadley has been connected with the manufacture and sale of porcelain all his life. The London show rooms are at No. 8, St. Andrew-street, Holborn, E.C.

Tenders Accepted.—The Metropolitan Asylums Board have accepted the tenders of J. Defries & Sons, Atkinson & Co., James Green & Nephew, J. Shingler, and W. Huntsman for the supply of earthenware, china and glass to the Board's institutions.——The L.C.C. have accepted the tender of Grimwades, Ltd., for the supply of crockery to the value of £850.

Very Satisfactory.—The secretary of the Longton Education Committee, in his report on the science section of the High School, says there are 483 pupils on the registers compared with 445 last session. He also says that more than half the students in the classes for inorganic chemistry are connected with the potting industry, many of them being working potters.

J. Epworth Heselwood, Ltd.—Registered capital, £1,500 in £1 shares. Objects, to take over the business of a glass and china merchant carried on by John Heselwood, Ltd., at Northgate, Darlington, and to adopt an agreement between F. McBain of the one part and J. E. Heselwood and Mrs. C. Heselwood of the other part. Registered office, Northgate, Darlington.

British China Stone Co., Ltd.—Registered capital, £2,000, in £1 shares. Objects, to acquire certain leasehold property known as Biddicks China Stone Quarry, St. Dennis, Cornwall; to adopt two agreements with W. W. R. Nicholls and F. J. Gaved, and to carry on the business of dealers in china and building stone, quarry owners, &c. No initial public issue. Registered office, Penair House, Watering Mill, St. Austell, Cornwall.

Leeds Fireclay Co.—At the annual meeting on August 14—Mr. A. Barrett presiding—reference was made to the "serious and unexampled depression" in the building trade, which was the fourth year in succession. The chairman said there had not been such depression for the last

twenty-five or thirty years. Our correspondent states that Leeds has overbuilt itself, and that there are about 6,000 empty houses in the city.

Working Agreements.—There is an article in "Cassier's Magazine" for August dealing with the subject of working agreements between independent firms co-operating for mutual benefit and agreement. The writer reviews working agreements between manufacturers, but the article is worth the consideration of retailers. Cutting prices would be prevented by a mutual understanding or "working agreement" between dealers in a particular district.

Death of Mr. F. W. Price.—Many of our readers who are dealers in the provinces will be sorry to hear of the death on August 16, of Mr. F. W. Price, of Burslem. Mr. Price was for many years traveller for Bourne & Leigh, Albion Pottery, Burslem. He contracted an illness last Easter which terminated in his death as stated. Deceased was only 40 years of age, but was nevertheless greatly respected by a wide circle of business and private acquaintances. He leaves a widow and three children.

Recent Company Liens Registered.—Trerice China Clay Co., Ltd. (Plymouth)—Issue of £900 5 per cent. debentures, part of series created August 27, 1902, to secure £2,500, charged on the company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £1,100.—Eclipse Glass Works, Ltd. (Clapton)—A third debenture, to secure £250, charged on the company's undertaking and property, present and future, including uncalled capital, has been registered.

Electricity in Factories.—The Home Secretary has given notice of his intention to make regulations dealing with the generation, transformation, distribution, and use of electrical energy in factories and other places to which the Factory Act applies, and that any objections with respect to the draft regulations by or on behalf of any person affected thereby must be sent to the Secretary of State within forty days from the date of the circular, which is August 14. The regulations have been published in draft, and copies may be obtained on application to the Factory Department, Home Office, London.

Duchess of Sutherland's Cripples' Guild, Ltd.—Registered capital, £5,000 in £1 shares. Objects, to take over the business of metal workers, enamellers, jewellers, printers, bookbinders, and die stampers carried on by the Potteries Cripples' Guild at Providence Works, Wilson-street, Hanley, under the name of the Potteries Guild of Handicrafts, and to adopt an agreement with G. H. Ford, B. Moore, H. F. Newey, S. M. Raynes, A. J. Wade, B. Weaver, and C. H. Weaver. The subscribers are :—Duchess of Sutherland, W. Jordan, H. W. Jordan, J. F. Campbell, C. A. Pearson, S. J. Waring, Agnes E. Jordan.

Frank Beardmore & Co., Sutherland Pottery, Fenton, announce that Mr. John Brock has ceased to represent them, and that they have appointed Mr. John Walker to take charge of their London business. Mr. Walker has had considerable practical experience, and for the past six years has been manager of the decorative department at the works. He is, therefore, thoroughly conversant with the goods he is selling. The firm have a fine showroom at 10, Buchanan-buildings, Holborn, E.C., where a large selection of samples of their productions is displayed, including their new samples for the Christmas trade.

Bankruptcy Returns.—The Annual Report of the Board of Trade in Bankruptcy in 1906 shows that in that year there were fewer cases of insolvency but a greater estimated loss to creditors than in 1905. As there is a Departmental Committee dealing with the whole subject, some special details usually given are omitted. The total number of failures under Bankruptcy and Deeds of Arrangements Acts amongst china, glass and earthenware dealers in 1906 was 39, with liabilities amounting to £29,453, as compared with 53 failures, with liabilities of £35,490, in 1905, and with 55 cases with liabilities amounting to £59,707 in 1904. Last year shows a very decided improvement.

Liverpool Pottery and the Liverpool Pageant.—In connection with the celebration of the 700th anniversary of the granting to Liverpool of a charter by King John an interesting exhibition of Liverpool antiquities was opened at the Walker Art Gallery. In the pottery, porcelain, and curios section there were many fine specimens of an industry which was at one time carried on in twenty-seven centres in Liverpool, but is now extinct in that city. Almost all the wares manufactured at the English potteries—Delft, Slip, Salt glaze, "Whieldon," "Queen's" ware, and Porcelain—were in turn made in Liverpool. Special attention was given to the examples of the work of John Sadler, of Liverpool, who invented the art of transfer printing from copper plates to pottery. A banner was also presented to the City of Liverpool by the citizens of East Liverpool, Ohio, U.S.A. It bore the inscription: "Greeting to Liverpool from her young namesake, East Liverpool, Ohio, America's Crockery City."

Handsome Donation of Adams Ware.—Mr. Percy W. L. Adams, of the Greenfield & Greengates Potteries, Tunstall, has just made an absolute gift to Tunstall of some rare old Adams ware which he had lent to the Museum for exhibition. The loan collection which has been on view for several years in the Tunstall Museum included a number of choice pieces of eighteenth century Adams Jasper in pottery and porcelain, and some pieces by other makers. The collection had been formed by Mr. Percy Adams by purchases from several famous collections and at Christie's auction rooms. Some of the specimens are very rare, and of great value. The only conditions accompanying the magnificent gift are that the pieces shall be carefully preserved in the cases in which they are at present or other suitable cases, and that they shall not be sold, lent, or exchanged without his permission. Mr. Percy Adams has occasionally lent some of the pieces to the Glasgow Art Gallery and other galleries, and he would like to have the right to lend them again if he desired to do so, the borrowers paying carriage and taking all risks. The Tunstall Council has gratefully accepted the gift.

China at the Birmingham Art Gallery.—It will be remembered that Mrs. Nettlefold, of Edgbaston, Birmingham, bequeathed some beautiful pieces of "Worcester and Spode" china to the Birmingham Art Gallery in memory of her son, who was formerly a member of the Purchase Committee. The entire collection is now placed in two cases in the Wedgwood Gallery. The Worcester collection covers a very large range of the manufactures of the well-known porcelain manufactory. It includes a large number of cups, saucers, coffee cups, small jugs, teapots, vases and bowls. Two of the services are Oriental in character, the decoration having been copied from the Chinese original. One is a very fine service of the first period of Worcester decorated in the Oriental style. There are a large number of examples of transfer printing, including one of the famous mugs of the King of Prussia; the well-known Worcester scale blue is also represented by a very fine specimen of a jar and cover, similar to the examples which now fetch such huge prices in London sale rooms. There are also various plates of a similar character. The collection of Spode includes exhibits of a variety of workmanship, much of the ware being decorated in the Derby style. Some of the exhibits show how closely English potters of this period imitated Oriental china. All the exhibits bear labels, giving the marks and periods of manufacture, and descriptive labels relating to the history of the Worcester and Spode manufactories, and the method of producing transfer work.

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Review.

The Strength of Nations: An Argument from History. By J. W. Welsford, M.A., formerly Fellow of Cambridge. London: Longmans, Green & Co. 5s. net.

Whatever ambiguity may be presented to our mind by the title of this work when we have read nothing but the title, is entirely removed when once we commence reading the book itself. In the second line of his preface the author says the "work is an attempt to examine the fiscal question in the light which European history, from the commencement of the Christian era, sheds upon it." It is interesting to have the question of Tariff Reform presented to us in the light of past as well as in that of contemporary history. It is an evil, perhaps an unavoidable one, that the question is made use of as a lever in party-political schemes. Partisans will no doubt cite much of this book in support of their views, but there is much in it that thoughtful persons who are not prejudiced will read with interest, even if they do not altogether agree with some of it. The author has given us a scientific review of the position created by the recent arguments for and against Tariff Reform, but he does not leave us in any doubt as to his own views, for he presents a strong case for Protection, and inferentially for preferential tariff with our Colonies. He does this by selecting a series of historical parallels to illustrate his theory that national production is the chief factor in the building up and maintenance of national prosperity. "Great Britain acquired absolute supremacy in productive power, and her statesmen adopted free trade trusting that other nations would follow her example. Had their dream been realised Great Britain would have become the workshop and the centre of a world of nations competing to supply her with raw materials and to buy her finished products." Other nations declined to fall in with his scheme, and the proposed free exchange degenerated into British free importation. If now Great Britain is to repeat her past successes, it seems as if she must revert to her former methods of production. In an economic union of the British Empire tropical raw material will be linked to British industry, and the new combination will have no need to fear foreign competition. This, briefly, is the argument enforced in the book. Historical facts have been collected in support of it, and a list of the works from which the facts have been culled is given at the end of the work. Beginning with Rome, the author shows how her imports without exports wrought her ruin. Her power decreased under the evil of importations, while that of Constantinople increased under a protected monopoly. Constantinople made her commerce a protected staple for the East. She acquired the commerce of Rome, and with that commerce "the glory of Rome on the Bosphorus passed away." The author enlarges upon the struggle which took place between England and Flanders for supremacy in the wool trade. England produced raw wool, and her monopoly of it gave her manufactures, commerce, and shipping. When she became rich she abandoned the system that had made her great, and other nations adopted it to her detriment. The author shows that Britain's foreign commerce was created by her production, and that the British Navy grew with British shipping. To sum up briefly, the author's argument is that the strength of nations is in the protection of their productions by the limitation of their importations. The book is well printed, and, in addition to the list of books of reference, there is a very interesting chronological table of events and a comprehensive index.

THE ENGLISH CHINA MANUFACTURERS' ASSOCIATION.

THE annual gathering of the members of this Association took place at the Trentham Hotel on August 22. Some business matters were soon disposed of, and the company fulfilled the real object of the occasion by giving themselves up to the enjoyment of friendly intercourse in the midst of pleasant natural surroundings. Regret was expressed that the meeting was not more largely attended, but this did not prevent the members and their visitors who were present from having a very enjoyable day.

In the course of the proceedings in the evening (in which cheerful music had a prominent place) a few of the members talked "shop" by tacit consent, and to the instruction and enjoyment of all present. Mr. E. Brain presided at this informal meeting, at which Mr. J. W. Hartley described a "New Scouring Machine." Mr. Arthur Woolley spoke about the firing of ovens and kilns with gas, and the Chairman made some judicious observations suggested by the "Price of Coal." We are indebted to the "Staffordshire Sentinel" for the following report of these three speeches.

Mr. J. W. Hartley said he was not the inventor of the machine in question; it had been introduced to him by Mr. Wainford, and he had gradually improved upon the crudeness of the original apparatus, and now he had satisfied several manufacturers it would scour ware in a most satisfactory manner, and also, he believed, do it a great deal more cheaply than the present process. The machine was built on the principle of an Alsing cylinder, and was divided into partitions, holding wooden racks, into which the ware was placed. This was done easily, the charging occuping only a very few minutes. The cylinder was revolved by motive power, and the ware was scoured by a quantity of small sand made from broken china, the dust from which was removed by a fan as at present. The scouring process could be completed in as little time as a quarter of an hour, and sixty to seventy dozen of ordinary tea ware could be scoured in an hour. A teapot could be scoured as easily as a plate. One of the savings which he believed would result was that, owing to the exceedingly clean surface that was left, the ware would not absorb so much glaze as was now required. The machine could be worked by 1½ horse-power, and could be driven by steam, gas, or electricity. Mr. Bernard Moore had expressed himself as delighted with the machine. Mr. Percy Shelley had used one to his satisfaction; and the manager of the Coalport Pottery, who had seen the machine at work, had at once given an order. Mr. Hartley added that he was trying to make arrangements to show the machine at work.

In reply to questions, Mr. Hartley said the quantity of ware secured in an hour depended, of course, upon the time it was left in the machine. The cylinder would hold 40 dozen of ware, and the machine could be charged three times an hour. The wooden racks, even having regard to their life in the machine, would not cost so much as present brushes. The cost of the machine with a double set of racks was £93. Mr. Hartley was thanked for the information he had given, and he was invited to attend a meeting of the Association at an early date, and present drawings and fuller particulars of the machine.

Mr. A. Woolley gave his views on the kind of gas to be used, and said he had found a great deal of misapprehension existed on this matter. What pottery manufacturers wanted was a gas most suitable for their requirements, but they had had a difficulty in securing this, as so many kinds of gas could be made. In his opinion the Mond gas was far too thin. The gas pottery manufacturers required was known as producer gas, which retained all the gases obtained from coal. If they attempted to clarify those gases in any way they robbed them of the qualities essential for the process of oven firing. A particular kind of coal, and the manner in which it was used, would produce a particular kind of gas. If anthracite coal were used, the result was a hard gas, giving what he called a local and not a radiatory heat, and this was of no use to manufacturers. They required a gas with a highly luminous flame, so bright that it must almost be like electric light. The more luminous the flame, the more perfect the gas for potters' ovens. He did not think there was any difficulty in applying gas firing to kilns; in fact, it was easy to apply it to the ordinary or travelling kiln. The difficulty had been in applying gas firing to ovens for this reason, that in an oven there was a large space of dead matter which had to be fired, and whether coal or gas was used it required the same heating properties to get through this. Gas was of no more value than coal for getting through a mass suddenly, therefore, the chief thing was a perfect radiation. He had been working on this matter for several years, and he was pleased to tell them the method was now an absolutely assured success. It was, he might say, an assured success from almost every point of view—economy of fuel, preservation of brickwork, purity of colour, general cleanliness, and (which was, perhaps, more important) an almost total absence of smoke if properly managed. Mr. Woolley went on to acknow-

ledge the valuable assistance he had received in his experiments from Mr. Fell, of the Royal Art Pottery, Longton, to whose practical and sound advice, he said, manufacturers generally were indebted in solving the question of gas firing on a most economical basis and in a short time. In conjunction with Mr. Fell, he had made various experiments, and had secured a temperature equal to that necessary for making steel, namely, 2,000 Centigrade. The highest temperature required for a bisque oven was from 1,350 to 1,400 Centigrade, and this could be easily attained by gas, and much quicker than by present firing methods. He might be regarded as a dreamer, but he believed the gas firing process could be applied to existing ovens without any very expensive alterations. (Hear hear.) All that was required was to take out the mouths and in their places put producers. Whether there were 8, 10, or 12 months, the same number of producers were put in, and in these gas was generated, firing being in the ordinary way that appealed to the fireman. The conditions were exactly the same all the way through, with this great recommendation—that, with care and attention, they were absolutely constant. So far as glost ovens were concerned, the matter was beyond the experimental stage; and, as regards bisque ovens, for 10, 15, or 20 hours they could have hot air, devoid of flame, passing through the ovens, gradually drying the ware and heating the oven. Afterwards they could introduce the gas flame, increasing the temperature as needed, or keeping a constant heat. What was a most desirable matter, they could either keep a certain temperature for 10 to 20 hours, or they could increase it at will. As producers were placed in each mouth, if, by oversight or carelessness any part of an oven was firing too quickly, that part could be shut off for the time being without interfering with the process of firing in another part. There had been invented and patented a system for regulating the middle by an arrangement which completely shut out, if required, any gas from pasing up the middle, but still firing the outsides, or vice versâ; and by that system they could either enlarge or reduce the well-hole. He did not say they had perfected the process; indeed, he felt they were simply on the fringe of it, and that the more he knew of gas the less he felt he knew about it. It was an elusive but a fascinating study apart from the profit which would accrue, and he was enthusiastic and also sanguine as to the ultimate success of the process. In a few days they would complete at the Royal Art Pottery the alterations to one of the largest ovens in Longton, an oven with 12 mouths, but it would be so regulated that a child could manage the gas-firing. As to the cost, he believed they would be able to place on the market an arrangement within the reach of every manufacturer. He did not care how old or what construction an oven was, it could be adapted to work as sucessfully as one specially built. The advantages were many. He suggested there would be a saving in fuel of 50 per cent.—a saving of 30 per cent. in the period of firing; he could say candidly there would be a reduction of 95 per cent. in smoke; while, as regards the firing of the ware, he thought he could safely say they would get a better oven after gas than coal. In his experiments he had reached perfection with both colours and gold. He regretted they had not some organisation which would take up a matter of this kind, and carry out the experiments, instead of leaving them to individual firms. If manufacturers could get several expert gentlemen to take such revolutionary processes in hand, and perfect them, it would pay the industry to engage them to do it. The proper application of gas to china ovens was practically unknown in this country, any development was left to individual effort, and for one to work alone made it a difficult thing. However, he believed the successful stage had now been reached, and, as the process would result in a purified atmosphere, he could imagine the day when around the potters' ovens they would see a scarlet band of poppies and a luxuriant crown of wisteria.

The Chairman complimented Mr. Woolley upon his interesting address, and tendered to him the thanks of the Association for the valuable information he had imparted.

Mr. E. Brain said he wished to call the attention of the Association to the prospective increase in the price of coal. They all, he said, deplored the low prices which were obtained for the beautiful products of the china industry. Every manufacturer must feel that, after the brains and time devoted to the business, the poor remuneration secured made the game scarcely worth playing. He did not know what the old manufacturers of 50 years ago would do if they were in the trade to-day; certainly they would be unable, with their old-time methods, to meet the competition. Manufacturers were now faced with another increased price for coal, which was a serious matter. There had already been three advances, and before long there would be another advance of between 4s. and 5s. a ton on present contract prices. A colliery proprietor had told him that if the Eight Hours Bill for miners passed the price of coal would have to go at once at least 2s. 6d. a ton beyond the present price. The trade was already heavily burdened with the increased cost of materials, the additional expense in connection with the Workmen's Compensation Act, and humbugged and hampered by different restrictions and regulations, until manufacturers could scarcely look after their businesses. There was something worse in store for them, unless they put their house in order. To meet the increased expenses placed upon them there was only one thing to do, viz., to raise the price of their goods—so as to enable them to pay the workpeople the proper wages they desired them to have, and to secure for themselves a proper remuneration for their brains and time devoted to the business.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

SINCE last month's "Notes" were written the "Wakes" have come and gone, and have been enjoyed by a larger number of workpeople in the Potteries than ever went holiday-making before. Now we have shaken down again to our workaday life. The potters are back at their benches, the ovens are smoking once more, and all the activities of the hundreds of factories in the "six towns" have been renewed. Altogether it has been a most auspicious holiday, and not the least satisfactory feature of it is that there is plenty of work to be done now that the workers are back again. The spell of prosperity which preceded the August festival kept busy a larger percentage of operatives than usual, and furnished them more generously than has often been the case in byegone years with the means of turning their vacation to the best advantage. Some may complain that the holiday has been so short; at one large factory in the out district, where exceptional pressure prevailed, it lasted only one day; but that, of course, was quite an exception. It is a matter for congratulation that the holiday has not been prolonged, and that manufacturers have been so anxious to keep their benches well occupied, and to get their works going again. With travellers starting out on their journeys, and Christmas looming ahead, it is expected that trade will grow brisker as time goes on; and the brisker it gets the better we shall all like it, for, though business is fairly good, the district could immensely increase its present output without any undue exertion.

There is still plenty of grumbling in various quarters about the state of the home market. The London trade is by no means satisfactory, either in the earthenware or the china department, and the china manufacturers feel the depression with some acuteness because, in many cases, they have little or no export trade to help counterbalance the shortcomings of trade in our own islands. Some manufacturers ascribe the falling off in the home demand to a wet season, which has curtailed the holidays of the well-to-do, and has prevented them getting out to spend money as they would otherwise have done, trade thus suffering all round, and the potting trade with the rest. Another market which is affected by slackness just now is South America. Houses catering for this trade exclusively observed a slight falling off about May, and it has continued ever since. It is not much, but still it is sufficient to be noticeable. It is thought to be partly due to bad crops in the Argentine, and partly, also, to over-buying, which undoubtedly took place in the earlier part of the year. Trade with the United States is well maintained, and shipments from Liverpool are increasing steadily. The Canadian demand is strong, and Australia and New Zealand are fulfilling the expectations expressed at the beginning of the year, by sending excellent orders to North Staffordshire. Some of these are going to Longton, where a few of the larger and better-known firms are as busy as they can be, thanks to their enterprise in seeking orders overseas, though many of the smaller concerns complain of the condition of trade. At the Cape very little is doing from the point of view of the British potter, and recent communications from that quarter of the globe do not justify one in taking a very roseate view of the immediate future for British pottery there. The sanitary trade is reported to be exhibiting a stronger tendency, but competition is now so keen in this department that business is much less remunerative than was the case a few years ago. Manufacturers of porcelain electrical fittings report that they are very busy. The mention of electrical fittings recalls a remarkable letter which was received during the closing days of the recent Parliamentary bye-election in North-west Staffordshire by Mr. T. W. Twyford, J.P. (Twyfords, Ltd.), the Unionist candidate. The letter was written by Mr. T. Byng, the chairman of the General Electrical Company, whose works are at Salford, Birmingham and London, and who employ nearly 6,000 people. Mr. Byng stated that for over twenty years this firm had bought china for electrical purposes from Bullers, Ltd., Hanley, Taylor, Tunnicliffe & Co., Ltd., Hanley, J. McIntyre & Co., Burslem, and other firms in Staffordshire, but, entirely as the result of foreign competition, they were paying less than half the prices paid ten years ago. "We are quite willing," the writer went on, "to pay higher prices

but German manufacturers have been underbidding the English with the view to driving them off the market. The English had to come down in price ; how they did it, I do not know, but I can hardly imagine that this cutting of prices has improved the wages of the workmen at Hanley or Burslem. If a duty of 25 per cent. was put on this electrical chinaware it would hurt nobody. We, as large buyers, would pay any extra price, being convinced that it would not influence a single electric light. It would certainly mean, perhaps, £20,000 or £30,000 per year extra trade in Staffordshire. I am willing to prove what I say by my own books, and anyone who wishes any further details can address me, or, on giving a day's notice, can see my books and invoices at Peel Works, Adelphi, Salford.'' In an interesting postscript to this letter, Mr. Byng informed Mr. Twyford that the late Mr. Wm. Woodall, of McIntyre & Co., Burslem, who represented Hanley in Parliament for many years,often talked with him about unfair foreign competition. With reference to the contention that the reduction in the price of the fittings is due entirely to foreign competition the reply of the free traders was that the introduction of labour-saving machinery has had more to do with it than the cause assigned by Mr. Byng. Probably there is no more ingenious machinery in use in any industry than that employed at an up-to-date china electrical fittings factory. Mr. Byng's letter was received rather too late in the day to be turned to much advantage by Mr. Twyford, who was defeated by Mr. Albert Stanley by a majority of 2,349.

The course of the coal trade in this district indicates that pottery manufacturers will shortly have to face another increase in the price of fuel, and, consequently, that retailers of china and earthenware will have to pay more for their ware. Already prices for all kinds of coal are phenomenally high. Last week the colliery proprietors of North Staffordshire decided to increase the charge for house coal by 10d. per ton, and a corresponding advance in manufacturing fuel is regarded as certain, especially in view of the busy condition of the world's iron trade. Last year's increase was not loyally adhered to in some quarters, but those who waived it then will find it imperatively necessary to exact it now, for manufacturers obviously cannot afford to stand the strain of these continual increases in the cost of production without taking measures to recoup themselves.

Up to the time of writing no official information had been received here respecting the duties which the new Australian tariff imposes on British ware. It is, however, understood that the duty on earthenware, which used to be 20 per cent., will now be increased to 30 per cent. on English ware, and 35 per cent. on foreign ware. As to china, the duty upon which used to be 20 per cent. against all countries, British ware will now have to pay 25 per cent. and foreign china 35 per cent. Some manufacturers express dissatisfaction that the tariff on English goods has been increased, but a majority of them look at the matter from a different standpoint. They recognise frankly that the Commonwealth is justified in protecting the young industries which are springing up in the island continent, and a preference of 5 per cent. or 10 per cent., they say, is better than none at all. It is also argued that the preference would be larger if England would offer something in return. Those china manufacturers at Longton and Denton who have within the last two or three years been making so bold a bid for Australian trade will greatly appreciate the 10 per cent. advantage given them, for they know by experience how keenly German manufacturers have been competing for this market. In cheap fancy lines, of the trinket set, egg stand, and toast rack order, the Germans have held a decided advantage hitherto, but the preference now given to the English potter ought to bring more of this sort of trade to Great Britain.

Nobody who lives in the Potteries, or who works among potters, can fail to have been struck by the strenuous efforts which are now being put forth all over the district with the object of solving the problem of gas firing. This is the ''live'' question of the day among practical potters. What Messrs. Blair, of Longton, and Mr. Alfred Meakin, of Tunstall, have accomplished in this direction has already been referred to; but, much as these firms have done, they have so far only touched the fringe of the question. It is said that Mr. Leonard Grimwade has carried gas-firing to a more successful issue than most of his fellow manufacturers who are giving the matter their attention ; but he does not desire yet that his process should be made public. The experimental operations carried out by Mr. T. A. Twyford and Mr. T. C. Moore with Mond gas at the Victoria Pottery, Hanley, which created so much interest two months ago, have been more or less at a standstill during the past few weeks, owing to the Parliamentary bye-election and the holidays. Intelligence of much interest, however, may be expected from this quarter shortly. At Longton, Mr. Arthur Woolley, in conjunction with Mr. Fell, of the Royal Art Pottery, has been also engaged in experiments in firing kilns and ovens with gas. Mr. Woolley inclines to the view that Mond gas is too ''thin'' for pottery firing, and favours a producer gas which retains all the gases obtained from the coal, and gives a radiatory, as opposed to a local, heat. What is wanted, he contends, is a gas with a highly luminous flame, so bright that it must be almost like electric light ; and the more luminous the flame, he says, the more perfect the gas for potters' ovens. At the Longton china manufacturers' picnic, at Trentham, reported elsewhere, Mr. Woolley claimed that his experiments, upon which he had been working for several years, had achieved absolutely assured success from almost every point of view—economy of fuel, preservation of brickwork, purity of colour, general cleanliness, and almost entire absence of smoke. Mr. Woolley's system is at present being adapted to one of the largest ovens in Longton, one with twelve mouths, at the Royal Art Pottery.

Hardly a month goes by in the House of Commons, when Parliament is sitting, without some well-intentioned member trying to create a scare about lead poisoning in the potting trade. Mr. Percy Alden, the member for Tottenham, and Mr. Verney, the member for Buckingham, are the two latest recruits whom the agitators for the abolition of lead glazes have pressed into their services. These two members have discovered that during July there were 12 cases of lead poisoning in the china and earthenware trades, and, as a result, they both had questions on the notice paper on August 21. Mr. Alden was anxious to know whether the Home Secretary was taking any steps to reduce the number of such cases, and Mr. Verney followed this up by inquiring whether there was any objection, financial or otherwise, to restrict the use of lead in the trade, provided it could be shown that it would inflict no injury on the trade. The Home Secretary replied by saying that fluctuations must be expected from month to month, and that the total number of cases for the first seven months of the present year was considerably below the number in the corresponding period of last year. Only 97 cases of lead poisoning were reported in the Potteries during the whole of last year, and the bulk of these were not cases of a serious character. Everybody deplores that even 97 cases should have occurred, but what the benevolent people who are interesting themselves so greatly in the Potteries will *not* understand is that the manufacturers are doing everything humanly possible to reduce the number of cases to an absolute minimum. To talk about restricting the use of lead is foolish ; it would destroy the trade, and thereby cause infinitely more suffering than is now entailed by the occurrence of cases of plumbism, most of which are now discovered in their incipient stages and readily yield to medical treatment. In the annual report of the Chief Inspector of Factories, just issued as a Blue Book, Mr. Walmsley, the factory inspector in the Potteries, deals with the ''slight increase'' of lead poisoning during the year under review, and says ''it is not easy to account for this, but, in some cases, it may be due to lack of nourishing food.'' He also speaks of cases of lead poisoning which have developed owing to the workers concealing the circumstances of their health, a reticence which, he justly says, ''very seriously hampers the work of the certifying surgeons.'' These are matters which the agitators in the House of Commons might think about before they reopen their campaign.

On August 19 an inquest was held at Burslem as to the death of Wm. Hughes, aged 54, a glost placer, who resided at 16, Greeting-street, Burslem. There were present Mr. J. H. Walmsley, H.M. Inspector of Factories, and Mr. R. A. Llewellyn, on behalf of the Potters' Insurance Co. The deceased had worked in lead since boyhood, and it being considered that death might have been due to lead poisoning a post-mortem examination was held. Evidence was given that deceased at one time was a heavy drinker. He had been unwell for twelve months, and he last worked at Burslem Wakes. About a week ago Dr. Lowe, Dr. Russell's assistant, was called in to him, and attended him until death, which took place on Friday last. Dr. Lowe, in his evidence, said that when he saw the deceased he complained of severe headache, and seemed to be generally run down. Two days before he died he became slightly convulsed, and was unconscious until death. As a result of the post-mortem examination he found that death was caused by heart failure, due to degeneration in the heart and blood vessels, brought about by chronic drinking. Dr. King Alcock confirmed the opinion of Dr. Lowe, and the jury returned a verdict accordingly.

The resolution supporting Colonial Preference, which was passed by the china manufacturers of Longton on April 25 (*vide* our May issue), and subsequently sent to the Colonial Premiers, has now been acknowledged by a number of those statesmen. Several of the replies were dictated whilst the Premiers were at sea on the homeward journey. The Premier of New Zealand (Mr. E. Ward) expresses his warmest thanks for the resolution, ''the terms of which are much appreciated'' ; Dr. Jameson (Premier of Cape Colony), through his secretary, also thanks the English China Manufacturers' Association, and adds that the subject is one which claims his entire support. He assures the Association that ''anything he can do to secure reciprocal preference throughout the Empire he will most gladly undertake.'' Other replies have come from Sir. W. J. Lyne (Australian Minister for Trade and Customs), and the Hon. W. S. Fielding (Canadian Minister of Finance).

It is a painful duty to chronicle the decease of two old members of Longton's china trade—Mr. H. M. Williamson, twice Mayor of the town, and Mr. W. Mountford, senior partner in the Daisy Bank Pottery. Like Mr. John Aynsley and Mr. Forester, whose deaths we chronicled so recently, they were both the architects of their own fortunes, and had risen to high positions by the integrity of their lives and the splendid business qualities they possessed. Mr. Williamson was a native of Hanley, in which town he was born in October, 1827. He was thus within three months of attaining his 80th birthday when he passed away, after a painful illness, on the afternoon of July 31. Until he was over 60 he retained entire charge of the firm's London connection, and he continued to take an active part in the business until about twelve years ago, when he retired. He had a splendid record of public work to his credit—work for his town, for his county, and for the various charitable organisations of the district. His bluff and breezy personality endeared him to all. Nobody in Longton possessed a wider circle of friends than he, and the sorrow which has been occasioned by his death is sincere and deep. The death of Mr. Mountford occurred on August 13, at Rhyl, where he had been staying for some time in the hope of recuperating. He had been very ill for six months or more, and his friends had feared the worst for a considerable time. A native of Burslem, he worked for a time as a mould maker, and over thirty years ago was made general manager of the Daisy Bank Pottery. In this capacity he displayed such conspicuous ability that he was taken into partnership by the late Mr. W. A. Adderley, eventually becoming the head of the business, in the conduct of which he took a very active part until the commencement of his illness. By the workpeople of the firm he was highly esteemed for his considerateness as an employer, but he had taken little part in public life. A memorial tablet to another of Longton's departed, Mr. Wm. Lockett, potters' miller, has been placed in the parish church, and is to be unveiled on Sunday, September 1.

The great "burst" which occurred on the North Staffordshire Canal at Narbury, Northwich, a few weeks ago, has been sufficiently repaired to permit of water being turned into it and traffic being resumed. Much inconvenience had been caused to boats conveying pottery goods to the Mersey, and bringing china and ball clay, &c., from the Mersey to the Potteries. Some time must elapse before the whole of the protective works on the canal embankment are finished, but meanwhile the waterway is intact and safe. On August 15 a company of pottery manufacturers spent a pleasant day making a trip down the Mersey and Weaver Navigation Canal, the waterway which bears so much of the potters' raw material and the finished article produced from it to and from Runcorn.

The wedding took place on August 1, at Newcastle Wesleyan Church, in the presence of a large assemblage of people, of Miss Shirley, daughter of Alderman Jesse Shirley (head of the firm of J. & H. B. Shirley, potters' merchants, Etruria), and Dr. Cecil H. Hopwood, of Fenton. The bride was attended by two bridesmaids and two small trainbearers. She was given away by her father, and Dr. Williams, of Manchester, acted as best man. The ceremony was performed by the Rev. E. G. Charlesworth, uncle of the bride, assisted by the Rev. G. Webster. A reception was afterwards held at the residence of the bride's father, and was attended by upwards of a hundred guests.—The choosing of candidates for the municipal elections is a reminder that November will soon be upon us. Mr. Joseph Lovatt, the secretary of the Potters' Union, has been adopted as a candidate for the Wellington Ward, Hanley. Mr. Cecil Wedgwood, of Josiah Wedgwood & Sons, Ltd. (president of the North Staffordshire Chamber of Commerce), is to be a candidate for the Etruria Ward. Mr. W. Sandland, the founder of the firm of Sandlands, pottery manufacturers, Ogden-road, Hanley (chairman of the Hanley Ratepayers' Association), will probably offer himself as a candidate in the Cauldron Ward, and other candidates connected with the potting trade may also be announced before long.

Charges of ware stealing are, unfortunately, much too common in some parts of the Pottery district. At Longton, the magistrates seem determined to repress this mean sort of crime, and on Saturday, August 24, they gave evidence of their intention by the salutary punishment they imposed upon a married woman named Emma Hughes. Hughes had been employed at the Royal Art Pottery for thirteen years as a warehouse woman and cleaner. She had been in receipt of good wages, but she admitted having appropriated at various times during the last two years 2 clock sets, 11 vases, 8 jardinières, and 1 fruit plate, value £1 16s. 9d., the property of her employers. She was committed to prison, without the option of a fine, for six weeks with hard labour.

Mr. William Hampton, of the Mousecroft and Eastwood Marl Works, Hanley, possesses a fine range of photographs of the district in Morocco which has been so much before the public eye of late. Mr. Hampton has paid several visits to this interesting country, and his portfolio is full of excellent "snaps" of scenes and incidents in Casablanca, Tangier, Mogador, Mazagan, and other places affected. He also possesses some curious articles of Moorish pottery ware, rudely fashioned, but decorated, in many instances, with considerable skill. Mr. Hampton was in Morocco a few days before the capture of the Kaid Maclean by Raisuli, and found affairs in a ripe condition for the outbreak which followed soon afterwards.

Mr. Percy W. L. Adams, of the Greenfield and Greengates Potteries, Tunstall, has just made a most valuable gift of ware to the Tunstall Museum. It consists of nearly four cases full of eighteenth century Adams jasper and porcelain, and several pieces of other make. Most of the pieces originally came into his hands through Christie's sale rooms from various well-known collections. They cost the donor between £200 and £250 to purchase, but their value has since become considerably enhanced.—A paper dealing with "The Method of Collecting and Exhibiting English Pottery and Porcelain" was recently read at Dundee by Mr. A. J. Caddie, of Stoke. Mr. Caddie, in the course of his observations, dwelt upon the necessity of exercising care in the selection of suitable objects having a direct bearing upon and illustrating the development of the ceramic art, and the avoidance of faked and meaningless objects. He also made suggestions as to what points should be observed in acquiring specimens of Staffordshire earthenware which would fully illustrate the most important steps marking the evolution of that great industry.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

TAKING the flint glass trade as a whole, its condition cannot be reported as satisfactory. There have been fluctuations since the publication of our last article on July 1, but at no period, with the exception of a few places, can any house boast of doing more than holding its own. In Stourbridge and immediate vicinity, the most favoured district, there is more activity amongst the leading manufacturers. Their reputation for producing artistic glass is as high as ever it was, and orders have come in which have given good employment round the furnaces. In the cutting and engraving shops there is rather less doing, partly for the reason that the new patterns are not richly ornamented, the taste of buyers being, as respects table glass, for beauty of form, coupled, in wines, clarets, and champagnes, with lightness. Men who can make these articles to perfection can almost command their own rate of remuneration. When opportunity serves the young hands ought to devote themselves to this class of work. Those of them that have done well in the art classes at the Technical Institute, especially in designing, have, as art workmen, a bright future before them. Let them remember the adage "There's always plenty of room at the top," where is to be found the point of perfection. For crystal dishes and epergnes for the London and other chief centres, there is a fairly good demand, and business ought to show a steady improvement till at least the middle of October. The ordinary table trade, which, of course, includes pressed ware, shows some slackness, but both Stourbridge and Wordsley firms are sanguine, that for what may be described as medium goods, there will soon be a better inquiry than has existed during the past couple of months. The manufacture of common articles in which Continental makers are such keen competitors, is left severely alone. In fancy glass—vases, dishes, flower stands, &c.—there was a little more activity towards the close of last month. Some new designs being out; but the trade has not been great in volume, nor, we fear, very remunerative for makers. As to designs brought out by our firms in all good grades of glass, they are no sooner on the market than purchases are made by agents of both American and Continental houses, and then cheap imitations are produced, exported to this country, and sold at low prices. This system of fraud—for it is nothing less—has been carried on for years, and was never more active

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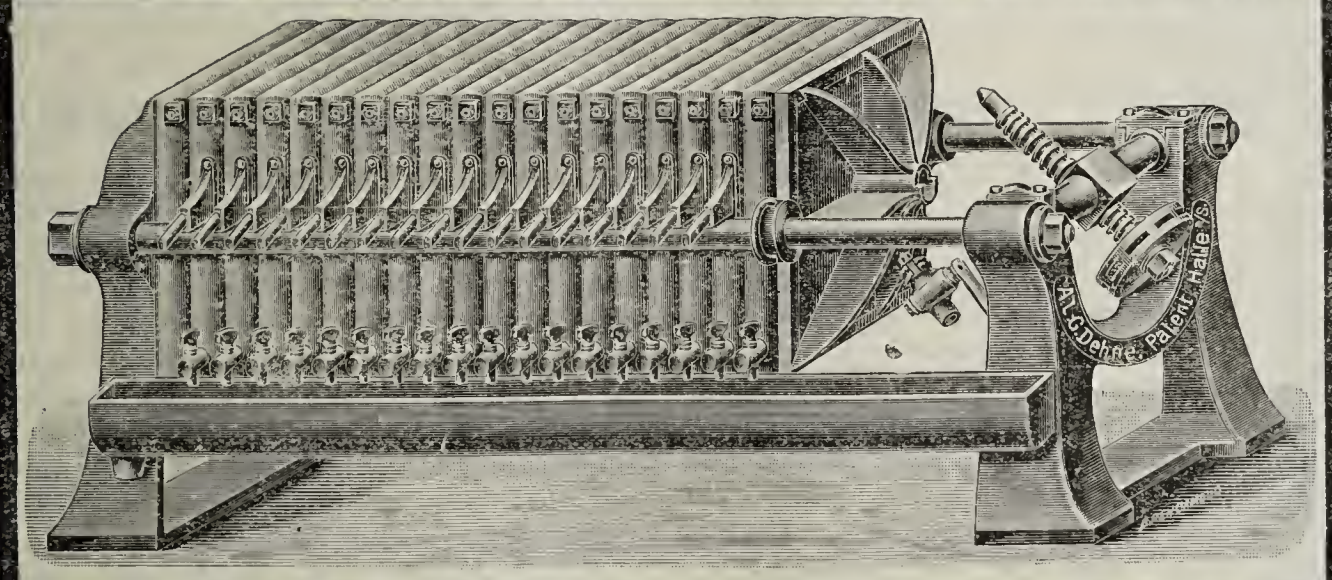
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The glass trade in Birmingham, if we except certain specialities, is dull, and this is most noticeable in the cheaper kind of goods—in pressed tumblers, for example, creams, salts, and the smaller dishes. Such are imported from abroad in vast quantities, and the country flooded with them. The glass cutters of the city, as a body, are not fully employed ; those are doing best just now, who, carrying on business on their own account, if in a small way, work for the silversmiths and electro-platers of Birmingham and Sheffield. The bulk of the goods they ornament, as has long been the case, are not British made, but manufactured in Germany, Belgium and France. In the glass houses there are matchings to make ; not a satisfactory state of things, yet what are manufacturers to do ? They must please their country customers, from most of whom the small orders come, or they would lose them altogether. In fish globes, &c., for confectioners there has been a little more activity. As for the chimney trade, it is hardly worth looking at, so fierce is foreign competition. The looking-glass manufacture goes steadily on, the home as well as the export departments being in a healthy condition. Partly through a change of taste among the public, bevelled articles are not in as much favour as they were up to, say, six months ago, and when a revival may take place cannot be predicted. At Spon-lane there is a good deal of activity. Ship-lights and other lenses are in request, also the famous special lenses for lighthouse purposes. There is rather less call for rolled glass for partitions, &c., the foreigners having put goods on the market cheaper in price and lower in value, some being copies of English designs. The bottle houses in the Midlands have been somewhat better engaged, neither masters nor men have been very much pleased by the contents of placards posted chiefly in Birmingham. They are headed "A fortune in old bottles," and offer boys and girls a halfpenny for each mineral-water bottle brought to a certain licensed house in the city, the proprietor of which is an aerated water manufacturer. The placards are issued by the association of which the gentleman is a member. The glass bottle makers' trade union strongly object to this inducement to children to look up the old bottles, partly because it is an injury to trade, but also for the reason that it may become a danger to the public health. Quite recently a deputation interviewed the President of the Local Government Board on the subject of the use of second-hand bottles, and urged that there ought at least to be some system of sterilisation enforced. The matter is being considered by the department, with the view to carry out, if possible, some practical suggestions made by the deputation through the secretary, Mr. Milner. We must not omit to mention in connection with the Birmingham glass trade that on July 20 was celebrated the centenary of the foundation of the firm of F. & C. Osler. In 1807, Thos. Osler bought a partnership in the toy-glass trade in Great Charles-street ; in 1831 the business was removed to Broad-street, and the firm took up the manufacture of cut glass chandeliers and dinner services, &c., and magnificent specimens were sent to adorn palaces and other important buildings at home and abroad. Art workmanship distinguished all their productions. Besides the Birmingham works, the firm have establishments in London, Calcutta and Bombay. The business, which has a wide range in ornamental metal work, including electric lighting appliances, is conducted by Mr. H. Osler with his son Aubrey, and Messrs. John and Julius Osler.

In Lancashire the condition of the flint glass trade varies somewhat. At Warrington there is no great amount of briskness, but table work is in fair demand, especially best pressed goods. Cutters have been somewhat slack during the last two months ; present prospects are a little more encouraging. The Manchester houses are about as last reported, holding their own, despite foreign competition. High class wines, decanters, and epergnes are being made to order for provincial dealers. In fancy glass, for vases, &c., and for electric lighting, there is more briskness, and the coming season, it is hoped, will be a fairly good one. Machinery glass manufacturers are still very busy, and likely to be for some time, as orders are in hand for glass fitting for the spinning and other machines in new cotton mills, and for improved machines required in numerous replacements that are occurring in the cotton manufacturing districts of the county. Tube-drawers are finding full employment. At St. Helens the amount of flint glass manufactured is comparatively small, very much less than was the case half a century ago. Water tubing keeps in demand, much attention being paid to annealing. Glass bottle makers here, as well as at Manchester and Warrington, have had a fair run, and would have been much busier had ordinary summer weather prevailed. Shipping demands and orders from Liverpool and other beer-bottlers who do a foreign and colonial trade, have proved most useful. A good deal is doing in the best plate-glass at the one works in the Kingdom where such is manufactured ; also in hammered plate, sheet, and other window glass, including rolled in many beautiful patterns. The St. Helen's Junction Glass Works, belonging to Turner & Co., Ltd., was brought to a stand, owing, the firm say, to the conduct of men in the union. This occurred on July 18. The company manufactured that and rolled glass and had only been established nine or ten months. Their appliances were of the newest and best kind ; they have paid, so they declare, more than the full union rate of wages, yet, somehow, smooth working has not been the rule for long together. The stoppage threw about two hundred and fifty men and youths out of employment, and at the time of writing, a fresh start had not been made. The firm have no lack of orders, and they had contemplated constructing another tank equal in size to that they "shut down." If this design is carried out, work will be found for a couple of hundred employees. Some of the locked out hands complain of not having been able to make sufficient wages, whereas it is asserted of them that they have frequently "thrown themselves idle," to the great loss of the company in fuel and metal, and the stoppage of orders from customers. A case in point may be cited to show what loss is caused to employers by carelessness or indifference on the part of a workman. On the 11th ult., John Worth, trader, was summoned before the St. Helen's magistrates for gross negligence, and ordered to pay his employers, the proprietors of Mooney's Glass Bottle Works, £10 8s. He was on the night shift, and his duty, of course, was to keep the furnaces at the right heat, it being founding time. Instead of doing so he got drunk and went away, and next morning the works' manager found the furnaces "practically out." The penalty imposed is a substantial one, but the loss to the firm was double the amount. To such as he, in and out of the glass houses, a new invention, of which we have heard a few particulars, may give pause. It is in operation, and we learn that with its aid two men and a boy can turn out about a dozen bottles per minute, which compare favourably with goods made on the present system.

The Yorkshire glass bottle trade, which opened so auspiciously early in the spring, has suffered much through the cold and wet weather prevalent during the greater part of the subsequent months. Under genial climatic conditions, the improvement noted in previous reports would, there is every reason to believe, have been fully maintained. A sure proof of the decrease and countermanding of parts of orders is afforded by the fact that some firms in both West and South Yorkshire have again

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closed shops which had been restarted, and have begun to adopt the "work a week and play a week" system, but which it is hoped will soon be given up under more favourable conditions of trade. Stocks in the hands of several manufacturers are rather heavy, and unless greatly reduced this autumn, they will adversely affect the output for Christmas and so cause an increased amount of unemployment. The demand just now is largely for sauce and relish bottles and the like for the home market. "Minerals," because of heavy stocks are not being made in large quantities, except by leading houses that do an export trade. Consignments to the colonies are on a more limited scale, but China is one of our best customers, taking split-sodas and other aerated-water bottles. For jam and pickle jars, and other wide-mouth rounds, there has been a good demand this season, and it still exists. All are machine made, with few exceptions. Hunslet bottle trade have had a fair run in medicals, and they are moderately busy still. In Castleford a good many carboys are being produced, and also some in the Barnsley district. A tragic affair in connection with the Glass Bottle Makers' Union came to light at a coroner's inquest held on August 15, and may be mentioned. The deceased was Fred Patrick, a glassblower, and secretary and collector to the Castleford branch. He left home on the previous Saturday, and was not afterwards seen alive. He ought, on that day, to have paid over four weeks' contributions by the men, but did not do so, and on the Monday (as it was thought he had run away) the police were consulted, for he was £21 behind, as had been discovered by a meeting of the men having been convened. He was known to have indulged in betting. His body was found in the canal at Stanley, but how it came there nobody knew, and an open verdict was returned. Patrick had enjoyed the confidence of his fellow workers. At Castleford Courthouse, on the 21st ult., Mr. Lowden, on behalf of the union, applied for the withdrawal of a warrant they had taken out against him, and for the handing over of £2 2s. 9d. found in his pocket. The bench made no order.

In the City of York, medical glass is being made in good quantities, not only in phials, and but in measures, and other articles used by doctors. In glass for scientific purposes there is a fair output. The general trade cannot be reported as very brisk. Further north in Northumberland, and Durham, the glass trade has been irregular during the past two months. Bottle workers did fairly well at Seaham Harbour and other places in the Tyne and Wear districts, but owing chiefly to the cold and wet summer weather, merchants and mineral water manufacturers, as well as ale and stout bottlers, withheld or reduced the orders they had to give out, and August in its latter half showed some depression. With a fine September there may be a revival of business; it is, however, not expected to amount to much, and the prospect for the remainder of the year is anything but rosy. In the flint houses of the north there is not much animation, manufacturers finding it difficult to contend with the cheap stuff sent in huge quantities from the Continent. Men round the furnaces engaged in the production of pressed tumblers, sugars, dishes and the like are nearly all on short time, as they have been for many weeks.

In these most strenuous times few good things come
To those who ask, and fewer to the dumb;
The hawker, who his wares so loudly cries,
Gives you the hint that you should advertise.



THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

In this section of the market it is by this time fully admitted that the rise of prices somewhat half-heartedly attempted a number of months ago has turned out as practically a failure. Since the initiation of the attempt the trend of values in fuel and other raw materials has been steadily upwards, thus even increasing the justification for an advance in the manufactured products, and yet, in view of the dulness of the season, this has been of no avail. Retailers all give the same report, which is, that the makers and wholesale merchants are found in no case to adhere to the nominally raised tariff. A number of them did so at first, but these stalwarts got fewer and fewer, and now they seem to have all become submissive. It has to be said, however, that glass goods have shown rather more of a leaning to firmness than the stoneware and other lines. As, however, the coal miners have just had conceded to them a further substantial rise in wages, the cost of fuel is likely to go still higher, and if this is so, a genuine advance in the prices of our manufactured goods must follow on any little improvement in the demand, if that ever comes at all. In this case it is not likely that there would be any serious hesitation amongst the makers, as was the case at the earlier attempt. Since the last settlement of wages and other disputes between the pottery proprietors and their workmen, matters in general have been going on smoothly, although at individual works there have been questions (of quite a minor importance) to reconcile from time to time. This satisfactory state of things continues, but it is, nevertheless the case that pottery workmen agitators from England have of late weeks been in the Scottish field, with the view most likely of bringing about some interruption to that tranquillity. The report is that the Scottish pottery workmen have been addressed in an informal way by these visitors from over the Border, and that these harangues have been civilly listened to, though with no overt consequences at all as yet. The masters are aware of what has been and is going on, but they have faith in the good judgment of their men, and are not at all uneasy. A much more serious matter, which also originated to the south of the Border, was the threatened wholesale stoppage in the great shipbuilding industry—a stoppage which happily has been averted by the good sense of the opposing delegates at the Edinburgh meeting of August 23. Such a stoppage, even if not of any great duration, would have hit the china, earthenware, and glass interests hard.

The rockingham position in Scotland has of late come in for some further notice on the part of the makers, its unsatisfactory character being acknowledged on all hands from the makers themselves, all along the line of the middlemen and the retail dealers, and perhaps not even excluding the retail buyers. But the old block to the needed reform still remains. The call for rockingham goods, especially over the Irish market, is fair, and (were the one obstacle removed) a reasonable advance could be effected without exciting anything like resentful opposition on the part of the retailers or retail buyers.

In the Scottish stoneware potteries the output continues to be up to a very good average. We have now reached the preserve season, and jam jars are going largely into consumption. It is not seen yet what effect, if any, the backward spring and summer in this country are to have on the demand for this class of ware ultimately.

August, as usual, has been quiet for the city retailers, but still business has come up to about a fair average. There has been good shopping weather in snatches. The retailers at the coast resorts have none indifferently, and the season, such as it was, is practically over.

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TRADE MARK

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Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
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The Gazette.

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

VICTORIA AND ALBERT BRICK, TILE AND EARTHENWARE COMPANY, LTD. The creditors and shareholders met at the Carey-street, offices of the Board of Trade, Lincoln's-inn, W.C., on August 1, to select a liquidator. In the absence of a quorum, the meeting of creditors was formally adjourned, but the shareholders passed a resolution for the liquidation to be left in the hands of the Official Receiver. The following are creditors:—F. & V. Hartnell, London, £26; Haydon & Haydon, London, £15; J. W. Kitson, London, £15; Lester & Perkins, London, £187; Nicol & Troup, London, £52; Robinson & Stannard, London, £78; Robert C. Sharp, London, £66; Grays Chalk Quarries Co., Ltd., Grays, £17; William Johnson & Sons, Leeds, £11; James Buchanan & Co., Liverpool, £453; W. D. Cornish, Lower Edmonton, £12; W. R. Taylor, Rochester, £67; J. Benton, Silvertown, £18; Norman H. Wykes, South Woodford, £12; William White, Stratford, £69; East & Barrett, Wanstead, £13; Bankers' claims, £126; Other liabilities, £583; prefcrential creditors, £62; Debentures, £1,500; Liabilities, £3,104.

Notice of Intended Dividend.

TAYLOR NICHOLAS, Denholme Pottery, nr. Bradford, earthenware manufacturer. Claims to J. N. Lister, Silver-street, Halifax.

Notice of Dividend.

CLITHEROE JAS., 36, Lytham-street, Blackpool, glass dealer. First and final, of 1s. 6d. at 25, Birley-street, Blackpool, Sept. 3.

Application for Debtor's Discharge.

MORRIS ANNA, 2, The Postern, and the Market-house, Brecon, glass dealer. At Town-hall, Merthyr Tydfil, Sept. 5 at 12.

Extract from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. P. G.)

PHILLIPS ARTHUR, 155, Humberstone-road, Leicester, china merchant. Dated, August 19. Filed, August 24. Liabilities unsecured, £370 18s. 8d. Property, after deducting secured claims, £100. Tr., Thos. H. Ford, 9, Pocklingtons-walk, Leicester. The following are ceditors:—H. Bates & Son, London, £10; Burgess & Leigh, Burslem, £41; Bourne & Leigh, Burslem, £17; S. Johnson Burslem, £11; Wood & Sons, Burslem, £16; G. P. Brice, Kilmarnock, £12; J. W. Morris, Leicester, £20; W. Lambert, Leicester, £17; Barker Bros., Ltd., Longton, £25; T. Hulse, Longton, £14; S. Fielding & Co., Stoke-on-Trent, £26.

Bankruptcy Proceedings.

HOLT GEORGE FREDERICK (trading as George Morton & Co.), glass merchant and manufacturers' agent, 19 and 21, Wilson-steet, E.C. At the London Bankruptcy Court, on July 26, a sitting was held before Mr. Registrar Brougham, for the public examination of this debtor. The order of adjudication was made on June 22, and Mr. A. C. Vincent, incorporated accountant, 34-6, Gresham-street, E.C., is administering the estate as trustee. Upon the case being called, it was reported by Mr. G. W. Chapman, who appeared as Official Receiver, that no statement of affairs had yet been filed, and in the circumstances, an adjournment of the examination was necessary. The debtor said that the statement was being prepared, and would be lodged in the course of a few days. His honour ordered the examination to stand over until October 12.

LAWTON SAML., 181, Victoria-park-road, Hackney, traveller and glass merchant. R.O., July 31. Exam., Bky. Ct., Sept. 24. Adj., Aug. 12. The following are creditors:—A. Bennecke, London, £18; H. Davis, London, £40; — Donovan, London, £14; Glass Supply Co., London, £13; J. Joseph, London, £46; E. Schaffenins, London, £35; Collyer Summers, London, £17; Allen Clarke Vincent, London, £343. Liabilities, £577 16s. 2d.

MALE JOHN, glass and china dealer, the Market, Barrow-in-Furness. The first meeting of the creditors in this case was held recently at the Official Receiver's offices, 16, Cornwallis-street, Barrow-in-Furness, and later on the same day the debtor attended at the Magistrate's room, Barrow-in-Furness, to undergo his public examination before Mr. Registrar Pridham. The deficiency was stated at £144. Replying to questions put by the Official Receiver, (Mr. H. G. Pearson), the debtor stated that he went to the Duke-street premises about 10 years ago, when he had about £150. His wife purchased the house in Lancaster-street, with money she had saved out of his wages; he did not know his wife had any money until she bought the house, and when she died she left the house to his son. Ultimately the case was concluded. The following are creditors:—McNay & Sons, Bo'ness, £13; James Preston, Son & Ratcliffe, Longton, £12; Atlas China Co., Stoke-on-Trent, £20.

THOMPSON HENRY P., foreign and general agent, 3, Anglesea-road, Kingston-on-Thames, and 9, Aldersgate-buildings, Aldersgate-street. The following are creditors:—British Aluminium Co., London, £11; Blunt & Co., London, £80; J. Cavanagh, London, £21; *Chemist and Druggist,* London, £22; L. W. & G. M. Gilbert, London, £16; Industrial Appliances, Ltd., London, £265; T. Meadows & Co., London, £20; *Pharmaceutical Journal,* London £23; P. Paul, London, £232; Roche, Tompsitt & Co., London, £22; Tomkinson & Price, London, £602; H. T. Tompsitt, London, £962; Thomas & Dodson, London, £23; J. Wilton & Co., London, £1,350; Carr Lowny Glass Co., Baltimore, £10; Wood Bros. Glass Co., Barnsley, £35; Mole & Son, Birmingham, £25; Robinson & Sons, Chesterfield, £10; Middlemore & Lamplough, Coventry, £42; Mrs. Barker, Forest Hill, £357; Ayrton, Saunders & Kemp, Liverpool, £10; E. Keeley, New York, £625; Pompevan Manufacturing Co., Ohio, £13; G. B. Evans, Philadelphia, £51; Davol Rubber Co., Rhode Island, £13; Groome & Carver, Surbiton, £46; Dr. James, Surbiton, £12. Partly-secured creditor: Graham J. H., Willesden, £2,000 (estimated value of security, £200). Liabilities on bills, £193. Contingent liabilities: Roche, Tompsitt, London, £924; Mrs. Thompson, Kingston-on-Thames, £1,000; Preferential creditors, £51. Liabilities, £6,745 19s. 2d.; assets, £2,026 11s. 1d.

WILSON CHARLES WM., trading as Charles W. Wilson & Co., 121, St. James-street, Liverpool, glass bottle and cork merchant. Adj., Aug. 6. A meeting was held on July 31 at Liverpool, under the presidency of the Official Receiver (Mr. F. Gittins). The debtor's statement of affairs showed liabilities expected to rank to the amount of £1,191 10s. 5d., of which £781 7s. 5d. represented forty-seven unsecured creditors. There were four fully-secured creditors for £2,010, while the estimated value of securities was £2,435, leaving a surplus of £425, which was lessened by £250, the amount of an equity settled by an ante-nuptial settlement. The assets amounted to £624 15s. 3d., from which preferential claims of £14 11s. 8d. had to be deducted, leaving a deficiency of £581 6s. 10d. The debtor attributed his failure to "matrimonial difficulties, bad trade, and losses in speculations." He stated that he commenced business as a glass bottle and cork merchant in 1897, when he had a capital of about £700—money received under a will. A resolution for adjudication in bankruptcy was passed, and Mr. Louis Nicholas, chartered accountant, was appointed trustee of the estate. The following are creditors:—Faudels Ltd., London, £12; G. Greiner & Co., London, £13; Jonas Lang & Co., London, £24; St. Lament Verreries, Belgium, £32; F. Silmens Ltd., Bohemia, £25; K. Strauss, Hamburg, £21; Ruth Wilson, Liverpool, £410; G. Smith, Liverpool, £200; A. Ashton & Co., Liverpool, £133; Jessie Woolstencroft, Liverpool, £61; Marian Wilkinson, Liverpool, £13; M. Theakstone, Liverpool, £13; J. B. Duckworth, Liverpool, £98; F. A. Wilson, Liverpool, £23; Contingent or other liabilities (expected to rank), £410. Preferential creditors, £14; fully-secured creditors, £2,010. Liabilities, £1,191 10s. 5d.; assets (after deducting preferential claims), £610 3s. 7d.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

APPLYING GLAZES, No. 17,744.—J. H. Noble. Method of applying bodies and glazes in the manufacture of glazed bricks and tiles and an apparatus required therein. August 3, 1907.

BOTTLES, No. 16,751.—C. E. Challis. Improvements in or relating to bottles, jars, pans, and the like, and the attachments and handles thereof. July 22, 1907.

BURNT CLAY GOODS, No. 17,638.—J. W. Woodsend. Improvements in burnt clay goods for buildings and in the method of making the same. August 2, 1907.

CONTINUOUS KILNS, No. 17,270.—W. Oates. Improvements in or appertaining to continuous kilns. July 29, 1907.

DRAWING HOLLOW GLASS ARTICLES, No. 17,465.—I. A. Milliron. Improved method of and apparatus for drawing hollow glass articles. July 30, 1907.

FIRING POTTERY OVENS, No. 16,583.—H. A. Humphrey. Improvements relating to the firing of pottery ovens, kilns, or furnances by gas. July 19, 1907.



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SAMPLES ON APPLICATION. Telegrams: "KEY, NEWTON ABBOT."

Firing Pottery Ovens, No. 16,690.—H. A. Humphrey. Improvements relating to the firing of pottery ovens, kilns, or furnance. July 20, 1907.

Glass Articles, No. 17,792.—A. E. Walkden. Improvements in jugs, jars, bottles, and other like glass articles. August 3, 1907.

Glass Reflectors, No. 16,599.—The Hon. C. A. Parsons, G. G. Stoney, and E. Bennet. Improvements in and relating to glass reflectors. July 19, 1907.

Glass Working Furnaces, No. 18,162.—I. A. Milliron and C. W. Irwin. Improvements in glass working furnaces. Aug. 10, 1907.

Glazed Tiles, No. 17,653.—H. M. Craig. Improvements in the manufacture of glazed tiles. August 2, 1907.

Hot-Water Bottles, No. 17,485.—J. B. Brooks. Improvements in or relating to hot-water bottles and similar receptacles. July 31, 1907.

Kilns for Firing Pottery, No. 15,981.—A. Woolley. Improvements in kilns or ovens for firing pottery. July 11, 1907.

Majolica Tiles, No. 17,663.—J. Sherwin. Improvements in plain majolica glazed tiles. August 2, 1907.

Melting Glass, No. 16,736.—C. O. Bastian, G. Calvert, and J. H. Sanders. Improved method of melting or fusing glass or like vitreous material around and on to electric conductors. July 22, 1907.

Metallisation of Vitreous Surfaces, No. 17,743. —Q. Marino. Improvements in or relating to the metallisation of vitreous, porcelain, earthenware, and the like surfaces, so that metal or metallic alloy may be electrolytically deposited upon such surfaces. August 3, 1907.

Milk and Like Bowls, No. 15,838.—Sarah Robinson. Improvements in or applicable to milk and like bowls. July 10, 1907.

Sorting Apparatus for Clay-Tiles, No. 16,754.—C. Harzer. Sorting-apparatus for clay-tiles or other ceramic and the like products. (Date applied for under Patents Act, 1901, July 23, 1906.)

Vacuum Insulated Bottles, No. 17,845.—G. P. Van Wye. Improvements in vacuum insulated bottles. August 6, 1907.

Waste Outlet Fittings, No. 16,110.—H. M. Darrah. Improvements in waste outlet fittings for lavatory wash-basins, baths, sinks, and the like. July 13, 1907.

Water-Closet Basins, No. 17,283.—R. Morrison. Improvements in or relating to water-closet basins. July 29, 1907.

Specifications Published.

1906.

20,832.—Deselle. Regenerative gas furnaces for glass and other purposes.

22,421.—Scott. Methods of treating plastic material. (Date applied for under International Convention, October 12, 1905.)

24,326.—Margetts. Sinks, lavatory basins, and the like.

25,180.—Staples. Tiles for flooring.

18,294.—Batt & Bowden. Method of dressing or grading china clay.

17,078.—Sandham. Teapots and other like receptacles for brewing infusions.

1907.

2,263.—Argobast. Methods of producing wire glass.

2,270.—Lake (Toledo Glass Co.). Machine for fire-glazing bottle necks.

2,992.—Cox. Process and apparatus for the manufacture of hollow glassware.

4,567.—Dunstan. Bottles.

8,298.—Wolf. Glass-blowing machines.

4,531.—Tischler. Spittoons.

8,490.—Boult (Reutzsch). Method of moulding reinforced cement or like tubular or hollow bodies.

6,792.—Mason. Apparatus for use in the manufacture of hollow moulded articles.

7,784.—Ostertag. Drying stove or kiln.

9,359.—Flather. Glass-working machines. (Date applied for under International Convention, April 21, 1906.)

Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement.

504,066.—Warrick Bros., Ltd., 6, Nile-street, City-road, N.

504,188.—G. Helps, Izons Croft, Ansley, Atherstone.

504,298.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.

504,393.—C. Allerton & Sons, Park Works, Longton.

504,395.—Ward & Goldstone, Springfield-lane, Salford.

502,950.—F. G. H. Tate, 36, Homecroft-road, Sydenham, S.E.

504,394.—Worcester Royal Porcelain Co., Ltd., Worcester.

504,425.—Allen & Hanburys, Ltd., 48, Wigmore-street, W.

504,425.—H. S. Marsh, Land-chambers, Friar-street, Reading.

504,941-2.—Weiss & Biheller, 70-1, Chigwell-street, E.C.

505,010.—J. Southerst, Thornton-street, Collyhurst, Manchester.

500,219.—R. J. Arnold & Son, Ltd., Butterley-street, Leeds.

504,944.—Doulton & Co., Ltd., Nile-street Works, Burslem.

505,104.—A. Jarman, Fletton Spring, Peterborough.

505,105–7.—S. Reich & Co., 23, Aldermanbury, E.C.

505,287.—S. Hancock & Sons, Stoke-upon-Trent.

505,411.—Mintons, Ltd., Stoke-upon-Trent.

505,412.—J. A. Walkington, 160, Cardigan road, Leeds.

505,418.—Broad & Co., Ltd., 4, South Wharf, Paddington, W.

505,498.—Broad & Co., Ltd., 4, South Wharf, Paddington, W.

505,499.—Johnson & Jorgenson, Ltd., 4, 5, & 6, Bury-court, E.C.

505,577.—J. Maddock & Sons, Ltd., Newcastle-street, Burslem.

504,714.—F. G. Kent, 79, Micklegate, York.

505,743.—H. Alcock & Co., Ltd., Cobridge, Staffs.

505,766.—A. Bieneck, Alexandrinenstrasse 118, Berlin.

505,767.—Johnson & Jorgensen, Ltd., 4, 5, & 6, Bury-court, E.C.

505,768.—W. Poulton, "Hillingdon," Reading.

505,810.—Burgess & Leigh, Middleport, Pottery, Burslem.

505,949.—Mrs. E. B. Satchwell, 36, Vyse-street, Birmingham.

505,956.—W. Weickart, 19, Kohlgartenstrasse, Leipzig.

506,191.—T. Rathbone & Co., Newfield Pottery, Tunstall.

506,193.—Robinson & Leadbeater, Ltd., Stoke-on-Trent.

506,194.—Worcester Royal Porcelain Company, Ltd., Worcester.

506,205.—J. Wilkinson, 95-7, Cuthbert-street, Gateshead.

506,249–50.—W. Potter & Sons, Ltd., 160, Aldersgate-street, E.C.

506,298.—A. E. Podmore, 256, Croxted road, Herne Hill, and J. Thomas, 53, Hanley-road, N.

506,496–505.—Henry Richards Tile Co., Tunstall.

506,864.—W. Cunliffe, 39, Corporation-street, Birmingham.

506,865.—Wiltshaw, Robinson & Son, Stoke-on-Trent.

506,866.—J. Haslam, 26, Lion-street, Church, Lancs.

507,206.—French Flint Glass Bottle Co., Ltd., 6–7, Long-lane.

507,424.—Grimwades, Ltd., Stoke-on-Trent.

507,426–6.—H. M. Williamson & Sons, Cook-street, Longton.

506,192.—Robinson & Leadbeater, Ltd., Stoke-on-Trent.

506,632–3.—J. Walsh Walsh, Lodge-road, Birmingham.

506,973.—C. Kopp, Settenz, Bohemia.

507,475.—S. Reich, & Co., 3, Aldermanbury, E.C.

507,554.—T. A. Simpson & Co., Ltd., Furlong Tile Works, Burslem.

507,565.—C. Smith & Sons, 15, Kentish Town-road, N.W.

507,569.—W. Warburton, Bent's-lane, Bredbury, near Stockport.

507,677.—J. Baker, 111, St. Ann's road, Rotherham.

507,678.—Schindler & Co., 9, Aldermanbury-avenue, E.C.

507,683.—Maximum Light Window Glass Co., 28, Victoria-st., S.W.

507,835.—H. & B. Johnson, Elder-road, Cobridge.

507,836.—J. Maddock & Sons, Ltd., Burslem. Staffs.

507,847.—J. Stone, & Co., Ltd., Deptford, S.E.

508,010.—J. A. Walkington, 160, Cardigan-road, Leeds.

508,037.—Doulton & Co., Ltd., Burslem.

508,038.—C. E. Challis, The Homestead, Fitzjohn's avenue, Barnet.

New Foreign Patents.

United States Patents.

852,426.—R. A. Everest, Mattapoisett, Mass. Bottle.

852,590.—F. Wiesehomeier, Rintein, Germany. Machine for the automatic insertion of glass balls into bottle necks.

852,932.—J. H. Croskey, Pittsburg, Pa. Charging mechanism for glass-moulds.

853,130.—J. F. Slater, Avoca, Iowa. Fire-box for kilns.

852,734.—R. M. Mathews, Metropolis, Ill. Machine for glazing pottery.

853,887.—D. La Tremouville and H. G. La Tremouville. Poison bottle.

853,342.—M. Buchner, Mannheim, Germany. Manufacture of ceramic products.

854,511.—W. A. Mansfield, Washington, Pa. Machine for feeding glass.

854,273.—C. F. Cox, Bridgeton, N.J. Glass-melting furnace.

854,236.—A. S. Reichel, Point Marion, Pa. Machine for manufacturing glassware.

854,005.—L. W. Stanley, Bromley, England. Means or apparatus for burning or fixing the colours upon printed or decorated tiles, glass, &c.

855,296.—A. Fishmann, New York, N.Y. Sanitary cupsidor.

854,836.—M. J. Owens, Toledo, Ohio. Fire-glazing machine.

855,344.—J. Schies, Anderson, Ind. Apparatus for manufacturing glassware.

855,345.—J. Schies, Anderson, Ind. Apparatus for manufacturing glassware.

855,124.—T. H. Newman, Pittsburg, Pa. Inkstand.

856,002.—T. Taylor, Devonport, near Auckland, New Zealand. Bottle.

855,475.—F. Orlikowski and L. H. Koehnle, Cleveland, Ohio. Earthenware shingle.

856,543.—G. E. Nolan, Chehalis, Wash. Bottle.

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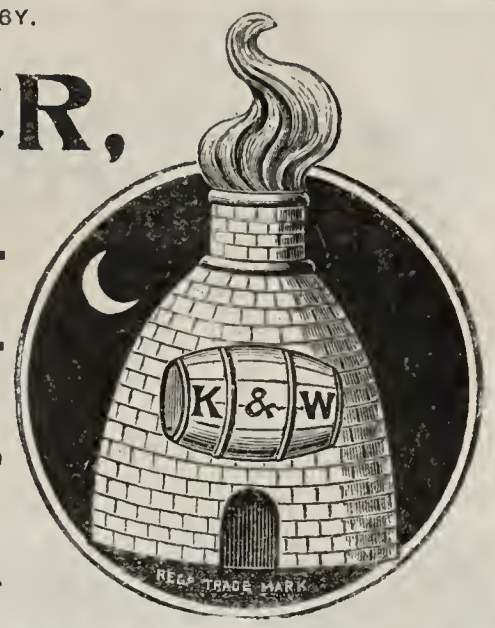
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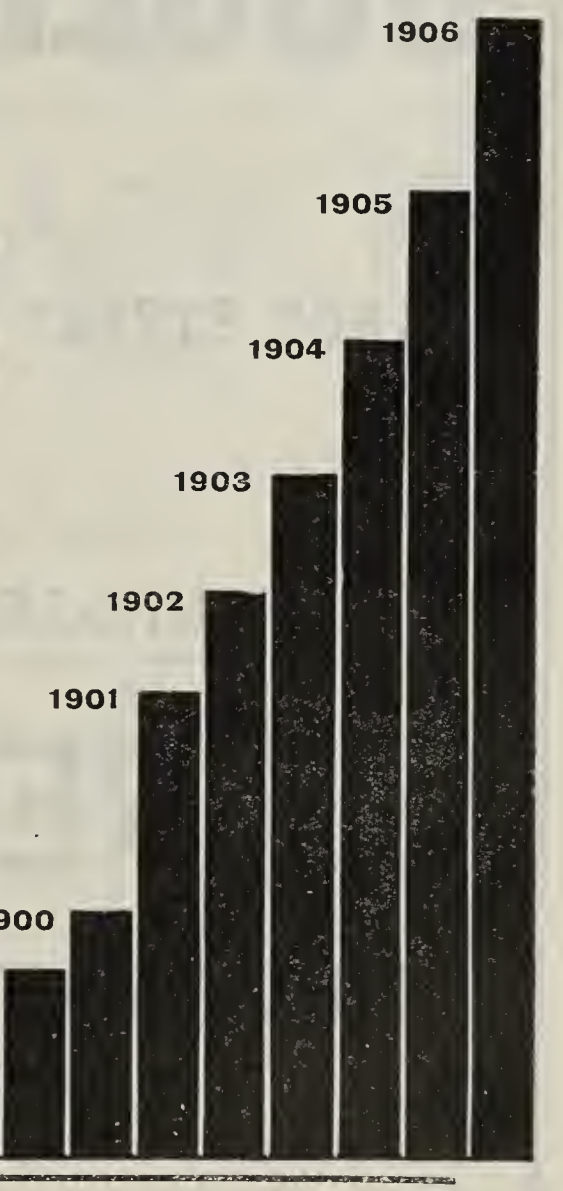
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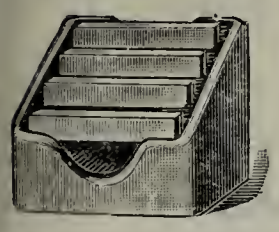
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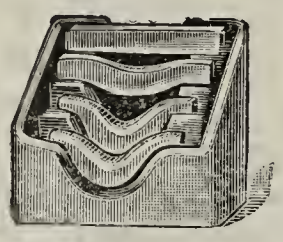
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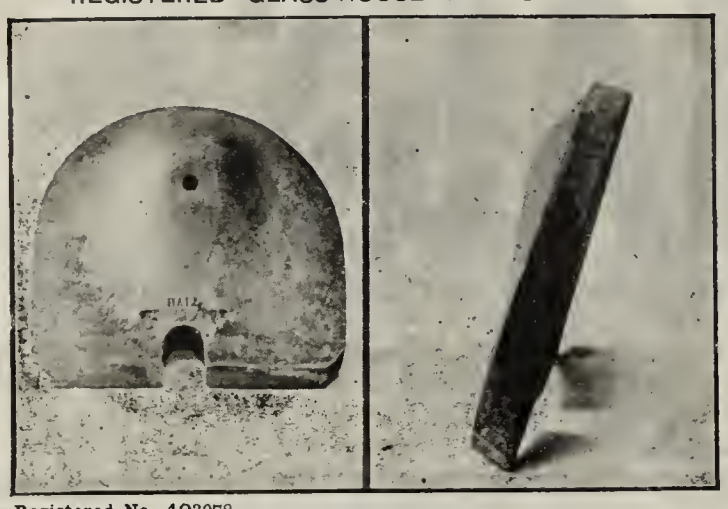
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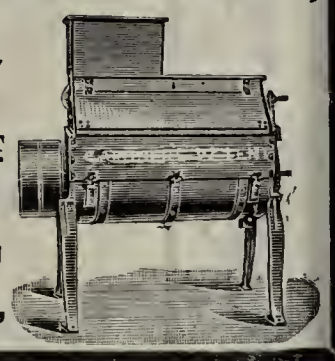
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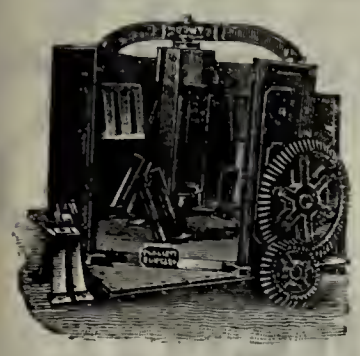
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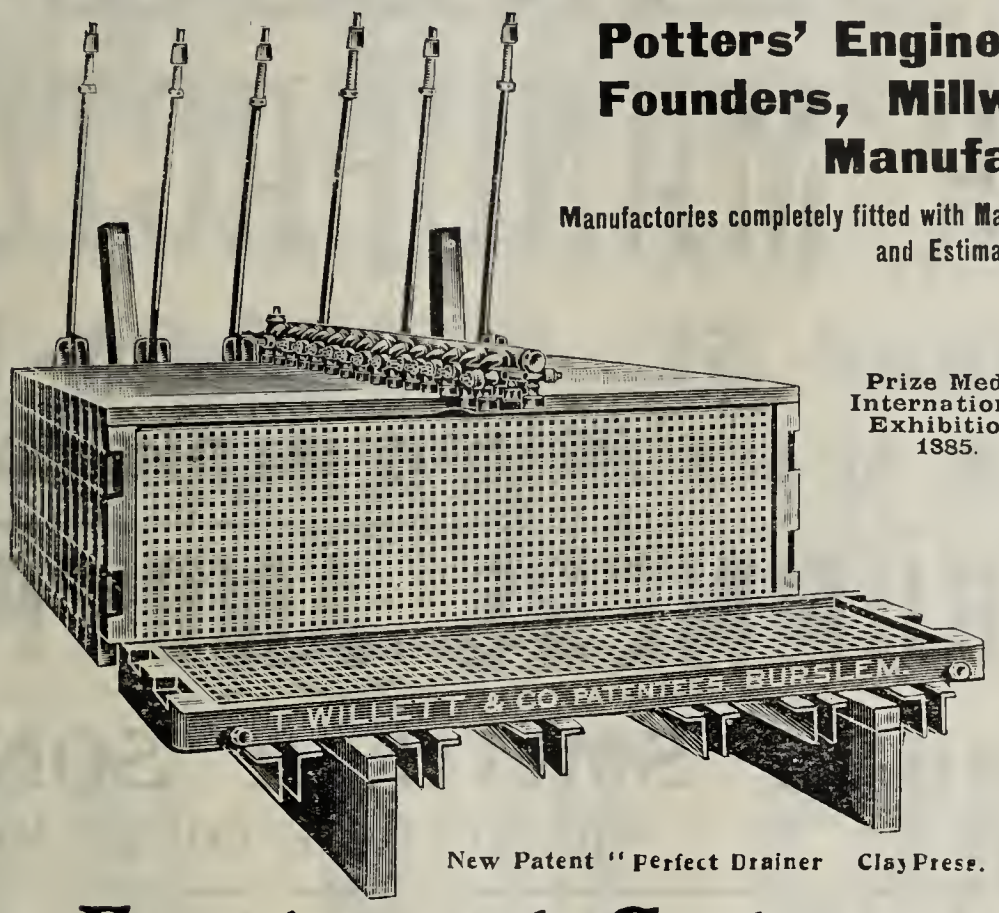
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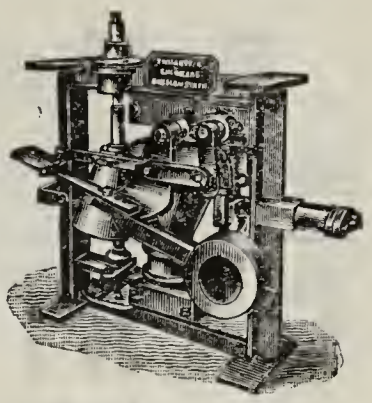


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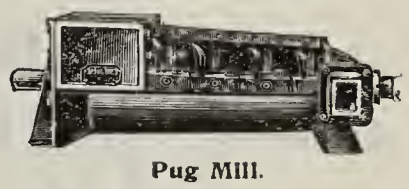


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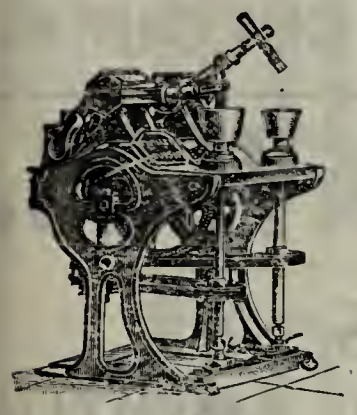
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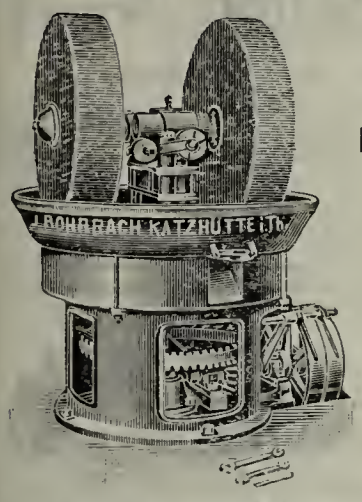
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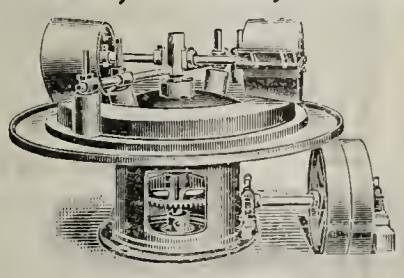
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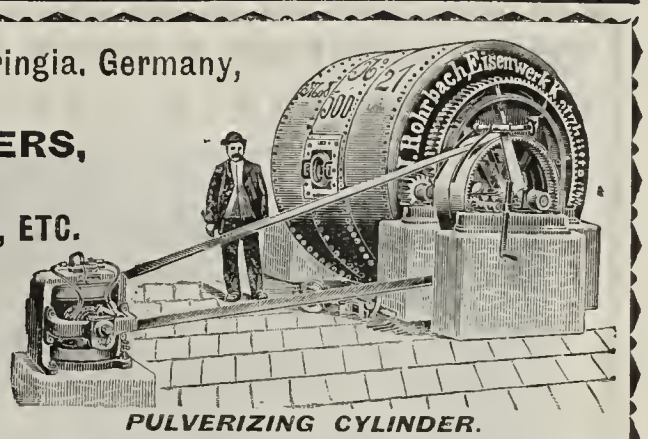
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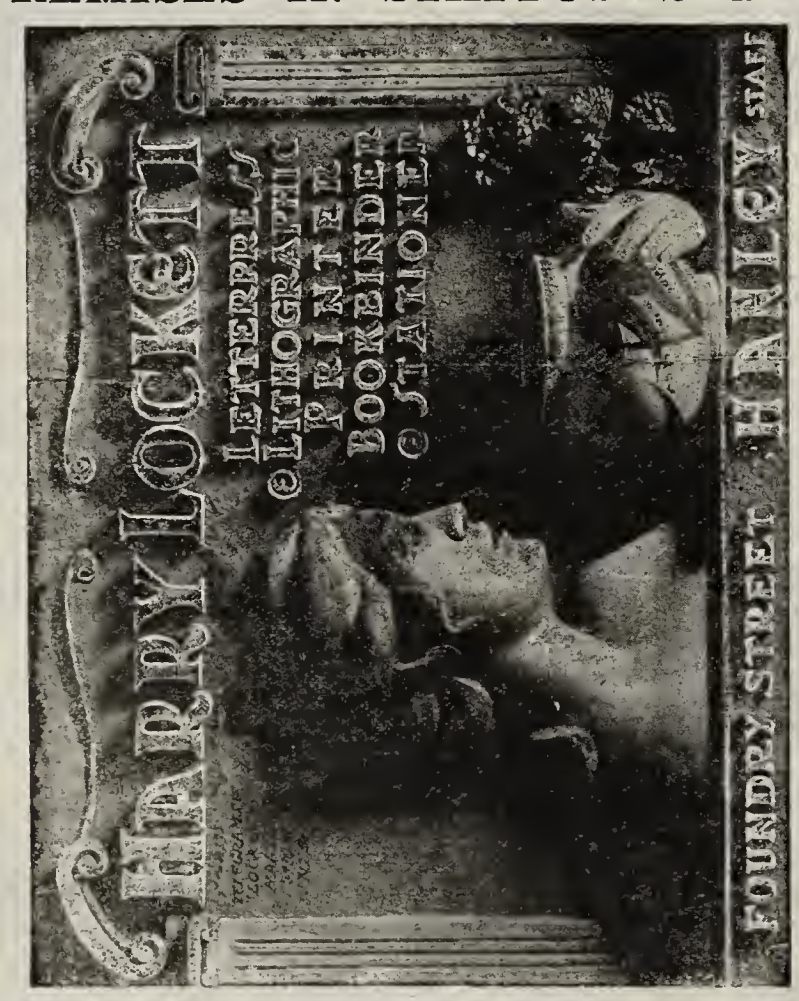
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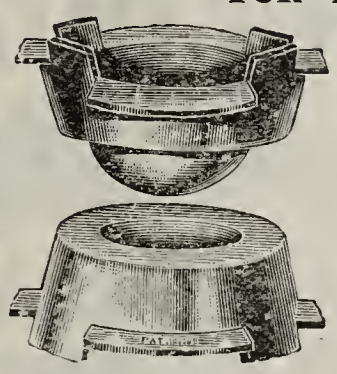
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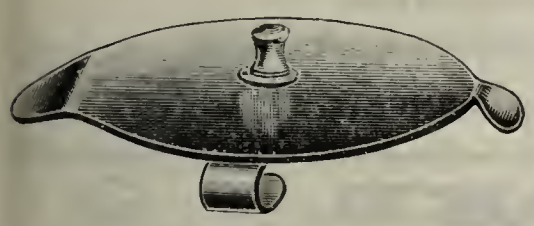
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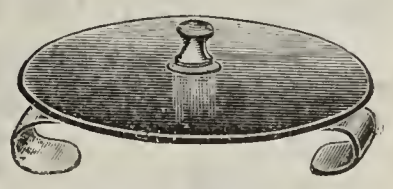
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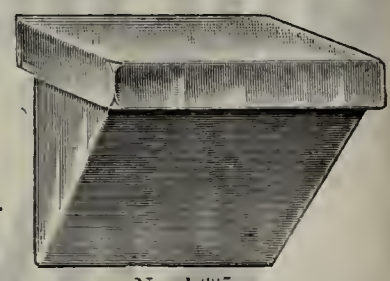
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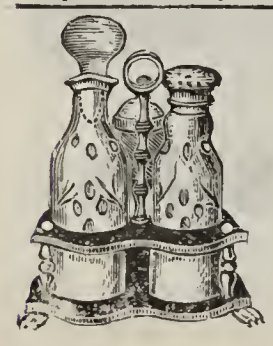
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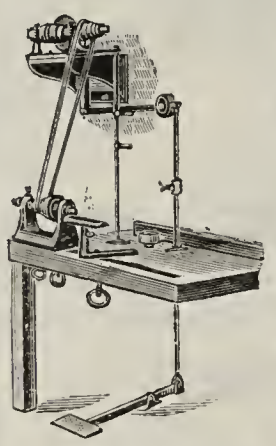
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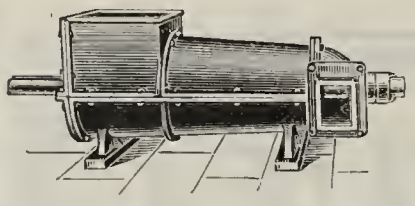
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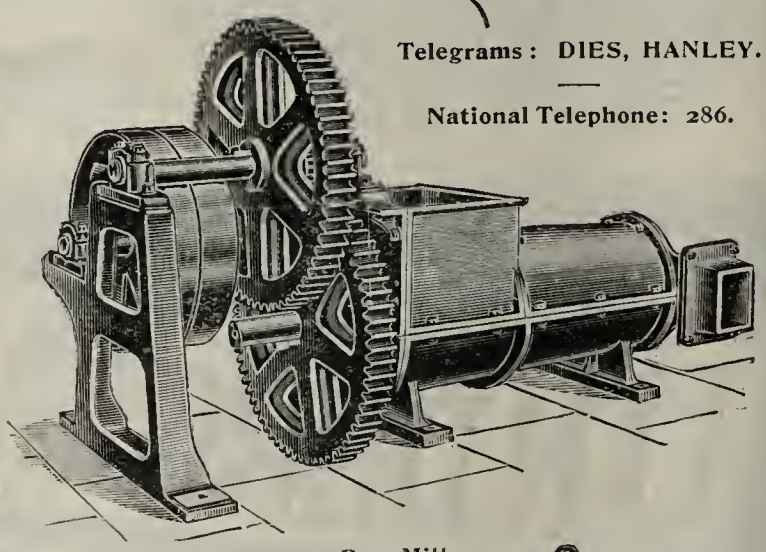


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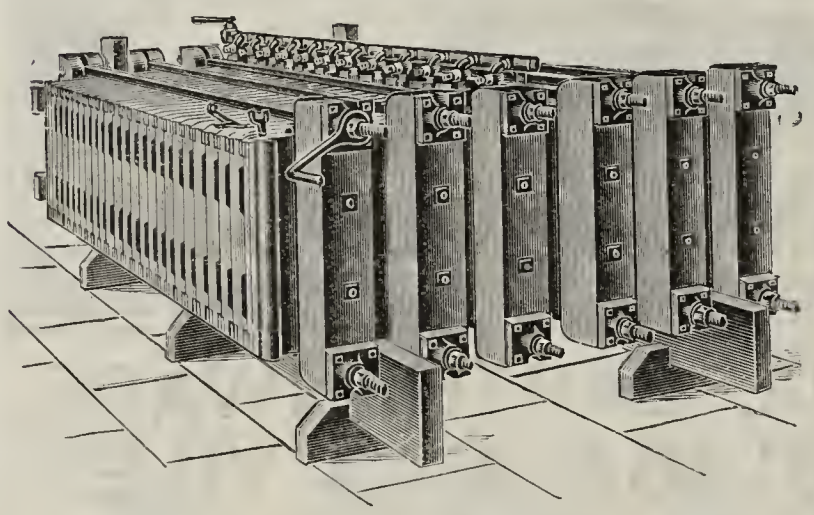
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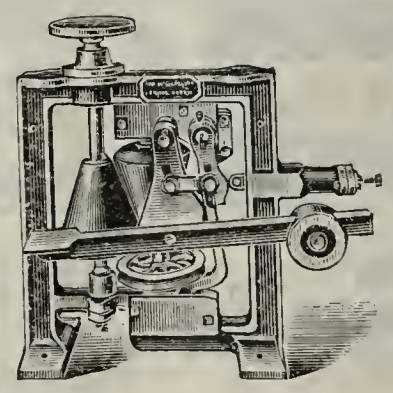
Pug Mill (without Gearing).



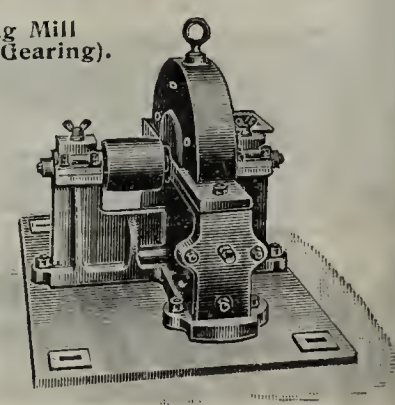
Pug Mill (with Gearing).



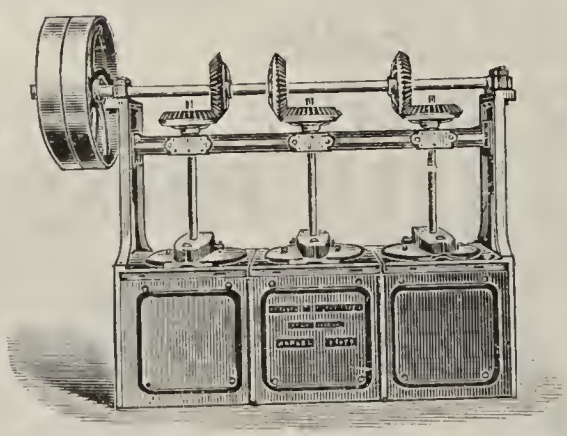
Filter Press.



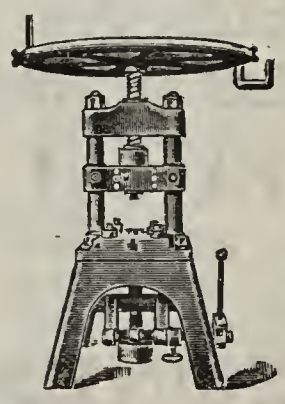
Throwing Wheel.



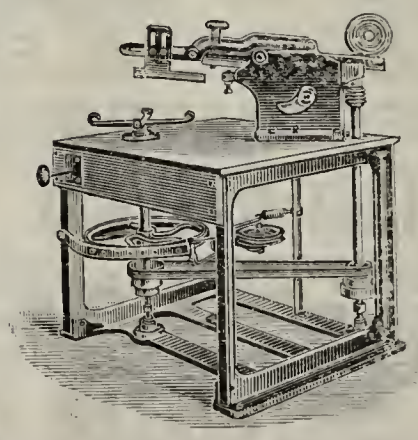
Damped Clay Disintegrator or Dust Mill.



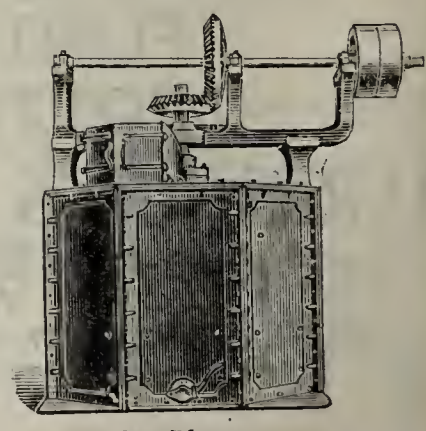
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For WILLIAM RITCHIE & SONS, LIMITED.

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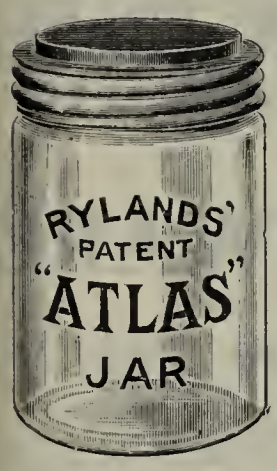
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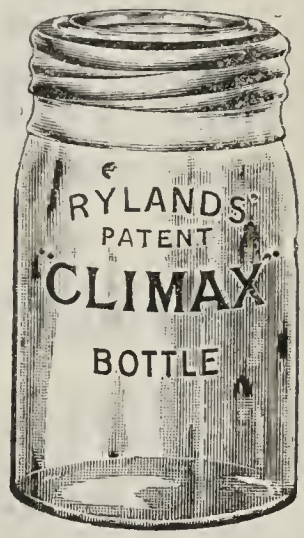
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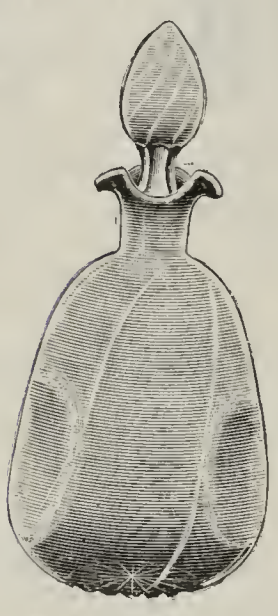
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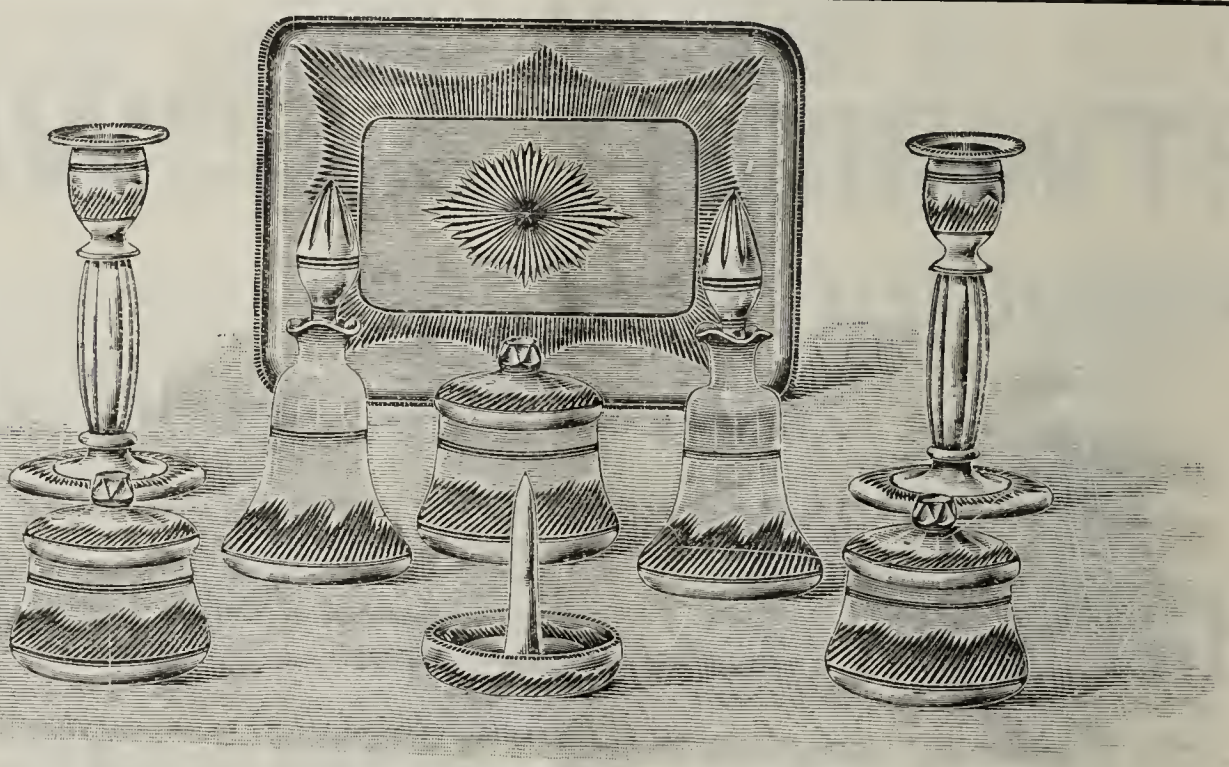
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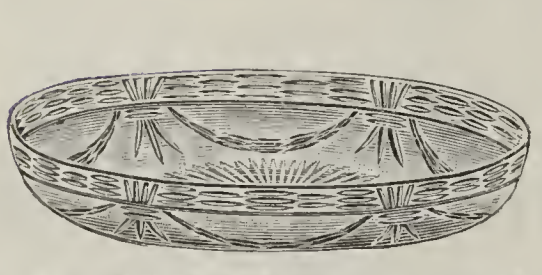
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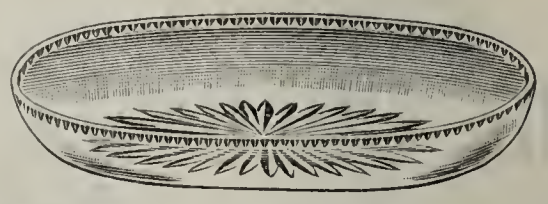


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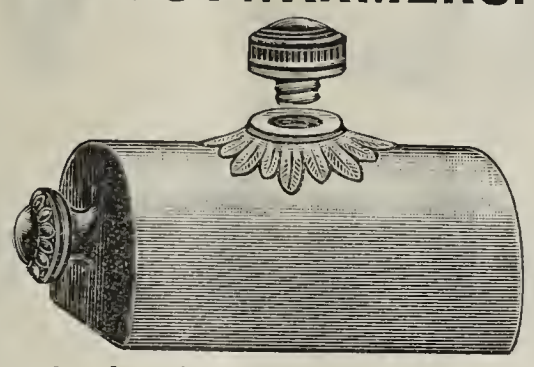
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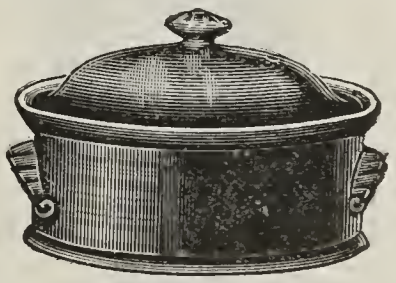
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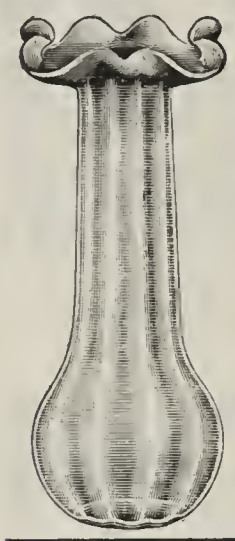
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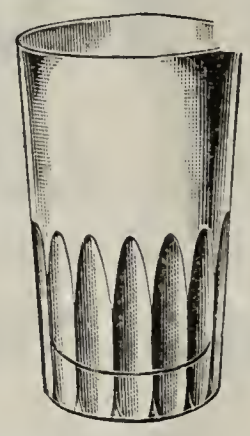


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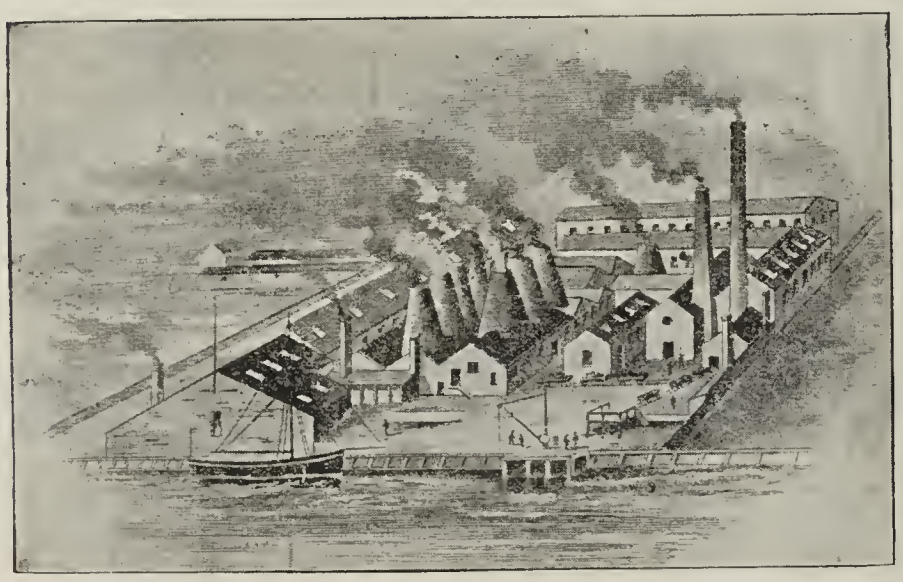


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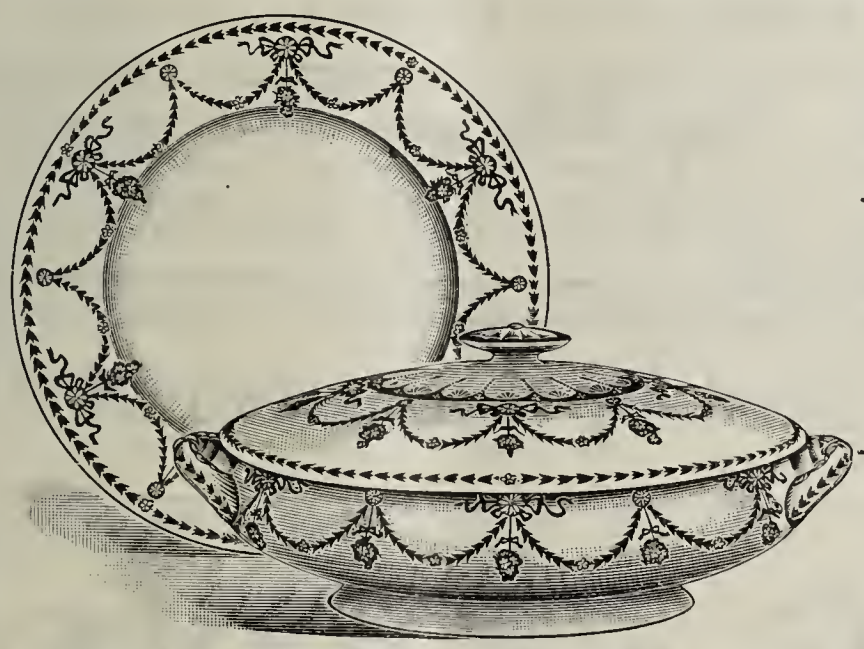
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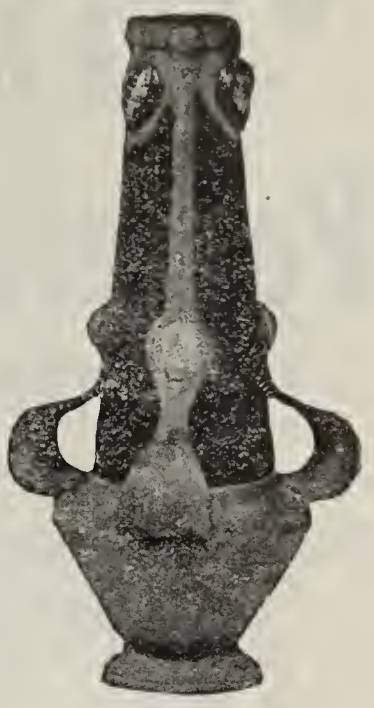
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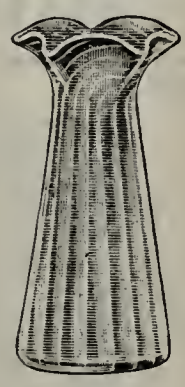
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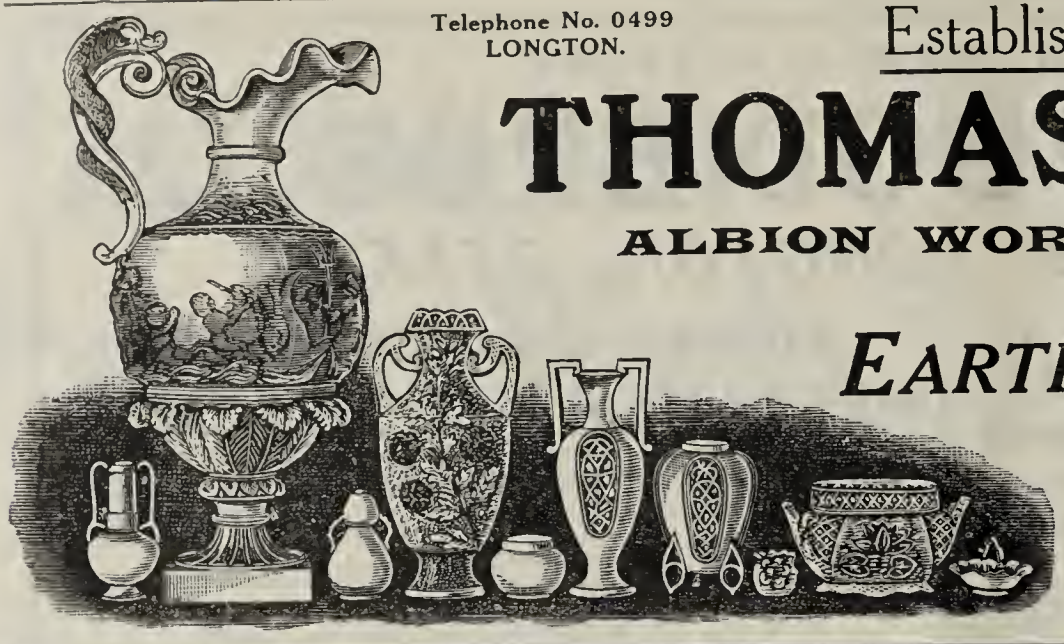
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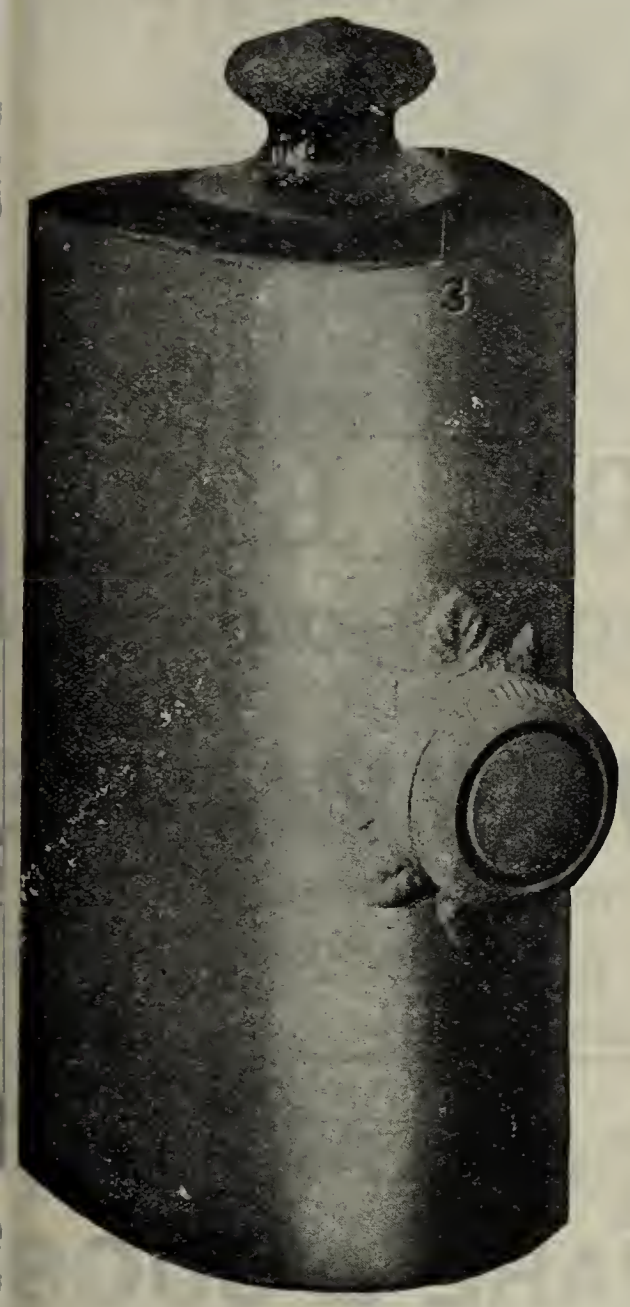
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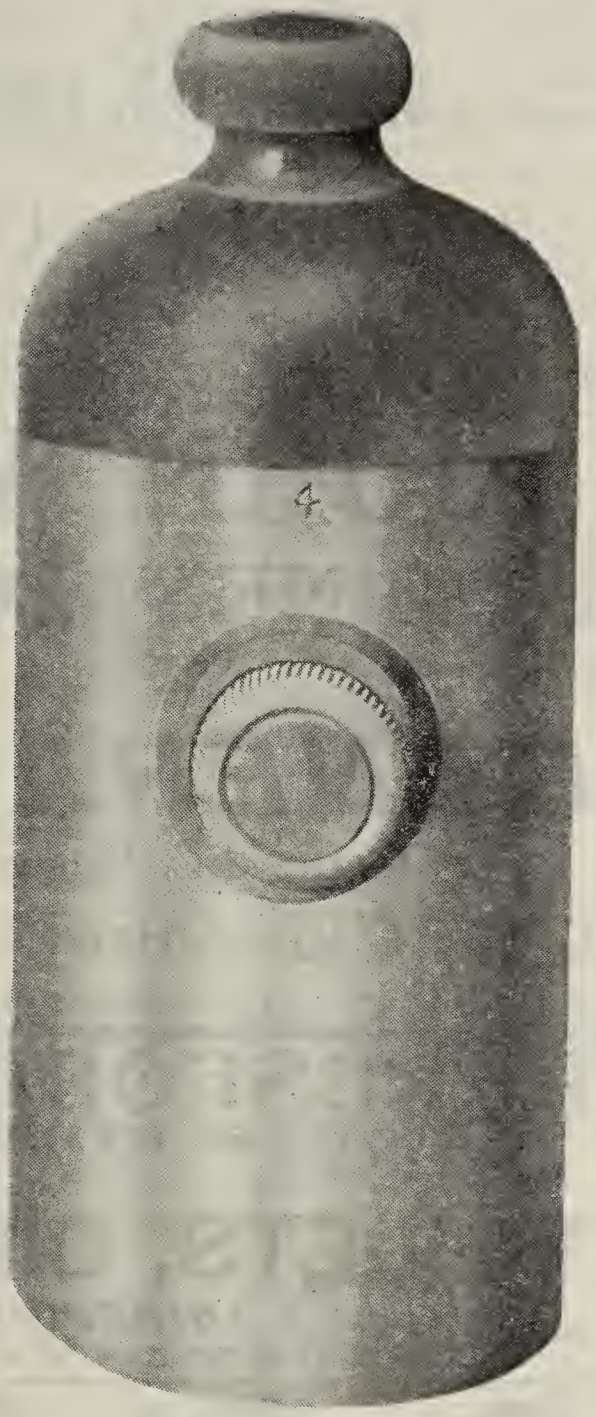
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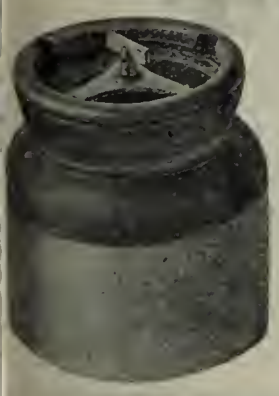


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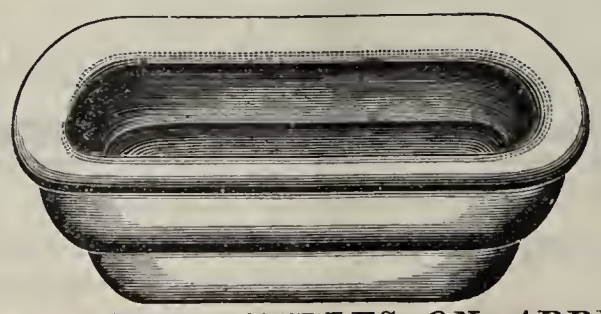
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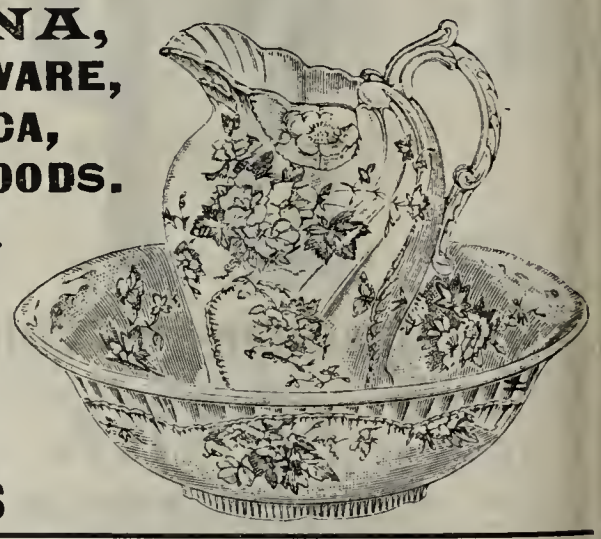


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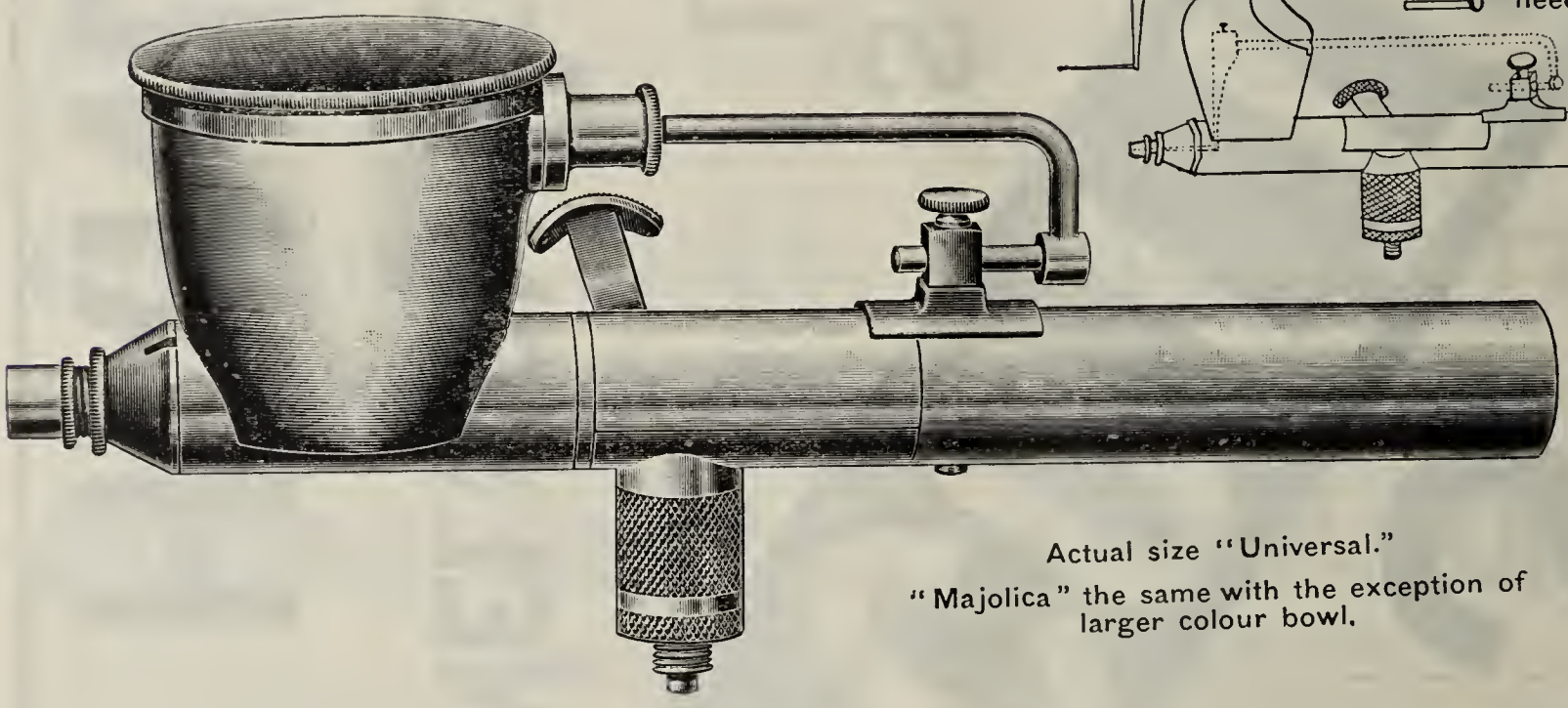
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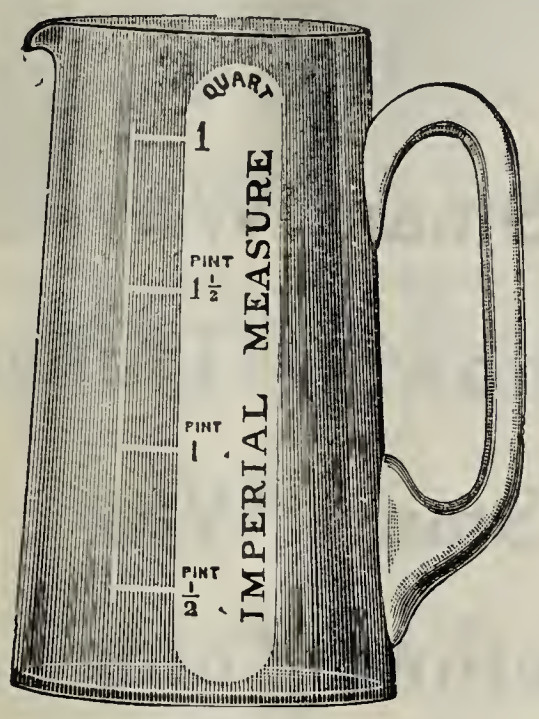
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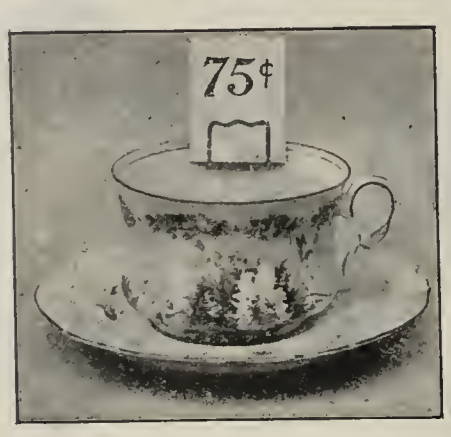
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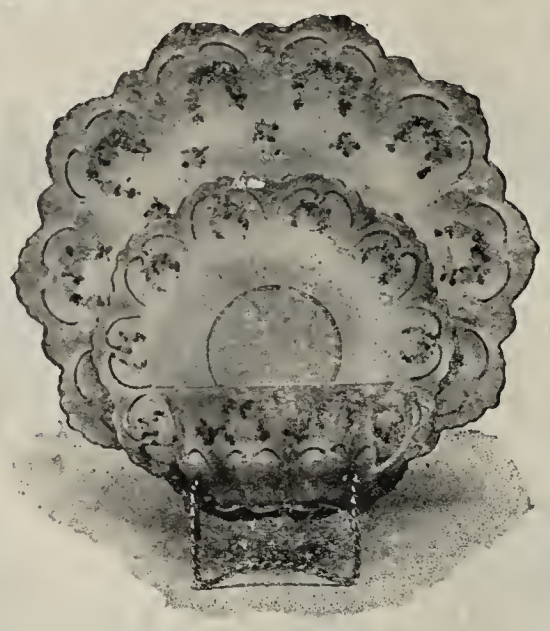
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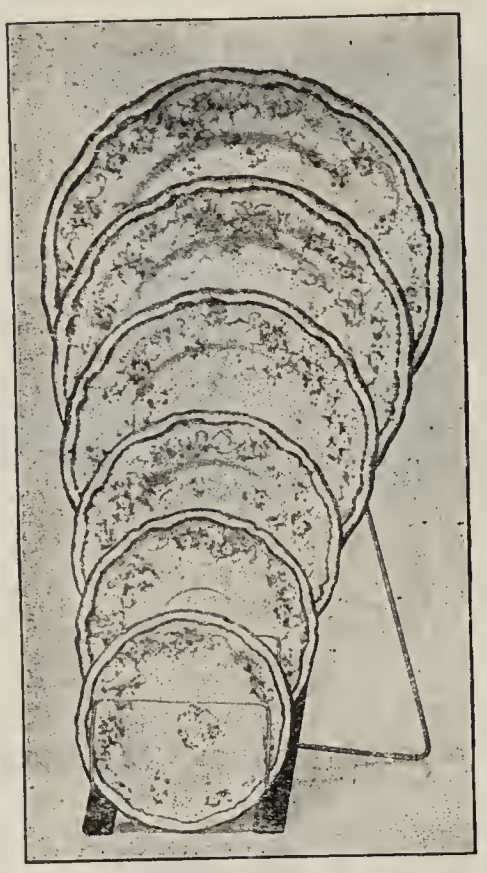
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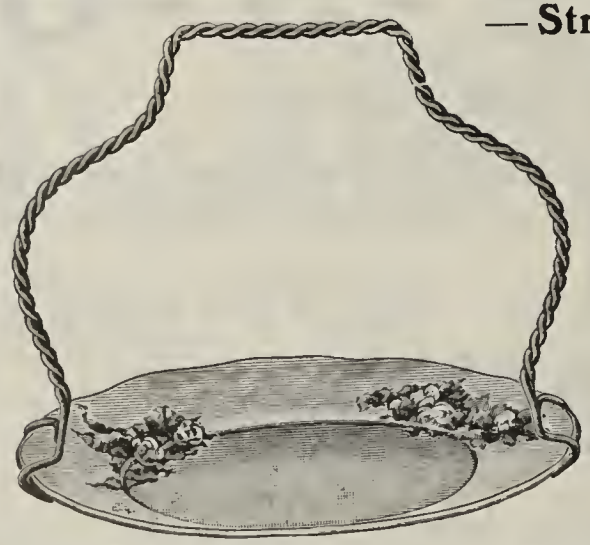


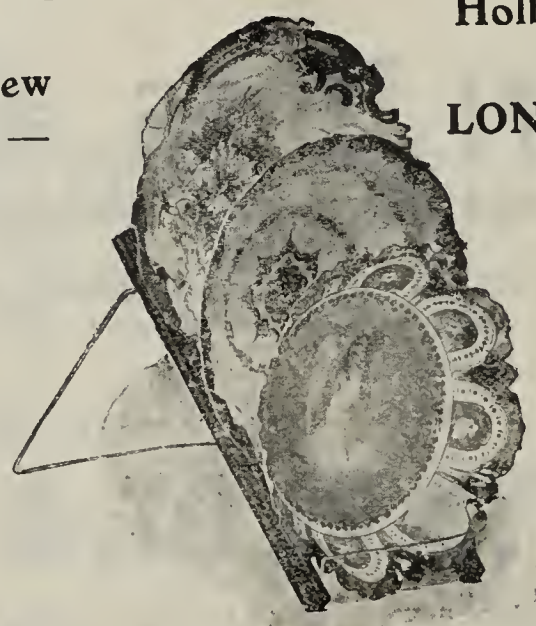


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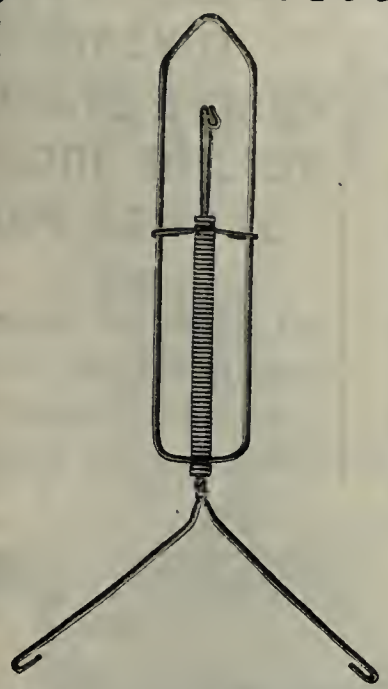
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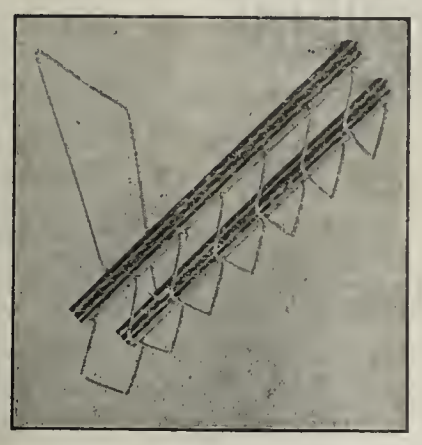




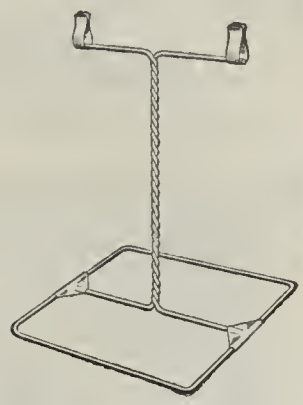
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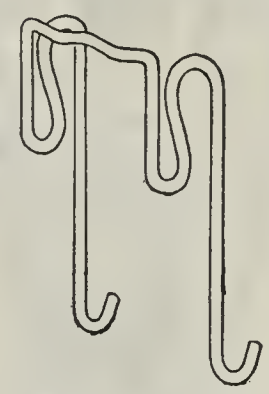
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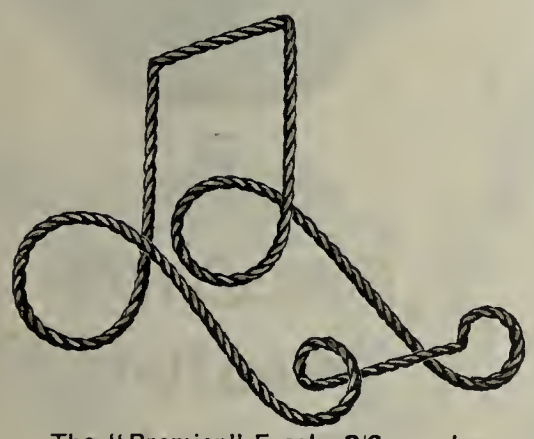
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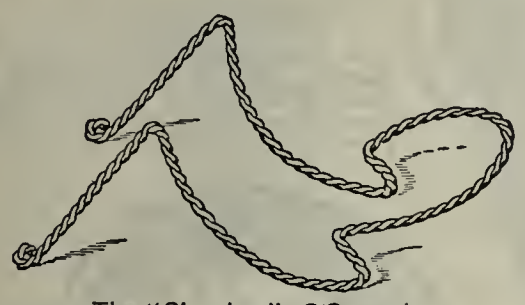
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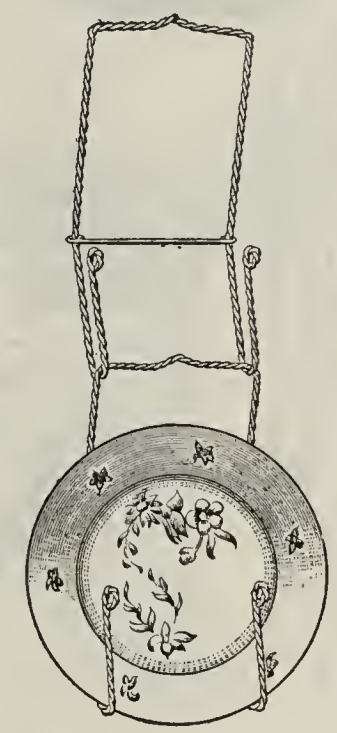
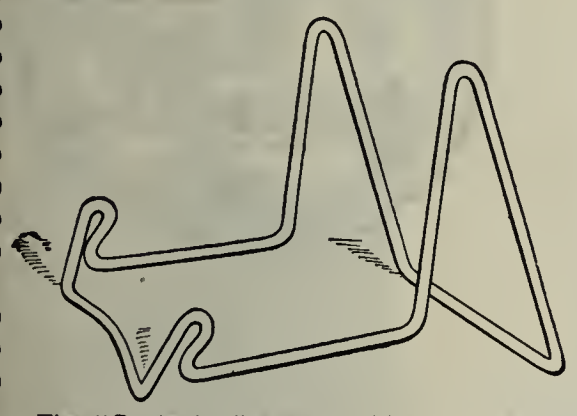


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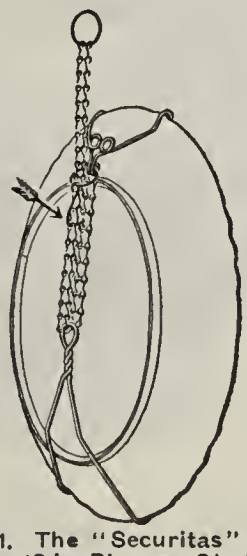
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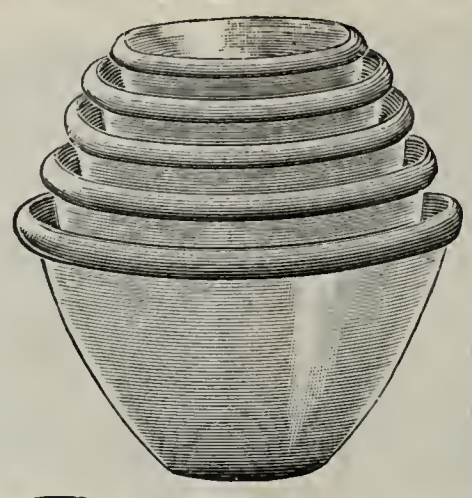
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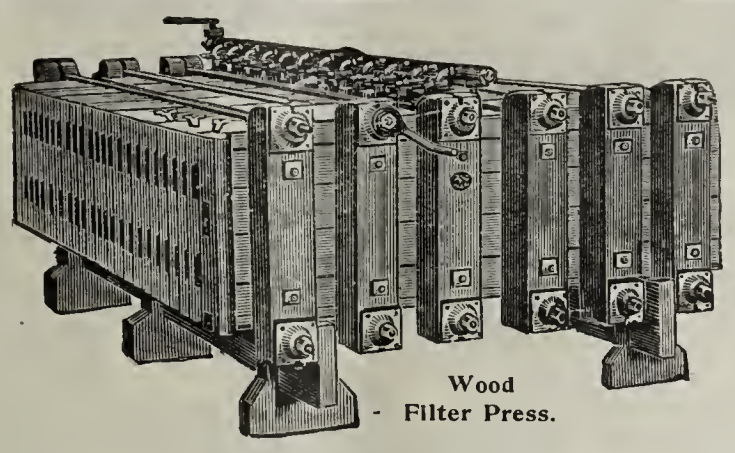
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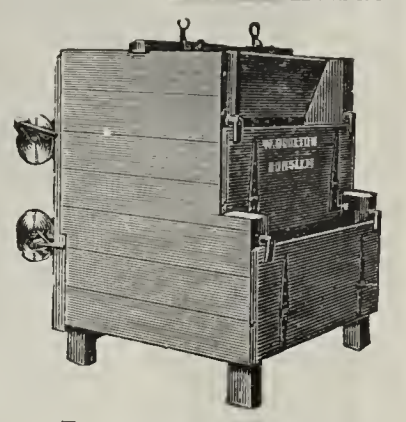
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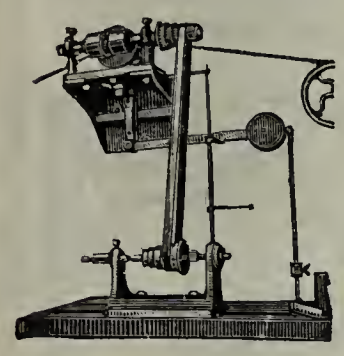
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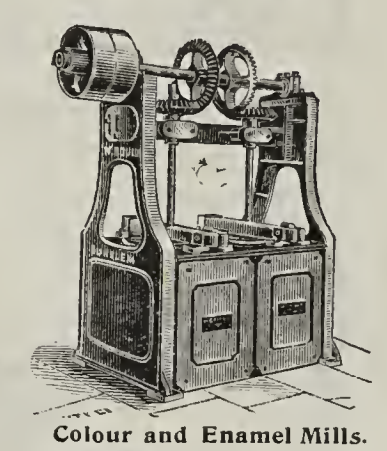
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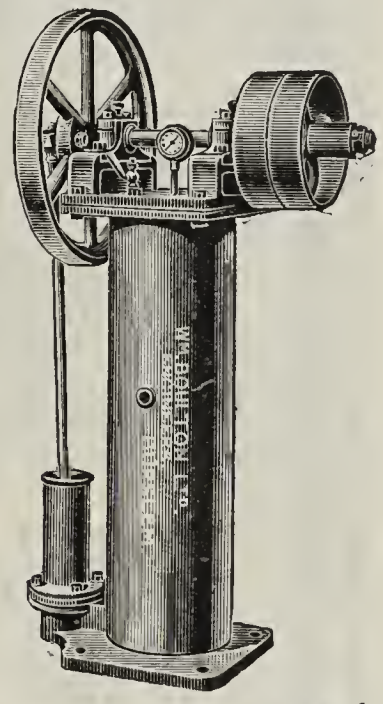
England. **STAFFS.**



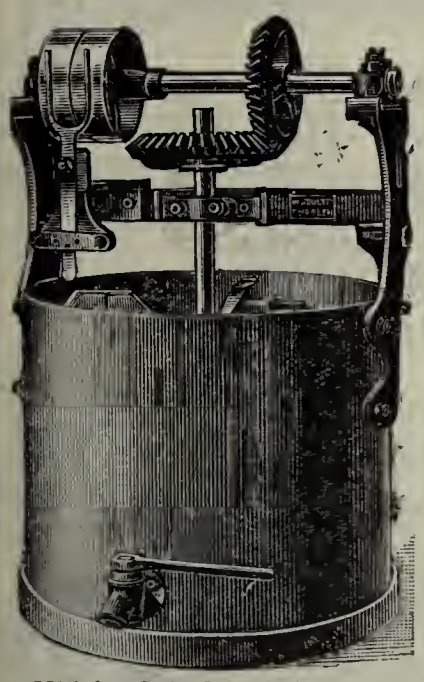
Colour and Enamel Mills.



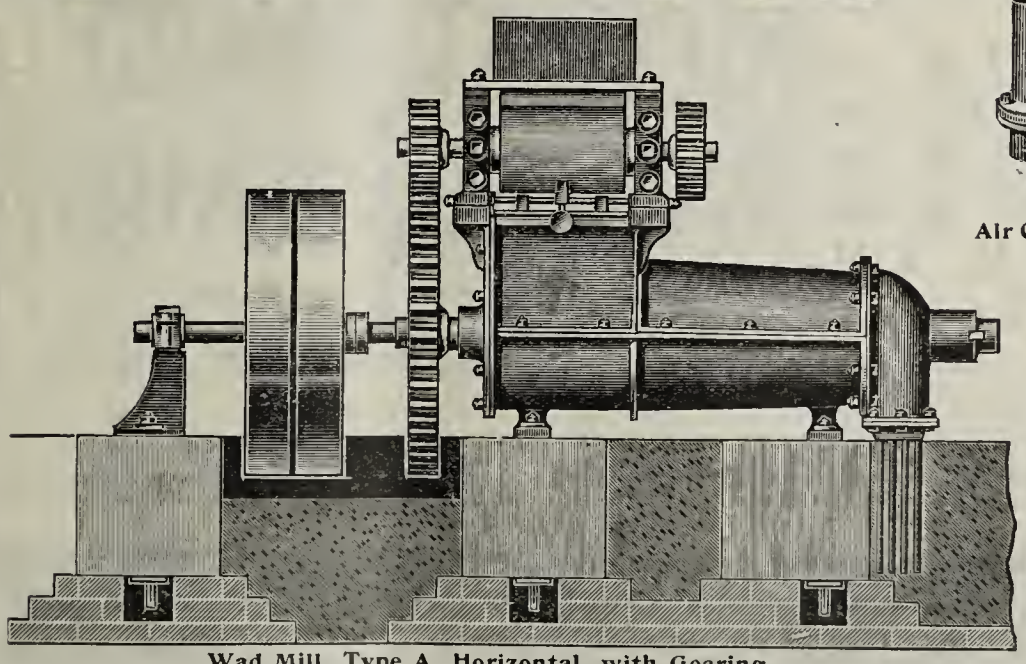
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Editorial Notes.

A U.S. CONSUL ON THE ENGLISH GLASS INDUSTRY.

THE United States Consul at Birmingham has sent to the Department of Commerce at Washington a report on the condition of the English glass industry. In it he says:—"The British export trade is greatly restricted by foreign tariffs, particularly with the United States. The foreign import duties on bottles are stated as averaging 20 per cent. in the case of Sweden and Germany, and on white or pale glass the duties range from 30 per cent. in Switzerland and France to 40 per cent. in Germany and 80 per cent. in the United States. Exports of table glass and gauge glasses have been similarly affected. The contemplated abolition of the Canadian surtax on German goods would materially reduce the advantage which British manufacturers now have in the Canadian market over German manufacturers. German glass bottles and analogous wares are now subject to a Canadian duty of 43¼ per cent., as compared with 20 per cent. on British glass ware; and the abolition of the surtax would reduce the German rate to 32½ per cent. The operation of the pending Canadian intermediate tariff would further reduce the German rate to 30 per cent., Foreign competition is said to have driven British manufacturers into strenuous competition for the home markets, especially so in the trade in shades used in incandescent lighting and electrical work. Net profits are said to have decreased greatly. For the past twenty years employment in the various branches of the glass industry is reported to have declined. The trade unions are large, widespread, and powerful in the glass industry. As a remedial measure to save the declining industry, it is suggested that import duties be imposed ranging from 10 per cent. to a series of duties equivalent to those in foreign tariffs. Such import duties, it is thought, would cause the restarting of those extensive factories that have been closed during the last five years, and the effect would be increased sales, greater security to the home trade, greater continuity, and the retention of capital in the United Kingdom."

THE RAILWAY CRISIS.

WE cannot be indifferent to the dispute now pending between the railway companies and their employees. Every industry in the country is in peril of incalculable injury if matters cannot be arranged without a strike. We all earnestly hope that no possible chance of a settlement will be lost. The effects of such a strike as seems to be threatened would be appalling. There are the thousands of railway shareholders who depend on their dividend on one side, the thousands of railway employees who depend on their wages on the other side, and in between these are the thousands of industrial workers who also depend on their wages. The leaders of the men should remember and the railway companies should also remember, that though the dispute is practically between those two bodies, the issues are with the entire community. Manufacturers and traders know what happens when one railway system is disorganised by an accident for a day. No one can foretell what would happen if the whole railway systems of the country are paralysed for a week. The men and their representatives should have regard to the

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public interests, when standing up for what they consider their own. The ballot of the men now being taken is of momentous importance, though it does not pledge the men's unions to any action. It will perhaps settle the doubtful question as to whether the leaders are really representing the majority of railway employees or not.

COMMERCIAL MOTORS.

THE possibility, if not the probability, of a strike of railway employees in the near future has directed more serious attention to the provision of some method of transporting industrial freight other than by rail. A short time ago an experimental journey by motor wagon from the Potteries to the North was made, with the view to establishing a regular service for the carriage of pottery manufactures. We have not heard how the experiment is progressing, but the necessity for some other method of carrying manufactured goods is greater than ever. The Royal Automobile Club is now engaged in a task, the result of which is looked for with great interest by manufacturers and traders in all parts of the country. At the present time 57 industrial motor vehicles are taking part in what are called reliability trials. It is apparently assumed that it will, sooner or later, be necessary to transport goods by road by means of mechanically propelled vehicles. The present trials are intended to ascertain which class of vehicles is the most reliable for such duty. There are seven different classes of commercial vehicles propelled by internal combustion or steam being tested. They consist of vans, lorries, drays, &c., having a net load of from 10 cwt. to 6 tons, all laden. During the five weeks over which the trial extends, the competing machines are being closely watched and their performances recorded. It is highly desirable that the trading community generally, whose goods require transport, should be able to make use of some alternative, if unfortunately for any reason transit by rail is not available. It is hoped that the trials will furnish such an alternative.

BRITISH COMMERCIAL TRAVELLERS ABROAD.

A MEMORANDUM summarising the Regulations in force in British Possessions and Protectorates and Foreign Countries with regard to Commercial Travellers has been published as an official Blue-book. It has been compiled in order to show the special taxes to which commercial travellers are liable and the Customs treatment accorded to the "samples" they bring with them. In India and the majority of the British possessions no special regulations or taxes affecting commercial travellers exist, but India and many colonies give railway facilities as regards the carriage of samples and occasionally in regard to tickets. In most cases samples are not liable to import duty, or not to the full duty, unless actually sold within the colony. In the Commonwealth of Australia duty must be paid on samples, but if the samples are re-exported within six months the sum paid is returned. In each of the States slight advantages are granted in regard to luggage. In Cape Colony commercial travellers are required to take out annual licences, and the same rule holds in Natal, the Transvaal, and Orange River Colony, but they receive railway facilities in return. In Canada rebate of duty under the preferential tariff is allowed on samples "of British origin arriving from any British country." In British Columbia commercial travellers are obliged to take out a licence. In most foreign countries the British commercial traveller, in common with those of other nationalities, has to take out a licence, but as a rule it is not heavy. In France and several other countries he is treated on the basis of "reciprocity," and as foreign commercial travellers are exempt from special regulations in the United Kingdom, the British traveller is similarly treated in the countries above referred to. In Austria and Hungary special regulations are in force governing the operations of commercial travellers, whether native or foreign, strictly forbidding the solicitation of orders from private individuals, and prescribing that the dealings of all travellers or agents must be confined to such firms or individuals as in the course of their business actually make use of the goods offered them, except in certain cases. In Mexico it is necessary to ascertain what is payable in the different States, which varies considerably. The rates of the taxes payable by commercial travellers vary considerably in the different States of Mexico, and in many cases municipal taxes are levied in addition to the State taxes. In the Netherlands foreign commercial travellers are liable to a tax on their professional income if they are not domiciled in the country. In the Dutch East Indies they are liable to a tax of 2 per cent. on their income. Roumania demands from the foreign commercial traveller a "certificate of legitimation," and places restrictions resembling those in force in Austria on the taking of orders from private persons. In Russia two licences must be taken out by a seller of goods, and provincial dues have to be paid in the interior. No special railway facilities are given. For further details we must refer our readers to the Blue-book, which contains much useful information for British firms employing travellers in the colonies or in foreign countries. Reproductions of several forms which have to be filled in by commercial travellers who desire to do business in certain countries are given as an appendix.

The Pottery and Glass Trade of Florence.—A British Consular report from Florence states that there is no import of porcelain from the United Kingdom; whilst Germany doubted its supply last year. As regards glassware, Germany and Austria-Hungary appear with 37,344 and 22,084 quintals respectively; the United Kingdom only 2,162 quintals. The chief imports are Germany, 242,241 kilos. of porcelain, earthen and glassware; France, 34,688 kilos. of glassware and bottles; Austria-Hungary, 39,750 kilos. of glassware; Belgium, 23,132 kilos. of mirrors and glasses; the United Kingdom, 2,773 kilos. of brick and tiles, 3,825 kilos. of earthenware, 4,795 kilos. of glass plates and mirrors, 5,204 kilos. of glassware, &c. A local firm of high standing express the opinion that much more business could be done with the United Kingdom in tiles, pottery, and sanitary appliances.

Discovery of Tiles in France.—In the course of repairs to the floors of the Château of Saumur, carried out under his supervision, M. Lucien Magne, the Inspector-General of Historic Monuments in France, has found a whole series of enamelled tiles, which are said undoubtedly to have belonged to the period of Louis d'Anjou, in the 14th century. They are described as having rich interlacing patterns of green, red, and brown, enriched with fleur-de-lis of a fine yellow, the whole covered with a strong transparent glaze. The existence of the pottery industry in Anjou and Poitou at this time had already been proved by documentary evidence, and also the fact that it was due largely to Saracens settled or imported into the district. But these tiles are the first authentic specimens recovered, so that the French critics are very jubilant over evidence which they claim to give to the faïence of France an antiquity greater even than that of Italy.

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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

TRADE SHOW DAYS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—My opinion is voiced in few words. I always ome to town on a Thursday. Anyone with a special how day is rarely at home to me, and I should not like o arrange a eall unless I was sure of placing an order.—Yours, &c., C. S. TILLSTONE.

Horsham, Sept. 7.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Mr. Porter, in his letter in your last issue, aentions that Wednesday and Thursday would be best ecause of the half-day closing. Personally, I think that oth suburban and country dealers would raise this as an bjection, these being their days of recreation—many of hem get no other chance of a rest during the week.—Yours, &c., WM. ROWLAND.

Bright's Stores, Bournemouth, Sept. 3.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Wednesday and Thursday will, in my opinion, be he most convenient show days for our trades. I have ften to meet provincial dealers here on those days, as hey take advantage of their early-closing day to come up o London.—Yours, &c., J. H. SERVICE.

19, Charterhouse-street, E.C., Sept. 10.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I am glad to see Mr. Porter's letter in the Septemer issue of THE POTTERY GAZETTE, as the opinion of this entleman (who is so well known in the trade) should arry weight in procuring an alteration in the show-days o Wednesdays and Thursdays.

"Retired Agent" in his letter in the August issue, states hat no good ease has been made out for the alteration; he following facts and figures will, I think, make out an nanswerable case in favour of the alteration so far as the ountry buyer is concerned.

The country buyer usually visits London on his early losing day. He has cheap fares on that day, and also it s the slackest day of the week, for, generally speaking, he amount of business done on that day is small.

Taking the counties of Surrey, Kent, Essex, Hants, Berks, Bucks, Hertford, Oxon, Sussex, and Middlesex, here are 118 towns, large and small, that have early-losing days—76 on Wednesday, 40 on Thursday, 2 on Tuesday, and none on Friday.

In over 600 towns having early-closing days in England, e find that Tuesday accounts for 23 (Yorkshire having and Lancashire 7 of the total). Friday has 8, all of hich are either in Cornwall or Durham.

There are cheap fares to London on early-closing days om Northampton, Derby, Bedford, &c. In conversaon with a leading London agent, he informed me that e often stays on a Wednesday and Thursday afternoon, nd gets more buyers in on those afternoons than Tuesday nd Friday.

What effect the proposed alteration would have on the ondon trade I am not well enough acquainted with to say. I am told by some agents that our showrooms re always open, and it would not make any difference: is often not a question of the showroom being open, ut that the buyer wants to see the agent personally.

As this is a matter that comes within the scope of our ssociation, I should be pleased to call a meeting of agents on a Tuesday or Friday, so that this question could be discussed.

Will all agents who read this write me and state whether they would attend such a meeting or give me their opinion on the question. If the number of replies is favourable, I would call a meeting during October. No harm would be done if it came to nothing, and it would settle for a time this question, which, from present appearances, will linger on in a letter or two a month in your correspondence columns.—I remain, yours, &c., A. E. WATSON,

Hon. Sec., China and Glass Dealers' Association.

13, Minster-street, Reading, Sept. 18, 1907.

PRICES IN THE TILE TRADE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—In the interest of the tile trade generally, I trust you will kindly find space for a few remarks from a merchant. I suppose it is admitted by all associated with this industry that its present condition is very far from satisfactory. Prices have generally dropped to such a low level that I cannot see how manufacturers can be working at a profit. It passes my comprehension why, during a period of increased cost of coal and material and diminished demand, prices are continually lowering. Although it might appear on the surface against my own interests, I have often wondered why on earth manufacturers do not combine, and agree on a minimum scale, below which none would be allowed to sell. There are so many prices ruling that a merchant does not know where he is, nor on what basis to quote when tendering. When I have quoted a very low price, with a small profit in prospect, I have been cut out by some shillings. How can this be? Surely some makers must almost give their goods away.

On the other hand, with fixed prices, he need only calculate for a satisfactory profit and not fear being quite out of the market;; nor would he have cause of complaint if his competitors were satisfied with a little less. But what chance has he when manufacturers themselves compete against him at lower prices than those at which he has bought? Without going into the vexed question of Free Trade, I do not think much need be feared from foreign makers, at all events for decorative tiling for architectural work, as there are many difficulties connected with supply to time and probable alterations and additions, &c., during the fixing of a job, for the speedy solution of which it is necessary to keep in touch with a maker well within reach.

While on this subject, may I suggest that manufacturers should not disclose the prices at which they supply merchants, to our customers? Frequently the merchant is prevented from obtaining the legitimate profit, because he finds his customer has obtained similar prices from the manufacturer. It seems to me that the trade stands in greater need of sensible regulation by means of an association. I feel sure such a combination would have the hearty support of all tile merchants, as it is not to their interests that the business should be conducted on its present unsatisfactory lines.

When I first went into the trade nearly 20 years ago there were few makers represented in London, but now they have entered the field in large numbers, and competition is so keen that a merchant has a struggle to earn even the smallest profit. My view is, let makers all agree to fix their prices on a sensible basis. It will be better for them and for us. The building trade cannot always remain in its present depressed state, but if there are no means of regulating prices, I cannot see how we are going to benefit by an increased demand when it comes. I have received frequent notices of advance in other materials, and have been naturally astonished that no similar steps have been taken by the tile manufacturers.—Yours, &c.,

London, Sept. 21. "TILE MERCHANT."

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Bolton.—The firm you mention is not now in existence. Their works were dismantled some years ago and the business discontinued.

G. Montreal.—We have sent you the information you require, as far as we can. We are always pleased to hear from our subscribers in the Dominion.

L. R. C.—The advance in earthenware prices was inevitable. If things cost more to make they must cost more to buy, and the consumer must pay more.

Buyer.—There is a penalty of £5 for applying the word "registered" to an article the shape or decoration of which is not registered, or the registration of which has expired.

CORRESPONDENTS' INQUIRIES.

H. S. (423) asks for maker of old-style dinner ware called "Bracelet."

Potteries at York.—A correspondent will be glad if any reader can give information as to pottery works established at York during the early part of last century.

Legal.

Feathers for Glass Packing.—In the City of London Court, on Sept. 25, before his honour Judge Rentoul, K.C., an action was brought by Mr. Nathan Bloom, 91, St. Thomas-road, Victoria Park, against C. Drake, Day & Co., Ltd., glass importers, 114, Fore-street, E.C., to recover the sum of £4 0s. 6d. for poultry feathers supplied to them for use in packing. The parties had been dealing together for some time. The defence was that there had been a shortage in weight, and that the feathers were not poultry feathers. They were, therefore, unsuitable for the purpose for which they were intended. They were, in fact, goose and turkey feathers. Plaintiff said that the feathers were not short in weight. They were certainly not game feathers, as Jews did not deal in such things. In truth they were Kosher feathers. Mr. G. A. Double, defendants' solicitor, called a witness who showed that at least one bag of the feathers did not consist of poultry feathers. Judge Rentoul, K.C., found for the plaintiff for £1 10s. 3d., one bag of feathers to be returned.

Pottery Auctioneer as Hawker.—At Redruth, Cornwall, recently, William Henry Miller of Hanley, Staffordshire, was summoned by the Inland Revenue for trading as a hawker without having the necessary licence. Defendant did not appear in answer to the summons. Mr. W. G. Adams, supervisor of the Inland Revenue, said that the defendant travelled about the country, and hired rooms at various places, and received consignments of crockery by rail and sold the goods by auction and privately, greatly to the detriment of local tradespeople, who had to pay the rates. Defendant had not taken out a hawker's licence. Mr. Owen Hill, an officer of the Redruth Literary and Scientific Institute, spoke to letting a room in the Druids' Hall to defendant for the sale. H. N. Blair, clerk at the Redruth goods station, gave evidence as to the arrival of goods for defendant. W. D. Richards, auctioneer, Redruth, stated that on April 30 and following days he was engaged by defendant to sell goods for him at the Druids' Hall. Anthony G. Child, revenue officer, said he saw the goods offered for sale. Mr. Adams said that the licence cost £2, and the penalty was £10. He would ask for costs for his witnesses. The Chairman suggested that defendant might not be aware that he was liable. Mr. Adams replied that the whole thing was explained to him after the sale, and he was asked to take out a licence, but he had not done so. Defendant was fined the amount of the licence (£2) and the costs.

Seen in "The Pottery Gazette."—In the City of London Court, on August 27, before His Honour Judge Lumley Smith, K.C., an action was brought by Mr. H. H. Le May and Mr. Edward Berg, trading as H. H. Le May & Co., china and glass merchants, 47, Mark-lane, E.C., to recover the sum of £14 9s. 5d., for table glass supplied to the defendant, Mr. Philip Donner, glass and china dealer, 3, Watney-street, Commercial-road. The defendant's case was that the money was due from his wife, who had had the goods. She had taken over his business, he said, since he had assigned it to his creditors for their benefit. He was an Austrian. The deed of assignment was signed two year ago. Plaintiffs' book-keeper said that the glass sued for was supplied in 1905. They supplied the goods to the defendant, and not to his wife. Defendant said he had another point. The plaintiffs had accepted a composition of 2s. 6d. in the £. Plaintiffs' solicitor said that the Court decided a similar case against the same defendant some time ago. The case was reported at the time in the columns of THE POTTERY GAZETTE, a copy of which he handed up to the judge. But for that report the plaintiffs had looked upon the debt as hopeless. As soon as they saw that the defendant had been held liable, the plaintiffs decided to sue. It was shown then that the defendant's wife's name was over the shop door. Defendant: Mr. May saw THE POTTERY GAZETTE report, and then he took out these proceedings. He knows I have got nothing. Judge Lumley Smith: If you have got nothing they cannot hurt you. Plaintiffs' book-keeper said they knew nothing about the defendant having compounded with his creditors. They had certainly not received any 2s. 6d. in the £. The defendant's name was still in the Post Office Directory. Defendant: You can keep that in for 200 years. Judge Lumley Smith said he would not decide whose business it was. But there was no doubt that the glass in question was supplied at the time the defendant was carrying on the business. Defendant did not compound with his creditors until August, 1905, which was after the date of the goods being sent. Plaintiffs were entitled to recover. Judgment for the plaintiffs with costs.

Directory Canvassers' Methods: Remarkable Disclosures.—On September 18, at the Guildhall, London, Alderman Sir George Smallman made some strong observations relative to a system of canvassing for advertisements in directories, which has caused many complaints. In the first case Frederick Kirkby, 38, a canvasser, of Westerfield-road, South Tottenham, was charged with attempting to obtain by false pretences the sum of £2 3s. from Mr. Louis William Hadley, London manager to the Worcester Royal Porcelain Co., Ltd., 8, St. Andrew's-street, E.C. Evidence was given to the effect that the defendant called on the prosecutor, and, stating that he was a canvasser for the "A.B.C. Commercial Directory," asked for a payment of £2 3s. for the insertion of an advertisement. He assured Mr. Hadley, in reply to a question, that the company advertised in the previous issue of the directory, and in support of his statement produced what appeared to be a cutting from a directory. When the prosecutor, who had had previous applications of the sort, handed him over to a policeman, he declared that he was only endeavouring to get an order. Mr. Horace Simpson, manager to the National Publishing Co., which, he explained, was controlled by Chambers's Publishing Co., Ltd., 57 and 58, Chancery-lane, said they published the "A.B.C. Commercial Directory." Five weeks ago the accused entered their service as a canvasser, but since the first week they had heard nothing of him. He was engaged at a nominal salary of 1s. a week—in order to make him legally a servant—and commission. The Worcester Royal Porcelain Co., Ltd., had never advertised in their directories. Mr. Savill, the Chief Clerk, asked: "Where does that cutting come from, then?" The Witness replied: "It looks to me like Kelly's." Sir George Smallman, addressing the prisoner, said: "I don't think the evidence is such that a jury would convict you. You will therefore be discharged." John Donovan, 42, a clerk, of Peterborough-road, Leyton, was then placed in the dock on a charge of attempting to obtain 10s. by false pretences from Mr. Hadley. The evidence given in this case was similar to the above, with the exception that Donovan was still a servant of Chambers's Publishing Co. The accused handed Mr. Hadley a form on which was pasted what appeared to be a cutting from a directory, and the "amount due" was filled in as 10s. When asked if the sum was paid last year, Donovan assured Mr. Hadley that it was. Mr. Phillips, for the defence, suggested that the defendant merely stated that he was from Chambers's, and was canvassing for advertisements in their directory. The prosecutor said it was nothing of the kind. Mr. Simpson, manager to the publishing company, said the copy advertisement shown to Mr. Hadley by the accused had in fact been cut from some other directory and stuck on their own form. "All the trade," he declared, "do it." The Worcester Royal Porcelain Co. had never advertised in Chambers's Directory. Sir George Smallman here remarked, "And yet the form supplied to the canvasser—on which appears this copy advertisement—contains the words 'amount due.' Is there no other form asking for the advertisement?" The witness replied in the negative. The Magistrate then said: "As in the last case, I don't think any jury would convict, and defendant will be discharged, but I must express my strong disapproval of this company using the one form only. Apparently canvassers go into a merchant's office—although the gentleman may never have been what may be called a member of the directory—and producing a form on which is pasted a cutting from another directory, and a figure put against the words 'amount due,' he is led to suppose that he owes that money. The company are certainly taking a course which might lead to serious consequences, and if the charges before me to-day had been in a different form I might have acted differently." Mr. Phillips: "I quite agree—if I may say so—with what you have said in regard to the form used, and the directors instruct me to say that it shall be altered at once." Sir George Smallman: "There is no question about it that it ought never to have been issued."

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(BY OUR OWN REPRESENTATIVES.)

"Lancastrian Pottery" is not the last word in art pottery—there cannot be any last word in art—but it presents the latest developments in the application of rich,



Photo by the "Pottery Gazette."

FIG. 1.—LANCASTRIAN POTTERY.

lustrous, and other unique glazes to ceramics. There cannot be a better illustration of the ceaseless continuity of those developments than is furnished by the productions of Pilkington's Tile and Pottery Company, Limited, of Clifton Junction near Manchester. Each year reveals some new feature in their "Lancastrian Pottery." Latterly the perfection of lustre glazes has been the object aimed at by the famous chemist potters at Clifton Junction. The labours of Mr. Wm. Burton, C.C.S., the managing director, and of his brother, Mr. Joseph Burton, have resulted in the "intelligent" production of effects which have been the ambition of potters for generations. I say the "intelligent" production because wondrous effects have occasionally been arrived at, which it has been found impossible to repeat. Amongst the best appreciated of the many beautiful examples of the art pottery of the ancients which have come down to us, are those which glint the brilliant iridescence of mother-of-pearl, or emit scintillations resembling those of precious minerals. The decorative processes of the Persian potters of the ninth century, of the Spanish potters of the fifteenth and sixteenth centuries, and of the Italian potters of the same period, have been mysteries beyond the comprehension of the potters of the nineteenth century. Whether the secrets of those decorative processes have been discovered or not, is not clear, but it is no hyperbole to say that the beautiful results of them have been equalled, and will probably soon be excelled by the potters of the twentieth century. For many years past the brothers Burton, aided by the co-operation of intelligent enthusiastic workers at Clifton Junction, have been patiently experimenting in the production of glazed effects. It is no secret that many times during those experiments, accidental results of the most satisfactory character have been obtained. Years of patient investigation have enabled Messrs. Burton to ascertain the principal factors in the production of those results, and now they are able to repeat them at will. Thus they can by design, and not by accident, produce charming lustre effects, rivalling those of the ancients, and this by processes controlled with scientific accuracy. Three years ago the company exhibited a collection of their then "New Lancastrian Pottery" at the Graves' Galleries, No. 6, Pall Mall, S.W. The charming crystalline and opalescent effects shown there were pronounced by all potters as triumphs of chemistry applied to pottery. The company have now a permanent display of "Lancastrian Pottery" in London. They have for some time had show rooms for their artistic tiles at 37 and 38, Shoe-lane, E.C., and they have now opened a suite of rooms exactly opposite to them, where they are showing a large collection of specimens of their superbly beautiful new effects in lustre, crystalline, opalescent, flambé, transmutation and texture glazes. The show-rooms in Shoe-lane constitute quite an art gallery, and the exhibits more than justify what I have said of the constant development of Lancastrian pottery towards that artistic perfection which is a sort of "Will-o'-the-wisp" to the chemist potter—always in sight—never secured. The difference between the specimens shown at Pall Mall in 1904 and those in Shoe-lane to-day, is very marked—yet perfectly natural. The Messrs. Burton are constantly experimenting in out of the way glazes, consequently they are always furnishing new surprises. The London show-rooms will be kept supplied with the new effects and the new treatments as they are obtained, so that connoisseurs and experts may always follow the successive stages in the progress of "Lancastrian Pottery." The chief excellencies of this ware are in decorative effects rather than in forms, though every piece is artistic in design. The relation of ornamentation to form is never lost sight of at Clifton Junction. The value of this artistic consistency is fully appreciated by Messrs. Burton, who, having new decorative schemes at their command, seek the most appropriate media for displaying them. This is inverting



Photo by the "Pottery Gazette."

FIG. 2. FIG. 3. FIG. 4.

LANCASTRIAN POTTERY.

the application of ornament to design. In order that their new effects may have full play, the company have secured the co-operation of such eminent artists in design as Lewis F. Day, Walter Crane, and others, who design flower vases, plaques, fruit dishes, bowls, and dessert plates expressly for the particular treatments employed. Every piece in the London rooms is artistic, irrespective of the ornamentation. Plain shapes have been provided in order to assist the flow of the glaze over the surface, which contributes so largely to the striking effects produced. Still, the forms are beautiful if simple—or should I say, because they are simple? Simplicity and beauty are always closely allied, and never more so than in pottery forms. The wonderful crystalline, opalescent texture and transmutation glazes are all applied to plain surfaces—but on unique and artistic shapes. Although ornamentation is the essential feature in Lancastrian Pottery, most of the original shapes would be worthy of admiration without ornamentation. Such a piece is the large-handled vase illustrated in Fig. 1. It is an admirable specimen of potting, while in design, as will be seen, it is simply perfect. Follow the line from the top edge, over the handle, and round the body of the bowl to the foot. It may be simple, but it is artistic. The scheme of decoration is new and extremely beautiful. On a dark greyish green ground, of opalescent colour, Mr. G. M. Forsyth has painted a striking heraldic griffin in lustre, while the background of the vase is sown all over with little red lustre flowers and silver foliage. The neck of the vase and the handles are boldly treated with deep ruby lustre rosettes, and the whole effect is as striking as it is novel. Figs. 2, 3, and 4 are all graceful pieces—forms that we should never get tired of looking at. The quiet simplicity of outline which is the essence of beauty appeals to refined tastes. The scheme of ornamentation conforms to this ideal. All the pieces are painted by different artists, for it is one of the merits of this Lancastrian lustre ware that no two pieces are decorated alike. All the artists are left free to treat each vase, plate or dish on its merits, and while there is a unity of purpose through the work as a whole, there is endless variety in detail and treatment. These small pieces have a soft ivory white ground, while the lustres are golden and red, but glittering with the changing, glinting, prismatic lights that are the distinguishing feature of all the finest lustre painting. But while artistic originality characterises every piece shown, the great charm of Lancastrian pottery is in its lustrous glaze effects. Each result is of necessity unique. I suppose, by reason of the processes employed, the variety of crystalline effects is much greater on Lancastrian Pottery than on any other body I have seen. The beauty of these is none the less because it is not amenable to verbal description. It is not easy to reproduce in cold type the feelings of admiration excited by such remarkable productions. Infinitesimal crystals are spread erratically over surfaces glazed in blue, green, or yellow, with not the least effort at regularity. The style is the same in a large number of pieces, yet no two pieces are exactly alike. The crystals themselves are in some cases white, like frost-patterns on a window-pane, while at other times they present the fine bronzy appearance of burnished metal. As an art product, "Lancastrian Pottery" is not too expensive for lovers of art. Some of the finest pieces upon which time and skill have been lavished are costly, though even they are not dear, all things considered. But there are plenty of pieces within the reach of the majority, and dealers who want to offer their customers something novel and good should call and see the samples. Every piece is authenticated by the stamp of the factory impressed in the clay, and by the monogram or cipher of the artist responsible for the design or its execution.

Furnivals, Ltd., Cobridge, Staffordshire, manufacturers of earthenware of all kinds, are represented in London by Mr. John Jenkins, 32, Ely-place, Holborn, E.C. Mr. Jenkins has a full line of the company's samples always on show at his rooms. Toilet ware and dinner ware are the two leading features amongst the samples, and the display of both these is very good. Mr. Jenkins has made some alteration in the arrangement of his rooms since I was there, and the change is a decided improvement. The stand in the centre of the room is set out with the company's new shapes and patterns in dinner ware, and there is a pleasing selection. In referring to the pattern of this old established firm it is not necessary to emphasise the quality of their wares—that is well known in the trade. The firm enjoy a high reputation for the soundness of the body and the texture of the glaze of their ware. These qualities are in evidence in the samples now shown, and it is manifest that the features which have made the company's goods so popular are consistently maintained. The designs are dainty and refined in appearance, and new features are introduced that should appeal to buyers. The general tone of the goods is designed to harmonise with the present styles of house furnishing. It will be seen from the samples shown that the new shapes are calculated to give the dinner table an air of refinement and comfort. The "Florence" and "Blenheim" patterns are each shown in various colours, and the Greek key border is introduced in novel fashion in combination with floral groups and festoons, the treatment in each case being light and graceful. The "Clover" is another very pleasing pattern, shown in several colours, and should meet the requirements of those who desire a narrow and well designed border. The "Elegans" pattern is appropriately named. In it rose blossoms are connected by delicate wreaths of forget-me-nots, tied with ribbon bows. This is a beautiful enamelled pattern at moderate price. The popular mazarine blue bands are strong in evidence, and are shown in a variety of forms, but chiefly in higher grade decorations. In some instances, gold patterns are printed on the dark blue bands with a peculiarly rich effect. In other cases dainty printed borders are added to the band, materially enhancing the effect. In colour bands the company have made a new departure, and their patterns in this style serve to give prominence to the glaze and fine body of the ware. In addition to the patterns named there are many others of equally pleasing appearance, both in dinner and toilet ware. Mr. Jenkins's showrooms are open every day.

The Worcester Royal Porcelain Co., Ltd., of Worcester, manufacturers by appointment to His Majesty the King, are showing a very representative collection of their present productions at their fine rooms, 8, St. Andrew-street, Holborn-circus, E.C. The company have recently appointed Mr. Louis W. Hadley as their London representative. Mr. Hadley has been connected with the manufacture of high-class porcelain all his life, and now comes to London straight from the factory at Worcester. I met Mr. Hadley at the London showrooms a few days ago, and was shown a number of pieces that had just been received from the works. For the greater part I had seen these graceful forms before, but there were improvements in detail and effects such as are always taking place in the work of artists. But "Worcester" *is* "Worcester," no matter whether a particular form was designed last year, or the year before, or this year. Worcester art porcelains command notice and admiration irrespective of what is called "prevailing taste," or the fashion of the moment. I am speaking now of artistic and ornamental porcelain. Manufacturers of high-class china for useful purposes always aim at giving a higher tone to public taste, but within certain limits they have to conform to fashion, or the prevailing mode. I am, however, thinking now of the artistic productions in fine porcelain which

are meant by the majority of people when they mention "Worcester china." Whether to their pecuniary advantage or not is another question, but the Worcester Company have so closely identified themselves with fine paintings and rich colouring and gilding on ivory body, that the public (or many of them, at any rate) do not readily accept any other ornamentation of theirs as "Worcester." The company have, therefore, on show at the London rooms a grand display of beautiful models—vases and figures—in ivory. They have also a large variety of classical and artistic forms at their command, yet they continue to produce new ones. They, furthermore, meet the demand for novelties (an unhealthy craving, as I think) of those who are merely buyers, and not lovers of art pottery, by a marked development in the decorative treatment of their ivory bodies. They are introducing more vigour even in floral treatments—more robustness in their decorative schemes generally. This is all quite natural, it is the expansion of





Photo by the "Pottery Gazette."

THE WORCESTER ROYAL PORCELAIN COMPANY, LIMITED.

rtistic feeling in the executants. They are not machines, roducing fac-similes of what they have themselves produced. They are artists, and it is the inspiration of their rt that has developed the naturalism which is the strong eature of their decorative effects to-day. The pieces I ave just seen are the "Worcester," with which the public familiar, but treated more boldly. Buyers who are not atisfied unless they have "something new" will be able o get the novelty they seek in "Worcester" ivory-body ases. The company are also showing a large selection of iese vases—pure art forms, with birds, foliage, or landcapes in medallions on blue ground. The high-class rnamentations on plain forms appeal especially to refined istes. Each vase is perfect in outline, exquisite in ornaientation. The severe styles of the commencement of the st century are considerably relaxed and the developents of the past half-century give us examples of landapes, cattle, fish, birds, fruit, and flower painting; but them all the traditions of Worcester for rich and careful work are religiously maintained. The company have an unusually large display of their fine porcelain figures, and appear to be developing the production of these just now. Classical, mythological, historical, pastoral, and conventional subjects are all found in "Worcester" figures; and in each instance the treatment is strictly appropriate to the theme. We give an illustration of five of these figures which are typical of scores of others at the London rooms. The centre one is a fine model of a "Faun," in characteristic attitude. Among the Romans the faun was the deity of the woods and fields, and guardian of the flocks that pastured on them. The figure is clad in a lion's skin, and has some vine leaves and fruit in his hair. The pose of the figure is a strong conception carried out with vigour. The thyrsus, with fir cone at the head, is held in both hands. Mythological details are carefully observed, and the piece is equally admirable as an artistic production and as a specimen of skilful potting. Right and left of the central subject are two remarkably fine Grecian figures, ivory body, silk drapery, and gilt. These are pure classical forms embodying all the delicacy of refined art. The figures at the ends of the group may be described as "Morning" and "Evening." The one is starting the morning task merry and buoyant, while the other is returning in the evening wearied after the day's work. (At least, this is what I gather from the figures themselves.) One section of the London show-room is devoted to a full line of Hadley ware. Our readers are aware that this is now produced and controlled by the Worcester Royal Porcelain Co., Ltd. We have before fully described the principal features of Hadley ware; they are in many respects different from those of "Worcester." Though both wares are now controlled by the same company, the distinct features of the two wares seem likely to be maintained. Hadley ware bears the "Royal Worcester" mark, but with it the monogram "J. H." on each piece. I was shown some vases with finely painted "peacock" decora-

tions in this ware which, I understand, are the very creditable work of apprentices. The Worcester Royal Porcelain Co., Ltd., are showing some beautiful novelties in useful china—dessert services, tea and breakfast ware, and dinner ware, but I must postpone reference to them.

Mr. John Jenkins, 32, Ely-place, Holborn-circus, E.C., manufacturers' agent and importer, has made ample provision for the coming Christmas trade, and is now showing at his rooms samples of some new lines in Bohemian crystal glass. Mr. Jenkins has secured these specially for the present season, and with the large stock of cut table glass he has always on hand he claims to be able to supply dealers at once with all reasonable requirements. I have just seen his new cut glass goods. There is a handsome cut glass trinket set, with tall candlesticks, stoppered scent bottles, covered boxes, ring stand, and glass tray—nine pieces in all—that would be appropriate to any style of furniture. It is exceedingly neat, and is not expensive. Mr. Jenkins is showing samples of cut glass dishes of very pretty patterns, cut glass spirit decanters and water bottles. He has a large assortment of wines, tumblers, water jugs, spirit bottles, glass dishes, candlesticks, decanters, and trinket sets. Many of the shapes are made exclusively for him from his own designs. He can supply customers with complete packages or with assorted selections, as they may prefer. He has some good patterns in cut glass toilet sets which he can supply from stock. These are special lines, and are not expensive when quality is considered. Prompt delivery is one of the features of his trade, as he keeps most of his lines in stock, and can deliver from London.

Thomas Till & Sons, Sytch Pottery, Burslem, earthenware manufacturers, are represented in London by Mr. F. J. Bennett, who has samples of all the principal productions of the firm always on show at his rooms, Gamage Buildings, 118, Holborn, E.C. Till & Sons' chief lines are toilet ware, dinner services, and tea and breakfast ware. In all these there is great diversity in shapes and decorations, and quite recently some new samples have been received from the works. There are, however, certain samples that are not likely to be withdrawn for some time, whatever new ones may arrive. For instance, their Mazarine blue band is one of their most popular lines. They are now showing it on dinner and tea ware in conjunction with neat border patterns in all colours. Green bands on dinner and tea ware are a nice change from the blue, and seem likely to become just as popular. New decorations are numerous, and all tastes are catered for. The "Minton" and "Saxon" dinner shapes are given a new lease of life by the judicious variations in decoration. The "Saxon," with its nicely shaped oval vegetable dish, is one of the best of the firm's dinner shapes. It is now shown with the "Graphic" pattern. This is a neat printed decoration supplied in several colours. The toilet services have had some novelties added to an already large assortment of samples. The "Etruscan" is quite a classical shape, as the name would indicate. It has a full-sized ewer and eapacious basin. It is shown in several decorations; one of the best is a happy combination of festoon and rose-buds. Till & Sons supply badge and monogram ware for hotels, restaurants, and shipping companies.

Frank Beardmore & Co., Sutherland Pottery, Fenton, manufacturers of general earthenware in semi-porcelain and best ivory, have taken new and convenient showrooms, No. 10 (first floor), Buchanan Buildings, 24, Holborn, E.C. They have appointed Mr. John Walker to represent them in London. Mr. Walker is new to the metropolis, but bids fair to make a capable London agent. He is specially qualified as a salesman to sell the products of Sutherland pottery, seeing that for the last six years he has had charge of the designing and moulding department there. Mr. Walker's special knowledge will be very useful to him in his new capacity. Before he joined Beardmore & Co., Mr. Walker had seven years' experience with Doulton & Co.,Ltd., at Burslem. When at the London showrooms recently we met Mr. Beardmore, who had brought with him some new samples embracing noveltics in shapes and decoration that indicate considerable improvement in the general style of the goods. This is particularly noticeable in dinner and toilet ware lines, in which the firm are making good progress. Good lines are shown in teapots, cheese stands and covers, dessert ware, jugs, badged and hospital ware of all kinds. Beardmore & Co. have made great strides in the artistic branch of their works. "Sutherland art ware" occupies a prominent position in their showrooms. They have introduced new schemes of ornamentation on artistic forms. Antique shapes with quaint illustrations on dead ground furnish a useful addition to the art vases and fancy shapes that were so popular last year. Messrs. Beardmore are showing samples of the arms of each nation, in heraldic colours, on dessert plates. Each arms occupies the whole of the centre of a plate. When these are ranged in rotation, the result is at once instructive and interesting. The firm supply earthenware teas, fluted, plain, and white, and also printed and decorated.

Joseph Bourne & Son, Denby Pottery, near Derby, are manufacturers of brown and white or stone ware for domestic purposes, chocolate ware, and "British Fireproof" ware. They are also sole manufacturers of the well-known "Denby Footwarmers." The present is the time for ordering these for winter stocks. In a climate like ours dealers should always be prepared with goods wanted in cold weather. It is not safe to wait till the cold weather sets in before ordering footwarmers, for instance. The company keep a good supply at the works, but a sharp attack of cold would most certainly create a large demand for them, and that demand might necessitate delay with some orders. Footwarmers can be supplied with a dealer's own name and address legibly printed on them. This is an excellent advertisement, as the dealer's name and address would be in evidence while the footwarmer lasts, and they are rather long-lived as a rule. The firm keep a stock of warmers ready to be printed on, so that when an order for a particular name is received it ean be executed speedily. The firm's London office and show-rooms are now at 23, Euston-road, N.W., opposite King's Cross and St. Pancras railway stations. These are fine rooms, and there is always on show a full line of all the company's productions. There are stoneware jars for cooking and storing purposes—brown ware with white lining—butter jars, cake pans, bowls, hot pots and hot-water jugs, jelly cans, pickle jars, pipkins, oval dishes, pudding moulds, baking and roasting dishes, tobacco jars, match strikers, spittoons, bowl fountains, &c., &c. In "Denby" ware they show samples of plain jugs, figured hunting jugs, cream jugs, and sugar basins, coffee and cocoa jugs, coffee and teapots, hunting mugs, (figured), and loving cups, beakers, butter dishes, pie dishes, &c. "Denby" chocolate ware includes teapots gipsy, silver, globe, and other shapes, tankard jugs, and cocoa jugs, coffee pots, and jugs of many shapes. There are at the show-rooms samples of the firm's brown and green stoneware. This is a bright and pleasing variety of stone ware. The top part of each piece is coloured rich brown while the lower portion is glazed green. (The top and bottom portions are divided by a neat bead line.) Amongst fancy lines there are samples of flower tubes and bowls in green, brown, and light blue, flower pots, gipsy kettles fern pots, rose bowls, and bulb bowls very prettily embossed Bourne & Son are manufacturers of British fireproof ware of which samples are shown at their rooms. These include tall and low stew pots, covered saucepans, pie-dishes, stew

jars, bakers, and many other cooking utensils, milk boilers, teapots, coffee filters, coffee pots and jugs, cocoa jugs, and hot milk jugs. Then here are breakfast dishes and porridge bowls. All these are in brown fire-proof ware. Nearly all are also shown in green British fire-proof ware. We give an illustration of a group of the firm's productions. The British fire-proof ware green is in the front row. The "Denby" chocolate ware is in the next row, and samples of salt glaze stoneware and two green flower tubes are behind. The firm have just issued a new and complete catalogue illustrating all their specialities, with prices. Dealers who write for one of Bourne's lists, enclosing their trade card, receive one by return.

tea and breakfast ware with excellent results. The "Ionic" is a new dinner shape shown with cobalt band and gilt, and also with printed borders and gilt. Several excellent novelties in toilet ware have been brought out. The "Georgian" has a tall, well-shaped ewer, and is shown in many attractive patterns. The "Countess" is a good shape without embossments; the plain surfaces are utilised for a number of pleasing decorations, printed and enamelled. The "National" toilet service is not exactly new, but it is a very good one all the same—too good to be discarded. It has a tall, graceful ewer with straight body, flat flutes, and serrated edge. The basin is a large, deep, round one, and the set is variously decorated in flow



Photo by the "Pottery Gazette."

JOSEPH BOURNE & SON, DENBY.

The Soho Pottery Ltd., Tunstall, have appointed Mr. H. C. Bennett their representative in London, and they have opened a fine light show room on the first floor of Gamage-Buildings, Holborn, E.C. The company are manufacturers of dinner and toilet ware for the home trade and for export. When we called at the new rooms recently, Mr. Bennett was arranging a number of new samples, just received from the works. One of the best of the dinner services is the "Arcadia" pattern. It has a deep oval vegetable dish with sunk lid. It has a pretty conventional border decoration which is supplied in flow Canton, peacock green, light green, and also illuminated. The same pattern is applied to blue, flow green, Canton and other colours. The company are strong in jugs—useful shapes attractively decorated. The "Doric" is a serviceable jug for table purposes, and this and other shapes are shown in many decorations. One of the prettiest is blue and gold with roses.

Booths, Ltd., Tunstall, have just issued a new illustrated catalogue and trade price list. It is produced in the interests, and for the convenience, of retail dealers, but the arrangement of it is such that a dealer can, with very little trouble, make it serviceable for his customers also. The right-hand pages throughout the book contain illustrations of selected shapes and patterns, full descriptions being given

on the back of each page. There are no prices quoted in the catalogue, but spaces are left opposite each number so that a dealer may fill in his own prices if he desires to do so, and the catalogue can then be sent to, or left with, a customer who desires to choose some goods. The price list, though accompanying the catalogue, is quite a separate book. Each piece described and illustrated in the catalogue is numbered, and reference to the corresponding number in the price list gives the works trade price. The price list contains the composition of dinner, toilet, dessert, tea and breakfast sets, and the scale prices of each, together with detailed prices of miscellaneous goods. The illustrations are beautifully produced on art paper, and shaded, coloured and gilt as the originals are. The illustrations on each page are enclosed in a gilt border. The patterns are carefully reproduced to the smallest detail, and the coloured designs are as effective as the originals. It is not pretended that all Messrs. Booths's productions are included in the catalogue—that would not be possible—but the representative selection of shapes and patterns will be found serviceable, and sheets of illustrations of new goods will be issued from time to time. The arrangement of the contents facilitates easy reference. The catalogue is really artistic. The printing of the letterpress and the coloured sheets is perfect, and altogether it is a superb catalogue. It is strongly bound, in light art blue cloth, with white enamelled embossed lettering. A more artistic catalogue need not be desired.

The firm **W. C. Heraeus** of Hanau-on-the Main, Germany, are known to chemists and scientists the world over, their many important productions having built up, in the course of years, a great reputation. To the potting trade they are best known as the makers of liquid gold and silver, immense quantities of which are sent out from Hanau to all parts of the globe. De Grelle, Houdret & Co., of 130, London-wall, E.C., who are the sole agents in the United Kingdom for Messrs. Heraeus, have two energetic and courteous representatives in the Potteries in Mr. W. C. Robinson, of Burslem (Tel. 433) and Mr. T. Adams, of Terrace North, Fenton (Tel. 476). Mr. Robinson has only just returned from a visit to Hanau, where he had an opportunity of inspecting Messrs. Heraeus's works. The business is the development of a pharmacy established so long ago as 1660, since which time it has been uninterruptedly in possession of the Heraeus family, of whom Dr. W. Heraeus and Mr. H. Heraeus are the present representatives. Mr. W. C. Heraeus, their father, inherited the business in 1851, and made important changes, amongst other things undertaking the smelting of platinum. In the seventies the firm took up the manufacture of platinum wire, large quantities of which are used for incandescent lamps. In 1887 the establishment was taken over by the present proprietors and extended very considerably, their business with America assuming still greater proportions when Mr. Charles Engelhard, brother-in-law of one of the propietors, took up his residence in New York in 1891. But this is not the place in which to dilate upon this section of the firm's business, or to dwell upon their electrical pyrometers, electric furnaces, quartz glass apparatus, and aluminium apparatus. Their gold, silver and lustre bronzes for ceramic purposes are the specialities of most interest to our readers, and of their productions in this direction it may be said that all are brilliant, durable, and economical. Their liquid bright gold is a commodity which is largely in use for the decoration of both earthenware and china. It is easily handled, lasting in effect, and excellent in appearance. The "green gold" made by Messrs. Heraeus is a speciality, having a green tint as against the ordinary bright brown variety. The green gold is made both bright and matt, and has the advantage of imparting more or less the effect of best burnishing gold. Moreover, for certain kinds of decoration it gives a very rich effect, and it is much cheaper than the liquid burnishing gold. The latter product is another speciality which deserves special mention. It is in use in England to-day by the makers of some of the highest grade goods, and on the Continent and in America it is highly popular. It is claimed for it that it is equally as durable as the powdered gold, while being much more economical. Messrs. Heraeus, being the largest refiners of platinum in the world, have made the preparation of liquid silver for ceramic purposes a special study, and it is generally admitted by all who have used their silver that it is most satisfactory. Some idea of the extent of Messrs. Heraeus's business connection may be gathered when it is mentioned that the firm find work for seven chemists, two engineers, sixty clerks, and one hundred and sixty other employees. It will illustrate the growth of the concern to compare these figures with the 40 persons employed in 1899, the 65 in 1900, and the 115 in 1903. In the German section for chemical industries at the Chicago "World's Fair," the firm received a medal of merit, at the Paris Exposition it was awarded the "Grand Prix," and at St. Louis it carried off four awards. The Heraeus productions have made marked headway in the Staffordshire Potteries during the last few years. Any inquiries will be gladly answered by either Mr. Robinson or Mr. Adams, in the Potteries, or by Messrs. De Grelle, Houdret & Co., in London. It may be added that so far the heavy increases in the price of raw materials have not led to any advance in the Heraeus ceramic productions. Every effort is being made to avoid this contingency, but if the present upward course of prices in every department of trade continues, it may be necessary in the near future to advance prices a little.

Glass in Manchuria.—A U.S. report says: The market for glass lamps is rapidly growing with the increased use of petroleum for illuminating purposes. The present importations are practically all of Japanese make and retail at from 25 cents to $1.50. For glass tumblers there is also a slowly increasing demand, as well as for inexpensive grades of small-sized panes of window glass.

Clays in Manchuria.—The Acting British Commercial Attaché at Peking has forwarded a copy of an extract from the "Harbinsky Vestnik" dealing generally with Manchurian clays and their composition, from which the following particulars are extracted:—Fire-clay.—This clay is found in Manchuria along the banks of many mountain streams of the Syaolin ridge, and in the western slopes of the Greater Hsing-an mountains, and is composed of two kinds: (a) A white pure porcelain clay suitable for the finest work, for instance, china ware, and (b) a light yellowish or reddish fire clay suitable for making fire-proof material, such a fire-brick, &c. Fire-clay is also known to exist along the Sungari and Utsimi rivers, and in the Ussuri district along the Mo and the Lephu rivers. Fusible Clay.—This clay is found in different parts of South Manchuria. It is soft, and in admixture with water is highly plastic and easy of dissolution. Its colour is bright red or yellow. Many of the different kind of this clay represent very fine material for the removal of grease spots, and can, therefore be used as cloth-rolling clay. Brick Clay.—Of the different clays this is most common, and its use has been well developed in making building material for small Chinese shops and stores in the larger centres of Manchuria, especially in the vicinities of Harbin, Tsitihar, Hailar, Handaohedze, and Pogranichnia, also near Vladivostock and Nikolsk in the Primorsk. Along the Sungari and Nonni rivers there are many deposits of sandy and blue clays. In the sandy clay deposits along the Nonni are found gold leaves, indicating that the deposits have their origin from the stream.

GLASS AND CHINA SHOPS IN THE EASTERN COUNTIES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 1053.)

ELY.

THE city of Ely is situated on high ground in what is called the "Isle of Ely"—the central portion of Cambridgeshire. The "Isle" is an irregular tract of country about seven miles long by four miles wide at its widest part. In its highest portion the island is very nearly a hundred feet above the ground level of the surrounding fens, from which it was reclaimed by an extensive system of drainage. By that undertaking—a remarkable one for the period in which it was commenced—what was previously an unhealthy marsh has been converted into a fertile grain-producing district. The cultivation of this land by market gardeners is an important industry, and large quantities of fruit and vegetables are grown specially for the London market, some seventy miles distant. Ely is famous for its asparagus, which is extensively cultivated. The abundance of fruit grown in the neighbourhood led to the establishment of a jam manufactory, which has proved very successful and of great benefit to the locality by its employment of labour. Osiers are grown in abundance, and basket making is a useful local industry. The farmers produce good butter in large quantities, and a local dainty white curd cheese served up on straw is appreciated in London and elsewhere. With the exception of a few mills for the extraction of oil from flax, hemp, flax and cole seed, there are no other industries. But the retail tradesmen of Ely have as customers the residents in the surrounding agricultural country, in addition to the 7,700 inhabitants of the city itself.

The business portion of the city consists practically of one long street. There are others, but they are close to the principal thoroughfare—and, indeed, lead out of it. The houses are, for the most part, old, but are interesting and well preserved. There are some imposing public buildings, and a handsome tower and clock which commemorate the Jubilee of Queen Victoria. But, of course, the most interesting feature of Ely—indeed, its one great attraction to strangers, and especially to foreigners—is the Cathedral. It has been said that the Cathedral *is* Ely. This is true, for without the fane, with its thirteen centuries of stirring incident, the city would interest but few. I had not time to see more than the west front, but I had a few words with a verger who happened to be outside. His statement that thirty-eight Bishops have been buried in the Cathedral induced me to buy a descriptive account of this remarkable link with past centuries, and my perusal of this since has increased my regret that I did not go inside. If I had only journeyed from Chicago or Winnipeg I should have gone there first, but as I had travelled upwards of about seventy miles to see the china shops, I proceeded to look for them.

Mr. F. J. King has a very smart-looking shop in the High-street. The window is very nicely dressed, and the neat and bright appearance of the whole front is in keeping with the business catered for. I gathered from what I saw inside and outside that a better class trade was aimed at. The stock seemed to consist very largely of best and medium class goods. The lady in charge, I understood, was only there temporarily, during the absence of the proprietor, and I did not like to ask her too many questions. The business formerly belonged to Mr. M. Rope, and was taken over by the present owner only a short time ago. It is purely a glass and china business—the sort of shop I am always pleased to see. Many of our best manufacturers are represented in the stock, which consists of a well selected assortment of high class goods and of medium class dinner, tea and breakfast, and toilet ware. The shop is not a large one, but is in a good situation, and is well arranged.

Batt & Scott, Fore-hill, have a cheerful looking and attractive double-fronted shop. It is a shop with a history, and, as far as pathos can assimilate with prosaic business, it has a very pathetic history too. Mrs. Scott is now the sole proprietor, and at the time of my visit she was busy with an assistant dressing one of the windows. To have devoted much time to me just then would have delayed the assistant also, so I had my conversation with the lady in a somewhat disjointed manner. Mrs. Scott was exceedingly courteous, and would have given me more attention if I could have called again. This, unfortunately, I could not manage. I referred to the firm-name, "Batt & Scott," assuming that she had a partner, when she explained the circumstances. The business is the oldest in the trade in Ely. It was founded in 1849 by Mr. Batt (the father of Mrs. Scott), who at first did a wholesale as well as retail trade. Miss Batt married Mr. Scott, who joined in the business under the firm-name of Batt & Scott. In the course of time both Mr. Batt and Mr. Scott died, and Mrs. Scott, who had always taken an active part in the business, continued to manage it, retaining the firm-name, which had by that time become well known in the trade and in the district. Mrs. Scott is a good business woman, and understands all a retail dealer need know about pottery and glass. I gathered she has entirely abandoned the wholesale trade, and I could see from her stock that she cultivates a high class trade, whilst stocking good medium class wares. The whole appearance of the shop is pleasing. The woodwork is all painted white, and everything looked remarkably clean. Pretty things look all the prettier when prettily displayed. Mrs. Scott did not use this expression, but her shop indicates that she believes in it. I could see that she herself directs the arrangement of her stock, and the result is creditable to her. She understands the value of "effect" in a window display. I was walking down Fore-hill without knowing there was a china shop there, when I caught sight of her window from the opposite side of the street. Of course, it arrested my attention because I was looking out for china shops, but any observant stranger who might not be thinking of china and glass at all could not fail to be interested in the fine display of Wedgwood Jasper Ware in one of the windows. That is the secret of window-dressing. Give the public something they will stop to look at, even if they do not want to buy it. They will possibly see something they can buy—at any rate, their attention is drawn to your shop. Mrs. Scott has seen some drastic changes in the china trade. She laments that the class of business to-day is not nearly so good as it used to be. She very rarely sells expensive sets, such as were formerly in frequent demand. Customers do not seem to take pride in possessing good table ware. They will not pay the price for it; they want something strong, but inexpensive. I hear this expression of regret in every part of the country I visit. And there is no doubt that the cause of this change is the same in all cases. The public—all classes—are spending more money in travel, in amusement, and in luxuries, so that they are reducing to a minimum their expenditure on necessaries. Mrs. Scott has a good connection with families resident on the outskirts of Ely and in the country roundabout. Much of her business is on credit, and she says sometimes the length of credit taken is most unreasonable. "But," she says, "what am I to do?" It was a question I could not answer. It is a large undertaking to make customers "reasonable." It is not only

unreasonable, it is unjust, when people who pay cash at stores and the catalogue houses take almost unlimited credit from dealers in their own neighbourhood. Common fairness demands some change in our practice of retail trading. But how is it to be introduced? Here is a business which has been established sixty years, and apparently has been eonducted on good, sound business lines, and yet Mrs. Seott says, "The premises are my own freehold; if they were not I could barely make a living." Dealers like Mrs. Scott, who understand their business and are prepared to serve the public well, deserve better treatment.

H. Rickwood & Sons, The Arcade, Newnham-street, Ely, are general house furnishers, and have a fine range of eomparatively new premises. They supply everything in the way of household requisites, and their china, glass, and earthenware departments are very complete. Their principal showroom for our goods is a long arcade with glass semi-circular roof. There is a fine range of china and glass of all kinds on show, and there is such a capital light that everything is seen to advantage. The firm do a large wholesale trade in every line of house furnishing. Their premises are well situated for a wholesale trade. They have plenty of yard room as well as warehouse accommodation, and adjoining the premises the firm have a large garden. One of the principals was enjoying some work in it at the time of my visit, and it was there I had my short interview with him. These business surroundings were quite new to me. It is a pity more business men cannot enjoy them.

NEWMARKET.

I suppose there are days in the year when a man's statement that he had to go down to Newmarket on business would be received with a suggestive smile, if not with evident ineredulity. I was, however, able to go there one day last month without giving rise to any sueh comment. As I really was going on my own business, it was a convenience to me that there was no business such as the place is famous for on hand that day. I had not been to Newmarket before. I know nothing about horse racing, but, from what I saw on that quiet day, I certainly should like to be there when the adequacy of the enormous accommodation which is made there for a crowd is put to the test. The arrangements at the railway station are on a gigantic scale, while the carriage approach to the station is the finest I have ever seen. Newmarket has been celebrated for its races for three hundred years, and James I. had a house built there for his use during the races. The town is the principal seat of training establishments for horses, and I am told that sometimes there are as many as 2,000 horses occupying stables there at one time. As this is a trade journal I may mention incidentally that Newmarket is also a market town, and that a good trade is done there with the agricultural population round about. The town itself is partly in Suffolk and partly in Cambridge. It has increased in population from 5,093 in 1881 to 10,686 in 1901. This is due principally to the increased popularity of the race meetings. There are some fine old buildings, and the principal thoroughfare is a very wide one. I knew of one glass and china shop there, but walked through the chief streets to see if there were any others. I did not see one, but I noticed that an ironmonger and a furnishing house had some toilet ware on show. I did not, however, call on them.

G. Watson & Co., 1 and 2, Buckley-terrace, Station-road, are wholesale and retail glass and china dealers. They have very fine and extensive premises, which have been reeently enlarged. Their address, "Station-road," is misleading, as the road is nowhere near the station. I learnt that the business was located here because it was on the way to, and very near, the railway station. Watson & Co. made their extensions because they required more room, and also because, from the proximity of the railway station, they anticipated that the position would improve as a eentre for retail trade. Their anticipations were damped when the railway company moved the station to the other end of the town. Though temporarily inconvenient, the change has not materially interfered with the firm's business.

Mr. Watson was away when I called, but the manager, Mr. A. W. Edwards, accompanied me round the premises. I was astonished to find they had such a large stock and that such a considerable portion of it consisted of high class goods. I am getting accustomed to find huge stocks of pottery and glass in unlooked for and apparently quiet places. As wholesale dealers I could understand Watson & Co. finding it necessary to keep a large stock of useful medium class and cheap goods. Wholesale dealers in country towns, and espeeially in agricultural counties, depend more upon the scattered villages they visit than upon the residents in their own towns. But when I saw the stock of expensive goods kept by Watson & Co. I could not quite understand it. Mr. Edwards, however, soon explained matters. A great number of sporting gentlemen have houses at Newmarket, and they often want choice pieces as presents and good things for their own use when in residence there. Then, again, the large number of trainers residing in the locality are good customers for useful and ornamental ehina and glass. When they have a stroke of good fortune they spend their money freely with the tradesmen with whom they deal. Many of these are regular and good customers of Watson & Co. At race meetings there are always numerous visitors residing with local gentry and staying at hotels, and these, when fortune favours them, want valuable presents for their friends. These are the customers for whom the large stock of high class porcelain, &c., is kept. When the town is crowded with visitors it must often happen that some of them will look about for a china and glass shop. As Station-road is not now the leading road, as it used to be, these strangers would probably not find Watson & Co.'s shop. The firm have met this condition of things by having a large ease of china and glass ware placed outside at the front of one of the leading hotels in the centre of the town, with their name and address conspicuously attached. It is an attractive show, easily seen, and, I should think, serves its purpose well. Their own window, when I saw it, was dressed in a manner that in any West End shop in London would have caused people to pause. It was filled with green pottery and glass, and a very pretty display was made with it. Watson & Co. have a number of specialities of their own in both pottery and glass; these are made for them exclusively, and in the case of pottery, "Watson, Newmarket," is printed on the bottom of the pieces. They have also a large assortment of badged ware and erested ware specially made for their customers. Their stock of pottery and glass fills four floors.

CHELMSFORD.

Having visited the shops of Ipswieh and Colchester a few years ago, I called at Chelmsford on my way back to town. As the county town of Essex this is a plaee of considerable importance, though it is not in other respects the principal town. Its corn and cattle markets are, however, amongst the largest in the county. The assizes and quarter sessions are held here, and they add to the business of the town. Most of the inhabitants are occupied in agrieulture, or in the trades immediately conneeted with it. As it is only twenty-nine miles from London, shopkeepers complain that the London catalogue houses interfere much with the loeal trade. Amongst the population of 12,580, however, there are many to whom the stores and

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other large houses do not appeal. In the medium and lower priced goods the local dealers in our lines should be able to hold their own against the stores. It is not satisfactory, however, to find eustomers going or sending up to London houses when they have a really good service or a set to buy, and then calling upon the local shopkeeper for oddments.

Collins & Son, 39 and 100, High-street, Chelmsford, are whossale ehina and glass merehants of long standing. They are well known in the trade, and have formed a regular and steady connection amongst residents and are doing a good market day and passing trade. They undertake house furnisling as well. They do more of the good medium class and cheaper grade than of the highest class of goods. They stock best goods, though not in large quantities. They keep a good variety of fancy lines, and are direet importers of lamps, &c. They are contractors for Government stores and for local public institutions. The firm are more enterprising than many dealers in the way of advertising. In addition to advertisements in the local papers they have a large permanent announcement, painted neatly and boldly, on a wooden stand which, placed on private ground, faces passengers as they come from the station. I saw it some distance away as soon as I entered the town. Mr. Collins is energetic and looks well after his business.

Mr. Joseph Barnes, 6, Duke-street, has an old established business, both as a wholesale and retail dealer. The business is one of the oldest in the county. Mr. Barnes himself has had it for twenty-seven years, and it was established sixty years before he acquired it. In the conduct of businesses like this one there has not been so great change in the last fifty years as there has been in the character of the goods handled. The customers of wholesale and retail dealers in county towns are pretty much the same as they have been for many years. The former supply the small shopkeepers in villages, and the perambulating vendors who, gipsy-like, carry their wares from door to door. The retail dealer supplies those who call at his shop for their requirements. Mr. Barnes has long standing customers in both branches. In his retail shop he does business with local residents to whom he is known personally, and also with those who come into the town on market day. In places like Chelmsford market day is a reality, and not merely a name, as it is in some larger towns. Agriculturists must dispose of their corn and their cattle periodically, and at the market where they do this they purchase their own personal and household necessities. I happened to be in Chelmsford on market day. The crowds round the Corn Exchange and in the principal streets gave the town a very animated appearance. I hope retail shopkeepers had their share of the animation, for doubtless they have many quiet days. I looked about for the shop of Mr. Bunting, who had a retail business in Duke-street. Failing to find it, I went to a shoemaker's shop where I had expeeted to find the china shop. I found I was right as to the locality, and learnt that Mr. Bunting had died a few months before. I do not remember him personally, but I remember his shop.

H. Cleale & Sons, High-street, are not only china, glass and earthenware dealers; they are athletic outfitters and furnishing ironmongers. They have a large and separate pottery and glass department. They have recently aequired improved premises, and make a very good show in our lines. Their china samples include the productions of most of our best houses, and their glass department is a complete one. I was pleased to see that, in showing a line of flower vases for table deeoration, they emphasise the fact that they are "Made in best English glass by British labour." This is a direct appeal to the patriotism of their eustomers, and I hope is sueeessful. Their stoek of glass includes rustic table decorations, white and green flower vases in all sizes, and all the usual table glass ware. Amongst their foreign goods they show a nice selection of Japanese porcelain.

THE ENGLISH CERAMIC SOCIETY.

A MEETING of the English Ceramic Society was held on September 14 at the Hanley Municipal School, Mr. Solon, the newly elected president, in the chair. In opening the proceedings, the president referred with sympathetic regret to the illness of Mr. F. Rawdon Smith, the late president, who was on that account unable to deliver his retiring address, as he had intended. Mr. Solon expressed the hope that Mr. Rawdon Smith would soon be restored to health. Int he course of his presidential address, Mr. Solon thanked the members for the honour conferred on him by his election to the office of president. In the course of his address he said that all through his long life his working exertions had been identified with the actual practice of the ceramic art on the one hand, and on the other with the study of the productions of the potter in all times and in all countries, and no acknowledgment of the small services which he might during that long career have rendered to the art, could be more gratifying than his election as president of such an august society. The Ceramic Society, experimentally founded a few years ago for the purpose of giving to a few kindred spirits an opportunity to talk amicably—and "ceramically"—upon many subjects of mutual interest and instruction, had now become what was called in France an "institution of public utility." Ever since a much refined earthenware was substituted to the use of old faience, and other coarse potteries, English manufacture had assumed in all Europe a leading part in the evolution, and had stood unrivalled at the head of the ceramic industry. It devolved, therefore, upon the English Ceramic Society to eontinue to show the way to an unremitting advance in the path of progress, and the day might soon come when its influence would be universally recognised. Anyone who had truly at heart the furtherance of this legitimate hope would be proud to contribute to it, if it was only a modest share. Thc rapid increase of the membership might lead one day to the division of the society into two distinct departments; the technical and practical section as it exists to-day would have added to it a historic and artistic section, which would induce a larger membership, and the scope of the society's labours and general efficacy might be greatly enhanced. There appeared to be a tendency to minimise the importance which art has to play in the maintenance of the prestige of a truly superior pottery. It should never be forgotten that the display of artistic taste and the maintenance of an excellent fabrieation had to go hand in hand, and therefore to exert a rightful influence in the direction of æsthetic taste in modern ceramics should not be considered as beyond the pale of a society which would include some of the leading artists and designers of the day, and in his opinion a step might be taken that would lead to that result. Dr. Mellor and Mr. Heath then presented a joint paper treating of the action of heat on mixtures of felspar, flint, and ehina clay, and illustrated by lantern illustrations of actual tests. It was announced that at the next meeting of the society, on the 12th inst., Mr. Ansell will read a paper on "Coloured Salt Glazing."

U.S. Tare on China-clay Casks.—The tare allowable for the weight of casks containing china-clay weighing half a ton exported to the United States from Great Britain is held to be an average of 72 lbs. per eask in the absence of evidence satisfactorily showing the actual tare of the particular importation.

WORDSLEY TECHNICAL INSTITUTE.

(COMMUNICATED.)

THE Wordsley School of Art and Technical Institute was opened on Monday, September 16, in the presence of a large assembly representative of most of the technical and educational committees of the district, and including influential residents interested in art training, local manufacturers, members of local governing bodies, and trade societies, and all the officers of the Institute. We regret we have not room to give the names of those present (though we have been furnished with them), but we may say we are pleased to see the name of Mr. C. T. Pickersgill, the secretary of the Glasscutters' Society, and amongst those who sent apologies at their inability to attend was Mr. J. Husselbee, secretary of the National Flint Glass Makers' Society.

The company assembled in the cookery room. Mr. Owen Gibbons, C.C., chairman of the committee presided, and was supported by Alderman J. T. Homer, of the Staffordshire Education Committee, who attended to give the opening address.

Mr. Benjamin Richardson made the gratifying announcement that his uncle, Mr. W. H. Richardson, of Glasgow, had sent an intimation that he would defray the whole of the deficit on the building fund—which Mr. Mason put at nearly £50—so that the institution might be opened free of debt.

The Chairman, Mr. Owen Gibbons, said they were met to rejoice on the completion of that building. They did not know the importance of the work they had to do in the future, but they had laid there the foundations of liberty, citizenship, and education, and he hoped the school would have a prosperous career. Ruskin truly said, "Be assured all the best things and treasures of this world are not to be produced by each generation for itself." They had received great assistance in the work there in the past from many citizens. They had carried forward the work of education, and he hoped it would be carried still further. He had to ask Mr. B. F. Mason, hon. sec. to the building committee, to give a short history of the growth of the scheme, and he should like to express his appreciation of the energy and determination which Mr. Mason had put into the work. Though they recognised his services a short time ago in a small way, they would never be able to repay the debt of gratitude that district owed to him.

Mr. B. F. Mason gave a short history of the scheme. The total cost of the extensions was roughly about £1,460 9s., of which they had in hand and promised £1,410, leaving about £50 to be provided. The total cost of the building (exclusive of work done at the cost of the education authority) was £3,071, and of this amount upwards of £1,600 had been raised by subscriptions locally. Referring to the report, the Chairman said it not only showed that the school was wanted, but that the people were willing to pay their share of the cost of it.

Mr. J. T. Homer delivered an interesting and forcible address on the objects of the Institute, the advantages of education generally, and technical education particularly. He said that from its inception to its completion the Institute reflected the greatest honour and credit upon all concerned. The princely gifts of Mr. Richardson and the humble half-crowns of the working men had been well spent. There had been many misconceptions as to the work of a technical institute. They were not established for the purpose of putting on the market a lot of "Jack" carpenters, or "Jack" glassmakers, who, when turned out, would think they knew everything, when they really knew nothing practical. That would be a nuisance and a danger to the glass industry. The object of the Institute was not the teaching of the art, but the teaching of the science in connection with the arts of a trade. That was their great work. They did not believe in cramming, teaching people a whole lot of formulas, sentences, and tables, and calling it education; their work was the real education, the brain-stretching, the drawing out of the capacity of the student, by teaching him scientific methods and the power of observation to fit him for any duty or work which he might be called upon to do.

In concluding an animated and encouraging address Mr. Homer said the opening of that Institute would be a red-letter day in the history of Wordsley, and it was with very real and pronounced pleasure that he declared the Institute open for its great work, which, he trusted, would be an advantage to their country, to their county, to their district, and their people.

Addresses were delivered by Mr. H. Staveley Hill, M.P., and Professor Turner, of the Birmingham University. Prof. Turner, referring to the County Education Committee, said he had been very much interested in two branches of their work in Staffordshire, in which, so far as he knew, the county was unique. They were the school of pottery in North Staffordshire, and the school for instruction in glass manufacture in Wordsley, which had been carried on for some time with some measure of success. The glass trade was not flourishing in this country. There were many difficulties; and, while he would not enter into the question of tariffs, nor refer to trades union matters, we had undoubtedly been behind our foreign competitors in our knowledge of the scientific principles which underlay the manufacture of glass. The greater part of the glass used for scientific purposes was still imported from Germany, and, while we had made advances of which we might well be proud, we were, figuratively speaking, ten thousand miles behind at the present time.

Mr. B. Richardson, in proposing a vote of thanks to Mr. Homer for his address, said it would be a great satisfaction to the committee to see the work on which they had laboured for so many years completed, and it would also be gratifying to the promotors of the scheme in that the original design of the architect had been carried out. This could not have been done but for the handsome donations and splendid efforts put forward locally, as without that the County Council grants would not have been forthcoming. His aunt, Miss Richardson, took a great interest in that school, and she would have liked the building to be opened free of debt. Mr. W. H. Richardson, of Glasgow, had sent a cheque to wipe out the present debt. They would therefore open the building and start the school free of debt. He sincerely hoped it would prove of great advantage to the district, and that the rising generation would receive every possible benefit.

Mr. Richardson's announcement was received with the greatest satisfaction by all present, the chairman remarking that it had come as an agreeable surprise to him.

It will be remembered that in the Diamond Jubilee year, Mr. W. H. Richardson contributed £196 to the Institute.

The vote of thanks was duly seconded and carried. Other votes of thanks were accorded. In replying to one to himself, Professor Turner said exception seemed to be taken to his suggestion that they were ten thousand miles behind. He believed a ship nowadays travelled about five hundred miles a day, so it worked out at about 20 days behind. If he could think they were only about three weeks behind, he should be very well satisfied.

Several other votes of thanks were accorded, including one to Mr. W. H. Richardson (to which Mr. B. Richardson responded on behalf of his uncle), and another to the chairman, and the proceedings closed with the National Anthem.

LIBRARY OF THE UNIVERSITY OF ILLINOIS

A MODERN WHOLESALE HOUSE.

(BY OUR OWN REPRESENTATIVE.)

NOT many exclusively wholesale houses in the pottery and glass trades have been established within the last half century. A characteristic of most of the successful wholesale houses of to-day is their age. They enjoy a reputation founded generations ago, when the conditions of distribution in our trades were very different from what they are now. Those conditions have changed materially within the memory of many still living. Less than forty years ago the productions of our glass and pottery factories were distributed in much the same manner throughout the United Kingdom. For their foreign trade, manufacturers dealt direct with exporters. For the home trade they, for the greater part, supplied the wholesale houses. The wholesale dealers supplied the shopkeepers, and these retail dealers supplied the consumers. Then someone preached the advantages of bringing the consumer, that is to say, the public, into closer touch with the manufacturer, doing away with the middleman and giving the public the benefit of the middleman's profit. This was considered self-evident reasoning—but it proved to be sounder in theory than in practice, and was not capable of universal application. It is conceivable that it might work well in dealing with butter, milk, and eggs, but many things have to be taken into consideration before the advantages of applying the same principle to the distribution of pottery and glass can be positively ascertained. I have no hesitation in saying that quite a large number of retail dealers have never proved those advantages for themselves. However, it came to be regarded as an indication of "smartness" with shopkeepers to "order from the works," and serious inroads were made into the business of the wholesale houses, and the number of them decreased. Shopkeepers in a comparatively small way of business were fond of boasting that they "bought direct," and considered that the announcement that they did so was an attraction to customers. Whether it was so or not is another question, but I am convinced from my own observation that retail dealers doing a small but steady business have often been crippled irretrievably by a system of buying which necessitated the opening of accounts with so many manufacturers. I am equally certain that it was not to the advantage of the trade as a whole, when manufacturers (I am thinking now of our own trade only) divided the substantial business that was done with established wholesale houses, into the large number of small transactions with retail buyers. No exception can be taken to retail distributors in a large way of business buying direct from the works as they can order large quantities. Manufacturers are justified in supplying them, but my experience is that our trades have been seriously injured by manufacturers supplying dealers doing only a small trade. The inducement to buy goods a fraction cheaper (as he thinks) has often led a tradesman to order larger quantities of one line than



WAREHOUSES, BLEEDING HEART YARD.

his trade justified, with the result that goods were so long in stock that he did not turn over his capital as he ought to have done, and eonsequently lost money on those goods. This is why I have always thought that the trade would have been in a better condition if manufacturers had continued to leave—as they used to leave—the business of distribution to the wholesale houses, instead of undertaking so much of it themselves. The wholesale trade in pottery and glass is not dead by any means. There are still old houses doing a good wholesale business, and performing the funetions of distributors with an effieency that manufacturers can never attain. And what is equally interesting—from a trade point of view perhaps more interesting—there are younger firms doing a strictly wholesale business with energy and suecess. One of the rooms at Charles-street. I called casually a short time ago on Mr. G. L. Gent, the principal and founder of the firm, at his office in Holborn-circus. It has been my pleasure to know Mr. Gent for many years—never mind how many. We talked about business generally, and walked round his suite of attractive showrooms, and he asked me to accompany him to "their other place," in Charles-street. I was glad of the opportunity to do so, and these notes are the result.

When I first knew Mr. Gent he was a manufacturer's representative—and a young one. He has been all his business life intimately connected with the distribution of pottery and glass, and has thus acquired a thorough, practical acquaintance with the glass and china trades, and traders, of London. After several years' experience



PART OF TOILET WARE SHOW ROOM.

best known wholesale houses in our trades in London is that of

G. L. GENT & SON, HOLBORN-CIRCUS, E.C.

Their offices and showrooms are at 4, and 5, Holborn-circus, and their warehouses, packing and forwarding rooms, stables, and general offices are at 3, 4, and 5, Bleeding Heart Yard, Charles-street, Hatton-garden. They are thus in the very centre of the wholesale trade in London. "Holborn-eircus" is a sort of "Mecca" to the glass and china shopkeeper, to which he is bound to pay periodical visits. I have for many years been familiar with the firm's showrooms in Holborn-circus, but I have only recently learnt the extent of their warehouses and stock he entered into partnership with Mr. J. Abbott, and, under the firm name of G. L. Gent & Abbott, they commenced business in Thavies Inn, E.C., as manufacturers' representatives, and as importers and factors, in 1877. Amongst the firms they represented were Messrs. Woodall & Sons, glass manufacturers, Birmingham, the Neville Glass Company, Gateshead-on-Tyne, T. H. Ungar & Co., &c. After a few years in Thavies Inn they removed to more convenient premises at 6, Bartlett's Buildings. They remained at Bartlett's Buildings about six years, until in 1884 they acquired their present premises at 4 and 5, Holborn-circus. Through all these years their business as wholesale glass and china dealers, importers and exporters, had been steadily inereasing. Mr. Abbott

looked after the commercial side of the business, while Mr. Gent did all the buying and superintended the distribution. This entailed no small amount of labour, but he has always been an active and hard-working man, and, having a robust constitution, he is none the worse for the late hours he has devoted to his business. His indefatigable industry is well known in the trade, and there is no doubt that this, combined with his tact and complete knowledge of the trade, is the secret of the rapid growth of the firm's business. In 1902 Mr. Gent acquired Mr. Abbott's interest in the business, and he has since been the sole proprietor.

It would be interesting and instructive to follow the gradual development of what is now an extensive business (even for London), but space will only permit me to give a short account of it. A good idea of its extension, however, may be conveyed in a few words. When in Thavies Inn the rent of the premises occupied by the firm was £35 a year, and they had one horse and one van. Now the rental of their offices, showrooms, and warehouses amounts to £1,500 a year, and they possess ten horses and four vans. I am told the latter are always fully employed. When Mr. Abbott left, Mr. Gent's eldest son began to take a responsible part in the business. He had been trained in it as a youth, and had learnt all the rudiments of wholesale trading. He has since spent 3½ years in Germany, where he became a fluent German linguist, and at the same time familiar with the ceramic and glass products of the Empire. This knowledge is now of especial use, as the firm imports largely both pottery and glass ware from Germany. Mr. Gent, jun., travels for the firm in the provinces, and takes part in the London work between his journeys. The second son is also actively engaged in the business, the intricacies of which he has thoroughly mastered. He received part of his education in Belgium, where he acquired a knowledge of the French language and of French and Belgian pottery and glass. The firm's travellers work London and the suburbs thoroughly, and periodically cover the whole of the South and West of England.

The Show Rooms.

There are six showrooms and a private office on the premises at Holborn-circus. The main room, into which the principal entrance from Holborn-circus leads, is lofty and long. It is well arranged, and is as full of samples as it could be with advantage. At the end of this long room there is a room to the right with a large window looking into Bartlett's Buildings, but there is no outlet from the premises that way. There are spacious rooms under the whole of the ground floor, and also partly under adjoining premises. No stock is kept at Holborn-circus, so that all that is shown consists of samples only. The principal room contains a nicely varied assortment of better class goods, both useful and ornamental; but other rooms are each devoted to particular lines—one to fancy goods, one to dinner ware, another to table ware, another to glass ware, and yet another to toilet ware. The last named is a fine long room under the principal room, and it would scarcely be possible to have a greater variety of samples of toilet ware at one view than is here presented. There are no fewer than 256 samples of toilet services—a ewer and basin of each—shown here, all different in shape or ornamentation. Every grade is represented, from inexpensive six-piece sets up to the most richly decorated. We give a view of one side of this room. There is in another room the same variety in glass ware, ranging from plain, useful kitchen ware up to beautifully cut glass services. There is a room devoted to samples of tea ware, in which every taste and every grade of ornamentation is represented. The firm make a special feature of artistic figures in china parian, majolica, and imitation bronze. There are many in strikingly graceful poses and natty, picturesque groups. Pretty combinations of figures and mirrors are dotted about among the samples with charming effect. Those that are of foreign manufacture are imported direct from the makers. The firm show a variety of shapes and patterns of very pretty but inexpensive tea sets, and accompanying the samples is a card showing the contents of small cases of assorted patterns of these. This arrangement is calculated to economise the time and the labour of dealers. Cases are ready packed in the way indicated by the cards, and can be sent off quickly. The same plan is adopted with samples of pretty vases shown. They also are kept in stock, packed assorted patterns in small cases—twelve pairs in a case. These are just the goods to brighten up the stock of a dealer, and they are supplied in quantities than any shopkeeper will be justified in ordering. The convenience of buyers of small lots is studied in the same way in respect of glass ware. A dealer is under no necessity to buy a large quanity of any one pattern, since assorted packages are a ways available. There is a further advantage to a dealer who has neither a large nor a quick "turn over" in dealing with a wholesale house like G. L. Gent & Son. He can obtain in one consignment, and have sent off at once (if in the London district, delivered to his door in the firm's own van), goods that, if bought from the works, would have to come from half a dozen factories, while in each case the quantities would be too small for manufacturers to send. Even dealers who can always buy stock patterns in sufficient quantities to justify separate consignments from the works, must occasionally find it immensely convenient to have a wholesale house at hand, where they can obtain a single piece, or a single set, at once. In dealing with a wholesale house, the retailer has sometimes to pay a trifle more than he would have to pay the manufacturer, but he must remember the advantages he has as a set-off against this. In the first place, when Gent & Son deliver any goods to a dealer, he knows exactly what they cost him, and he can add his profit easily. Before he can fix his selling price for goods he receives "direct from the Potteries" he has to add to the cost price the carriage, the package and straw, and something for risk of breakage. Then, if there happens to be a piece missing, a week's correspondence is entailed with the works in trying to get the error rectified. Very often it is not rectified, because the makers say the goods were correct when despatched. They say they are not responsible, and refer the dealer to the railway company. If the wholesale house can save the dealer all this annoyance, the small addition to the works' price for the goods is well earned. But (and this is why I consider the wholesale dealer an advantage to manufacturer and retailer) Gent & Son are able, in most cases, to sell at the same prices the shopkeeper would have to pay at the works. They buy in large quantities, and therefore buy cheaper; they have goods sent at reduced cost by the "station to station rate," and they cart them from the station in their own vans. They are thus able to save on the expenses in a manner a dealer handling smaller quantities cannot.

Stock Rooms and Warehouses.

Gent & Son occupy a large and fine range of new buildings in Bleeding Heart Yard. The premises have a frontage of about 100 ft., and are about 40 ft. from front to rear. There are four floors and a deep basement, with a large and convenient lift from bottom to top of the premises. The storing arrangements here are excellent, and are such as to admit of easy access to each bin or package. The ground floor is occupied principally with earthenware On the first floor there are general offices with light and comfortable

accommodation for the clerical staff. Customers who have for years been familiar with the display of high class samples at the showrooms cannot form anything like so correct an idea of the extent of the firm's business as they could in five minutes spent at these receiving and distributing warehouses. With the exception of the portion taken up by the offices, every foot of space on each floor seems to be utilised. There are what look like endless avenues of well-arranged and consecutively numbered bins closely packed with stock, and cases arranged in orderly fashion with a label on each indicating its contents. The second and third floors are equally full of china and glass ware, loose and in cases. When Mr. Gent asked one of his assistants for some information I recognised a face that was familiar to me years ago, and was told that the person I referred to had been in Mr. Gent's employ in successive capacities for twenty-five years, and was now the head warehouseman. This is a circumstance which speaks well for both of them. I found quite a number of employees who had been a long time in the firm's service. When I referred to this, Mr. Gent said he had always aimed at getting capable, trustworthy people about him. When he gets a good man he does not want to lose him, and he endeavours to treat him so that he shall not wish to leave. In reference to a comment of mine on their huge stock, the warehouseman said that, in addition to the loose goods in bins and on the floors, they had about 500 complete packages on the premises at that moment. Mr. Gent added that they had also (as they usually have) about 2,000 packages of all kinds—crates, cases, tierces, &c.—awaiting their orders at various railway stations and wharves.

Perhaps the most hustling section of Gent & Son's premises is the basement, which has abundant head room, and extends the entire length and width of the building. In one room here are goods looked out for orders, brought down by the lift from the various departments, and ranged in groups on the floor. They are taken in rotation to the packing-room adjoining, where three expert packers are kept constantly employed. The firm pride themselves on the fact that while cases of breakage are not infrequent in packages they receive, it is a very rare occurrence indeed for them to hear of a case of breakage in goods they send out. In this department also I found reliable workmen, employees of long standing. Harry Wilshaw, the head packer, is well known in the Potteries. He served an apprenticeship with Geo. Jones & Son, Stoke-on-Trent, and has now been eighteen years with Mr. Gent. He has the reputation of being a most skilful packer.

The firm have an extensive connection amongst shippers, and glass and china dealers over all the ground they cover, and do a considerable contract business with railway companies, hospitals, and other institutions. They also contract for complete outfits in pottery and glass for steamships, and have some first-class companies amongst their regular customers. These contracts necessitate stocks of many special shapes and patterns, with monograms and badges. Mr. Gent is a far-sighted, keen business man, with a sound knowledge of all branches of our trades. His services are in frequent request as official valuer to the trade. He is also an agent for the sale and purchase of businesses. He is alive to all opportunities of doing business, and does not let many such pass without an effort to take advantage of some of them. In a corner of the yard I noticed several tierces full of broken crockery. I remarked, "It is a pity this waste cannot be utilised as 'cullet' is." "But it *is* utilised," said Mr. Gent. "We ship it to India, and collect it for that purpose." On my way out I noticed the stables and the harness-room. Two horses were "resting" at the time. They are well looked after, and Mr. Gent evidently treats them also with consideration. I had an interesting conversation with him on the present conditions of the distributing trades in pottery and glass. He is entitled to speak on that subject. When I remember the changes that have been taking place in recent years, I give Mr. Gent credit alike for courage and foresight in venturing upon a wholesale business at the time he did. He commenced just when the trade seemed (to most people, at any rate) to be passing out of the hands of wholesale dealers, when wholesale houses of long standing were finding the competition of manufacturers amongst retail dealers very difficult to contend with. That he succeeded in the face of these adverse conditions is not only indicative of his own tact and determination; I think it also demonstrates that the wholesale dealer is a very important factor in the prosperity of the pottery and glass industries.

Belgian Glassware Exports for the first six months of the current year amounted to 15,368,100 kilos of coarse, valued at £321,120, and 194,500 kilos of fine, valued at £26,120. The coarse wares are well above the average, but the fine wares show a large falling-off in weight and a slight decline in value.

Mirrors and Mirror Glass at the Nijni-Novgorod Market.—The largest centres for the production of mirrors in Russia are the Moscow manufacturing district, St. Petersburg, and the Western district. In St. Petersburg the glass is made, and generally its further treatment is carried out in Moscow. There it is ground, silvered and put into frames, &c. In the Western district, where competition has seriously reduced prices in this class of goods, scarcely any but medium and inferior sorts are produced, and these are never sent to the Nijni-Novgorod market. Thus the only source of supply for this market must be considered to be Moscow, which is represented here, says the Nijni-Novgorod market report, this year by four firms. During the past few years the trade in mirrors and mirror glass has varied between £30,000 and £40,000 value, according to the demand. In some lines this year the quantities on offer are somewhat less than usual, owing in part to what was left over last year. There is an improving demand for mirrors from the Caucasus, the Volga and Transcaspian regions. There are scarcely any buyers from Siberia. Prices are at about last year's levels.

U.S. Felspar Production.—The productions of felspar in the United States in 1906 amounted to 39,976 short tons of crude felspar, valued at $132,643, and 32,680 short tons of ground felspar, valued at $268,888, a total of 72,656 short tons, valued at $401,531. The average value of the crude felspar was $3.32 per short ton ($3.71 per long ton), free on board at the mines, and of the ground felspar $8.23 per short ton, free on board at the mills. The principal consumers of felspar are the pottery and enamel-brick manufacturers, its main application being as a constituent part of both body and glaze in true porcelain, white ware, and vitrified sanitary ware, and as a constituent of the slip (underglaze) and glaze in so-called "porcelain" sanitary wares and enamelled brick. The proportion of felspar in the body of these wares usually falls between 10 and 35 per cent., though sometimes less and sometimes more. Its melting-point being lower than that of the other constituents, it serves as a flux to bind their particles together. A typical white-ware body used in one of the Pennsylvania potteries has, approximately, the following composition:—Quartz (flint), 35 parts; kaolin, 35; plastic or ball clay, 16; felspar, 14. Small quantities of felspar are used in the manufacture of opalescent glass. The felspar used for this purpose usually contains more free quartz and muscovite than that used for pottery purposes, and in most cases also contains fragments of iron-bearing minerals. The spars which are used for opalescent glass are notably richer in soda than in potash.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR AUGUST, 1907.

	Quantities.				Value.			
	Month ended August.		Eight Months ended August.		Month ended August.		Eight Months ended August.	
China or Porcelain, and Earthenware.	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany .....cwts.	4,737	8,702	42,730	67,495	£6,372	£7,640	£51,154	£56,300
,, France ..... ,,	10,501	3,128	40,229	40,275	4,065	4,999	40,410	42,046
,, United States of America ..... ,,	42,970	45,489	320,834	350,513	58,028	57,387	378,848	418,144
,, Brazil ..... ,,	15,047	15,899	99,794	139,926	11,025	13,741	78,456	107,410
,, Argentine Republic ..... ,,	32,700	24,279	298,777	239,099	14,501	13,640	117,955	117,853
,, British South Africa ..... ,,	19,804	5,200	154,870	85,277	10,567	5,694	79,833	58,997
,, British East Indies..... ,,	19,351	17,346	194,520	212,069	13,744	12,124	103,580	108,353
,, Australia ..... ,,	24,520	21,140	112,564	139,752	19,719	26,283	115,628	161,168
,, New Zealand ..... ,,	8,424	10,675	42,107	55,707	14,852	15,520	58,958	78,460
,, Canada ..... ,,	27,922	29,396	197,962	214,420	22,265	26,574	157,674	196,119
,, Other Countries ..... ,,	71,438	92,964	601,697	676,289	51,433	59,582	365,006	406,592
Made up as follows:								
Porcelain, Chinaware, and Parian .. ,,	2,559	2,268	16,795	13,704	21,632	20,199	104,019	118,064
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	125,538	143,498	875,289	1,046,889	160,457	184,301	1,089,080	1,307,190
Jet, Rock'm, and Glazed Terra-cotta ,,	98	152	793	345	217	282	1,506	638
Red, Stone, Brown and Yellow Ware ,,	134,578	116,196	1,105,068	1,060,031	25,811	21,401	212,061	202,627
Other Sorts (including Electrical and Chemical Ware) ..... ,,	14,641	12,104	108,139	99,853	18,454	17,001	140,836	122,920
Glass.								
To British South Africa.....value £	—	—	—	—	7,674	5,282	57,051	40,891
,, Other Countries .. .. ,,	—	—	—	—	98,835	106,101	775,459	882,447
Made up as follows:								
Plate Glass .....cwts.	9,703	9,577	88,045	102,766	14,648	15,353	130,949	169,050
Flint Glass ..... ,,	6,467	6,233	40,149	47,530	21,227	18,745	130,008	141,011
Glass Bottles .....gross	65,622	72,220	493,827	569,746	42,086	48,465	313,277	367,525
Glass Manufactures, other sorts....cwts.	31,350	35,087	294,794	310,966	28,548	28,820	258,276	245,752

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR AUGUST.

	Quantities				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian..cwts.	4,816	5,390	32,518	35,244	£21,359	£25,218	£156,126	£170,098
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	24,903	28,387	211,010	222,811	50,446	55,867	411,655	437,701
Jet, Rock'm, and Glazed Terra-cotta ,,	57	—	6,846	151	197	—	2,235	538
Red, Stone, Brown and Yellow Ware ,,	1,801	11,581	22,502	48,003	625	1,860	6,344	9,949
Other sorts (including Electrical and Chemical Ware) ..... ,,	2,297	2,092	15,529	17,082	3,812	2,789	22,955	22,360
Window and German Sheet Glass ,,	103,736	102,950	924,550	852,420	59,932	57,743	520,551	474,301
Plate Glass ..... ,,	39,073	25,991	264,687	288,731	51,271	30,780	344,764	354,192
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	76,150	67,469	546,883	519,593	114,680	103,410	871,489	765,754
Glass Bottles.....gross	120,044	108,077	1,007,452	990,556	51,862	46,646	420,654	413,080
Glass Manufactures, other sorts....cwts.	3,329	849	31,377	9,498	6,196	1,105	47,950	11,964

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR AUGUST.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian ...cwts.	1,101	2,167	11,038	11,180	£4,584	£10,399	£47,513	£51,337
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	499	1,387	4,375	9,596	1,122	3,238	9,991	20,005
Jet, Rock'm, and Glazed Terra-cotta ,,	—	—	38	15	—	—	157	42
Red, Stone, Brown and Yellow Ware ,,	—	462	405	561	—	125	855	149
Other sorts (including Electrical and Chemical Ware) ..... ,,	2	—	71	118	2	—	371	228
Window and German Sheet Glass ,,	388	886	11,301	5,258	228	324	5,967	2,420
Plate Glass ..... ,,	592	169	2,234	3,684	565	210	3,122	4,094
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	677	469	12,644	4,909	1,192	978	25,475	10,922
Glass Bottles .....gross	3,433	3,687	17,706	32,632	2,076	2,057	10,665	18,757
Glass Manufactures of other sorts ..cwts.	379	597	4,553	5,089	1,176	1,444	11,304	12,486

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, July 28 to August 28, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 to August 28, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	1,318	523	4,693	4,826
,, New York	763	651	5,037	4,099
,, Baltimore	1,811	1,199	13,668	9,662
,, Philadelphia	121	69	1,727	859
,, New Orleans	403	389	4,847	2,792
,, Newport News	852	213	1,659	976
,, San Francisco	149	258	485	1,149
,, Portland, Me.	154	87	4,476	595
,, Galveston	156	365	1,220	978
,, Portland, Or.	—	35	109	688
,, Inland Points	154	878	797	8,182
Total	5,881	4,667	38,718	34,806

Foreign Notes.

Porcelain Handles for children's carriages are dutiable at 3 fr. 50 c. per 100 kilos on importation into Switzerland, according to a recent tariff decision.

The Keramisch-Chemische Werke at Teplitz, Bohemia, has been started by Dr. A. Allers and Mr. E. Heller, to manufacture fusible colours for the pottery, glass, and metal industries.

Earthenware and Pottery of common varieties, to the value of £416,760, and weighing 39,790,800 kilos, was imported into France during the first six months of the present year. The figures show a steady increase.

Japanese Exports of porcelain and earthenware during the first half of the present year were valued at £189,400, as compared with £180,950 in the first six months of 1906, and £112,250 in the corresponding period of 1905.

Porcelain and Glassware to the value of £8,000 were imported into Damascus last year. Of this total Austria-Hungary supplied 30, France, Italy, and Germany, 60, and Belgium 10 per cent. The value is above that of the import in 1905, but below 1904.

U.S. Pottery Imports.—The imports of earthenware, stoneware, and chinaware into the United States for the year ending June 30, 1907, were valued at $13,707,000. The value shows a regular increase of about $1,100,000 per annum during the past three years.

Porcelain Tableware to the weight of 15,440,400 kilos, and valued at £1,273,850, was exported from Germany during the first six months of the present year. The exports of hollow glassware, uncoloured, amounted to 48,233 metric tons, valued at £385,850.

Bauxite is largely used in France for the manufacture of fireproof pottery. For this purpose and for making aluminium 75,000 metric tons were produced in 1905, and 103,000 metric tons in 1906, in the Lyons district. The production is largely carried on by means of water power.

The Exports from Austria-Hungary during the first six months of the current year included 69,148,700 kilos of china clay, valued at £100,833; 33,718,700 kilos of pottery, valued at £552,208, including 7,318,900 kilos of porcelain, valued at £413,875; and 31,716,900 kilos of hollow glassware, valued at £214,833.

Crockery and Glassware to the weight of 9,750 cwt., and valued at £8,680, were imported into Trebizond for Anatolian trade during 1906. For Persian trade 10,340 cwt., valued at £23,370 were imported. The figures are well above the average for recent years. Only 300 cwt., valued at £760, were supplied by the United Kingdom.

Glassware of every description, but mostly of the showy kinds, and plain tea glasses and ordinary lamps, are imported into Resht from Russia; some of the better wares come from Austria-Hungary. It is usual, however, for the better kinds from Austria-Hungary, France and Germany to be imported viâ Trebizond. £7,397 worth of pottery was imported during the last financial year.

The U.S. China Clay Market.—An American journal just received says: The china clay market is easier by reason of the arrival of the steamship "Almeria" from Plymouth with 2,012 tons and 2,600 casks, the "Potsdam" from Rotterdam with 250 casks, and the "Georgic" from Liverpool with 40 casks. Demand continues good and values rule steady on the basis of $11 to $17·50 per ton for English, according to quality. Domestic has been in fair demand, with values unchanged at $8 to $9 per ton.

Belgian Ceramic Industries.—The Belgian Ministry of Commerce and Labour are issuing a series of monographs on the principal Belgian industries, and have just published one which deals with ceramics. It treats principally of the brick, tile, and earthenware pipe manufacturers as the china, faïence, and majolica production is not very extensive. Still, a fair section of the report is devoted to these branches. The monograph, which is well illustrated, can be obtained from Mr. Lebègue et Cie., Rue de la Madeleine, 46, Brussels.

The Imports of Lourenco Marques during 1906 included 38 tons of earthenware valued at £1,785. The trade was distributed as follows:—U.K., 15 tons; Germany, 13 tons; British Possessions, 3 tons. Germany supplied most of the glass bottle import, 277,598 lbs., valued at £2,55[illegible]. Besides the above, 107,883 lbs of glass bottles, valued at £1,109, were imported for transit to the Transvaal. Nearly all these were from the United Kingdom. The transit trade in earthenware, 554 tons, valued at £12,543, included 267 tons pipes at £1,427, nearly all from Germany, and 287 tons earthenware at £1,116; £8,000 from United Kingdom, and £2,860 Germany.

U.S. Pottery Labour Dispute Ended.—The differences between the National Brotherhood of Potters and the United States Potters' Association, which for a time threatened to precipitate a strike which would have affected 30,000 men, have been settled as the result of a meeting which lasted four days and nights. Twenty-eight propositions were discussed, but most of them were withdrawn after some parley. The most important proposition, that of an increase of 16 per cent. in wages in the kiln-men's department, caused a deadlock which lasted for nearly all of the last day's session. This demand was withdrawn by the operators after it was demonstrated that such an increase could not be granted under present trade conditions.

LIBRARY OF THE PATENT OFFICE

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

X.—THE "SULPHURING" & "FEATHERING" OF GLAZES.*

By J. W. Mellor, D.Sc.

"SULPHURING" is a term with different meanings in different parts of the Potteries. It refers to "diseased" glazes which have been blackened either by the presence of particles of "soot" in the glaze which vitrified before the carbon had time to burn off, or by the reduction of the combined lead in the glaze owing to the presence of insufficient air at some stage of the firing. The term is also used for glazes which have been dulled either by devitrification or by the formation of a surface film of sulphates, due to the presence of sulphurous gases among the products of combustion of the coal. The present communication does not deal with the "blackening" of glazes. That defect is comparatively simple.

1.—"*Sulphuring*" *by Devitrification.*

An examination of the minute structure of various types of pottery bodies at different stages in the firing has shown that spicular crystals are developed under certain conditions. These crystals are very like the mineral sillimanite, which occurs in volcanic slags. Similar crystals are produced when glazes are heated under certain conditions. In that case the glaze loses its brilliant surface to a greater or less extent; if the crystals are very profuse the glaze acquires a more or less opaque enamel-like aspect. The appearance of these crystals is indicated in Figs. 2 and 3 (× 200). Fig. 2 represents the crystals under the influence of polarised light;

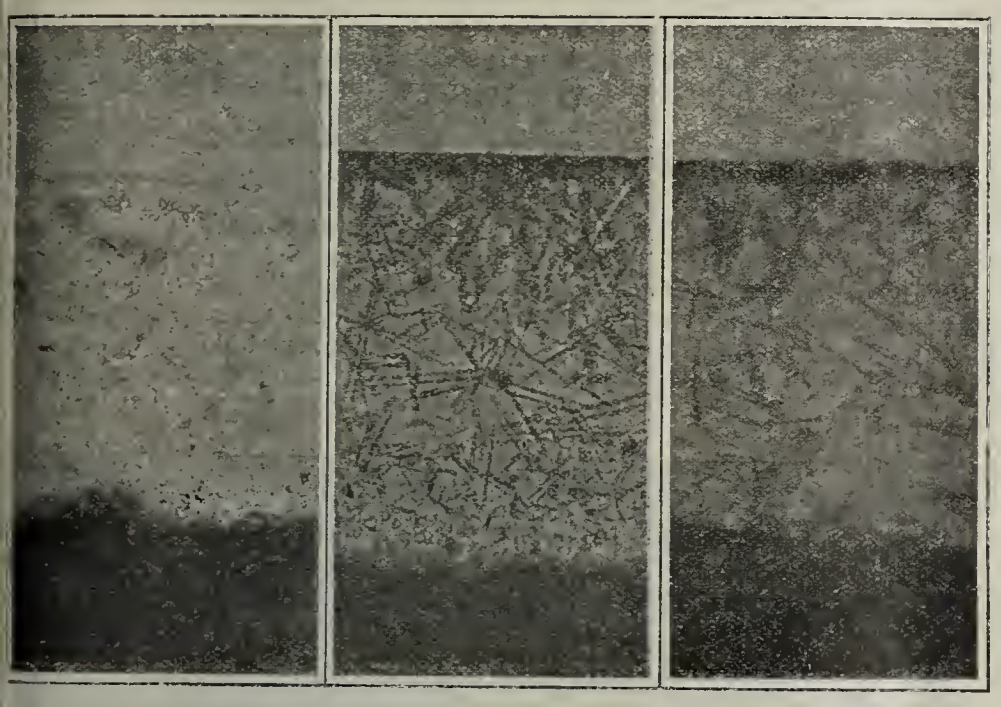


Fig. 1. Fig. 2. Fig. 3.

Fig. 3 with ordinary illumination. If these crystals be sillimanite, I suppose we must assume that lead-boron glazes exert a catalytic influence on the development of the crystals, because our study of bodies has taught us that crystals of sillimanite only appear in mixtures fired at much higher temperatures than the glost oven. (*Trans. Eng. Cer. Soc.*, 5, 75, 1906.) The action possibly resembles the catalytic influence of lead chloride, sodium tungstate, and sodium molybdate on the formation of tridymite—a crystalline form of silica. (P. Hautefeuille and Margotet, *Bull. Soc. Min.*, 4, 244, 1881; *Compt. Rend.*, 23, 636, 1881; Parmentier, *Thèse*, Paris, 1882; A. L. Day and E. S. Shepherd, *Amer. Journ. Science*, [4], 22, 262, 1906). The presence of a catalytic agent accelerates the growth of the crystals very much as the application of a whip accelerates the pace of a slow horse. But I do not think the crystals are sillimanite.

I am indebted to Mr. F. J. Austin for the following instructive experiment:—Fig. 1 represents an ordinary bone china glaze as it appears after firing in an ordinary china glost oven (approx. 1,200°). The section was cut from the bottom of a cup. There are no well developed crystals, although there are plenty of microliths or crystals in various stages of their formation. The cup was then re-fired in an earthenware glost oven, at a temperature from 40° to 50° lower than the china glost oven, and the beautiful crop of crystals shown in Figs. 2 and 3 was obtained by cutting another slice from the same cup. After re-firing in the china glost, the crystals again cleared off. Fig. 4 shows the crystals on a smaller scale than that of Figs. 2 and 3, so as to bring out the relation of the crystals to the surface of the glaze. Mr. F. J. Austin has made the interesting suggestion that a glaze affected in this way may take up stains, say of tea in a teacup, more readily than a clear vitreous glaze (Fig. 1). These crystals are often present when nothing is perceptible to the naked eye. The phenomenon is readily interpreted in the light of the principles outlined in my paper on "Crytallisation in Pottery" (*Trans. Eng. Cer. Soc.*, 4, 49, 1905).

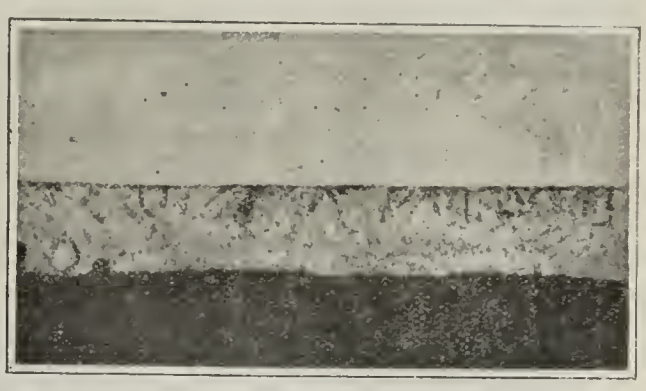


Fig. 4.

There are obviously certain temperature limits in the firing of glazes within which glazes are liable to crystallise with an appreciable velocity. The surface of glazes which have partially crystallised is more or less covered with dull patches (Fig. 5) which lack the brilliant surface characteristic of good glazes. Glazes rich in lime, or low in alumina, are particularly liable to this defect, and this the more, the thicker the glaze.

This is easy to understand. A thin glaze may have sufficient time in the glost oven to dissolve enough alumina to considerably retard the formation of crystals. A thick glaze may dissolve the same amount of alumina from the body, but even then the amount of alumina in the thick glaze will be proportionally less. The minute acicular crystals which permeate a devitrified glaze (Figs. 2 and 3), have, so far as I have been able to test them, the chemical characters of wollastonite—calcium metasilicate, $CaSiO_3$. Unlike the crystals, which I believe to be sillimanite, found in bodies, and in the zone between the body and glaze of many types of pottery, wollastonite crystals are readily attacked when a polished section is etched with dilute hydrochloric or hydrofluoric acid.

Let me illustrate the influence of temperature on the devitrification or crystallisation of a glaze by means of Fig. 6. The dotted curve shows diagrammatically the influence of temperature upon the rate of crystallisation. The maximum rate occurs at, say, 830°; above and below this temperature the velocity slackens down. Crystallisation is more likely to occur the nearer the glaze or body be kept at 830°. We have therefore a zone extending from, say, 790° to 860° in which rapid crystallisation is most likely to occur. I have shaded this zone *a b c d* in Fig. 6. The continuous curves (*a*) and (*b*) in the diagram represent cooling curves. They may represent the temperatures of two ovens, or they may represent the temperatures of two different parts of the same oven. Take the curve (*a*), 175 minutes after commencing the record, the temperature of the oven was 900°, the rate of crystallisation may then be represented by, let us say, 18 units; the oven passed through the "danger zone" in 30 (that is from 220 to 250 minutes), and the temperature fell to 660° in 500 minutes. In the other cooling curve (*b*), the temperature remained in the "danger zone" 240 (that is from 110 to 360) minutes. The "danger zone" might be at or very near the maturing point of the glaze. The glaze will then be very prone to "starring" and "feathering"—a disease which frequently manifests itself in the form of beautiful feather-like or star-like growths on the surface of the glaze (Fig. 7). This effect may some day be a popular form of decoration.

We can now see how the crystals may develop on a glaze in one

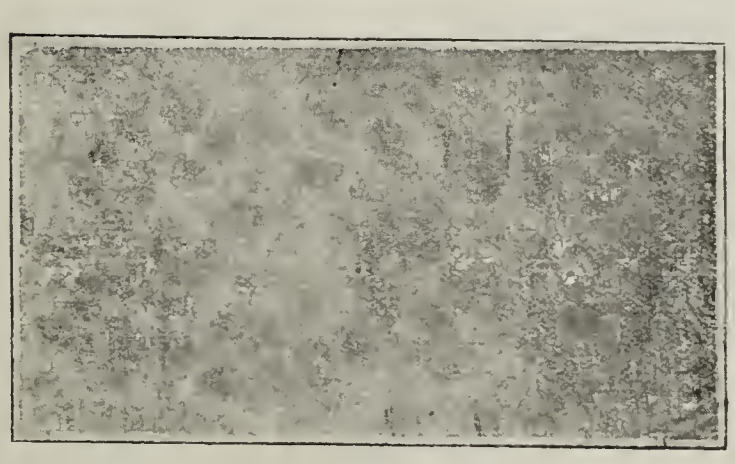


Fig. 5.

oven (Fig. 2), and not on the same glaze in another (Fig. 1) oven we can also see how crystalline effects may be produced when in the firing of a glost oven, the "top" is "starved" (cooled by allowing an excess of air to pass through in order to drive the flaming gases into the lower part, and so heat up the "bottoms."

* Based on Papers in *Trans. Eng. Cer. Soc.*, 5, 75, 1906; 6, 71, 1906.

If, when the "tops" are chilled, the temperature is carried into the "zone of rapid crystallisation," crystallisation may set in. This is a prolific source of "starring"—frequently called "sulphured," or "aired" ware. We also see how the rapid cooling of a glost oven is an important factor in the production of bright clear glazes. In a slowly cooled oven the glaze is held longer in the zone of rapid crystallisation than in a rapidly cooled oven. Hence incipient devitrification, as evidenced by dull patches on the surface of glazes, is more frequently found in the former case than in the latter.

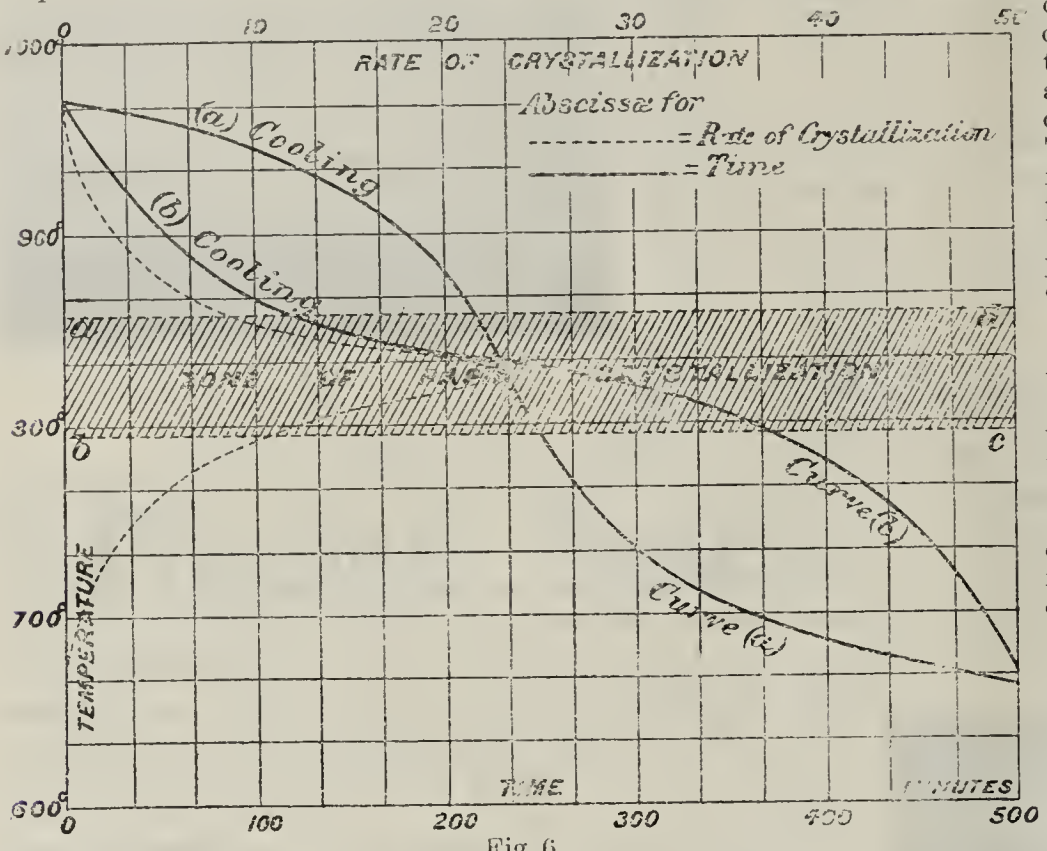


Fig. 6.

Every glaze has its own special temperature for the maximum rate of devitrification, and the "danger zone" for each glaze will have to be determined empirically. By re-heating a glaze in the muffle it is possible to carry it into the "danger zone," where crystallisation sets in rapidly. Similar phenomena have been observed in the manufacture of glass. Fig. 8 (natural size), for example, shows some crystals of wollastonite—calcium monosilicate, $CaO.SiO_2$—as they develop in slowly cooled molten glass. The diagram was photographed from a piece of glass given me by Mr. W. Rosenhain, B.A.,* and I have some similar crystals grown in a block of frit which has worked its way through the bottom of a frit kiln into the exit flue, and which seems to have been in a semi-molten condition for some weeks. I have also seen crystals nearly two inches long produced under similar conditions.

2.—"*Sulphuring*" *by the Action of Sulphurous Gases.*

Crystalline separations may also be produced on glazes another way, namely, by the action of sulphur trioxide, one of the products of combustion of ordinary coal. A good sample of the coal commonly used in pottery ovens has something like this quantity of sulphur:—

Total sulphur	1·20 per cent.
Sulphur in ash	0·11 ,,
Volatile sulphur	1·09 ,,

Under ordinary conditions the "volatile sulphur" burns to a mixture of sulphur dioxide and sulphur trioxide. One ton of such coal can therefore produce 49·2 lbs. of sulphur dioxide, or 61·5 lbs. of sulphur trioxide. The conditions which determine the relative proportions of the two gases have not yet been investigated, although the subject is of very great importance. These gases may react with certain constituents —alkalies, lead, lime, &c.—in the glaze producing sulphites and sulphates. The more air passing through the oven, the greater proportion of sulphur trioxide. The "volatile sulphur" in one ton of the above sample of coal could furnish 104 lbs. of calcium sulphate. The sulphites derived from sulphur dioxide are unstable and readily decomposed, the sulphates from the sulphur trioxide are comparatively stable, and are decomposed with diffieulty. The former do not appear to cause any trouble. If the conditions be such that the sulphates developed on the surface have not time to diffuse into the rest of the glaze, a film of glaze saturated with sulphates may be produced on the surface of the ware, and this on cooling may produce crystals of sulphates, which frequently take on forms resembling Fig. 9. Fig. 9 is photographed from the surface of a cup which came from the glost oven in the ordinary course of manufacture, as one of the painful dispensations of providence.

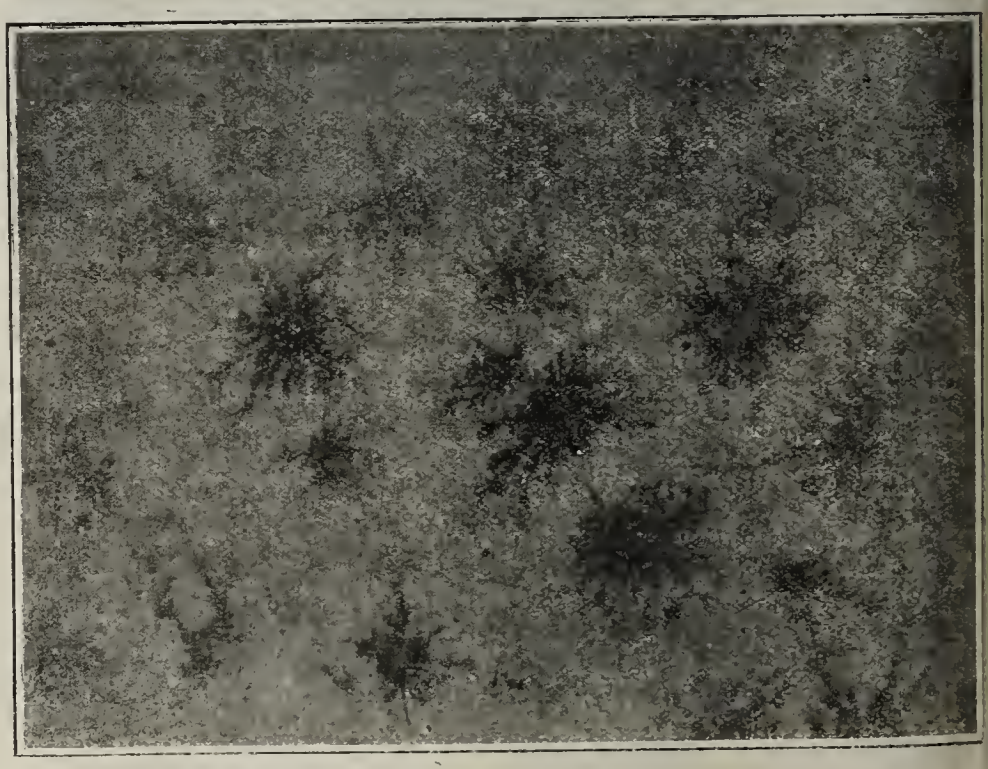
Quite similar effects have been produced in our laboratory by heating 3 in. by ½ in. glazed tiles in a porcelain tube through which air charged with sulphur trioxide was passing. The sulphur trioxide was made by passing the gas from a liquid sulphur dioxide syphon over heated platinised asbestos. The relative proportions of the di- and tri-oxides was regulated by allowing a certain number of bubbles of air and sulphur dioxide to pass per minute through suitable wash bottles. These effects were first noticed in the course of some experiments by Mr. D. F. W. Bishop, M.A., on the action of sulphur dioxide on different glazes.

Remarkable crystalline effects of this kind have also been produced on glazes by purposely firing ware in the large oven of the County Pottery Laboratory with the vilest "brassy" coal I could procure.

If the sulphur trioxide be in great excess, the surface of the glaze may be a dull matte. Quite good imitations of matte glazes can be produced by refiring ordinary glazed tiles in a muffle along with plenty of alum. The alum when fired gives off copious fumes of sulphur oxides. These vapours dull the surface of the glaze. If sufficient alum be employed the effect is uniform and regular. Of course, cheaper sources of the sulphurous gases are available if required. I have obtained an atmosphere charged with an excess of sulphur trioxide by firing pieces of iron pyrites in the same saggar as the glazed ware.

Mr. D. W. F. Bishop has recently made some interesting experiments on the addition of various sulphates—barium, calcium, lead, sodium, and potassium—to ordinary glazes. Such glazes were found to dissolve comparatively large amounts of sulphates before they showed any ill effects. According to the above theory, it is the saturated surface film which crystallises. If the sulphates formed on the surface were diffused uniformly throughout the glaze, there would be less danger. But there is not always time for this diffusion in the glost oven unless the ware be refired in a "clear" atmosphere. This type of "sulphuring" is purely a surface effect, whereas devitrification in particular "danger zones" may extend throughout the whole thickness of glaze. (Fig. 2.)

The "sulphuring" of ware in the enamel kiln is very common. The atmosphere in the kiln, especially if badly ventilated, is comparatively still. If, therefore, sulphur fumes do find their way into the muffle they have plenty of time to act upon the surface of the glaze. The inside of the muffle is frequently smeared with a "lime wash." The lime in the "wash" is supposed to combine with and fix the sulphurous fumes forming calcium sulphite, and subsequently calcium sulphate. It is interesting to remember that the gases from the fire mouths which are circulating in the flues round the outer walls of the muffle can permeate the fireclay walls, even when no cracks or fissures are present. Of the five important gases —carbon dioxide, steam, sulphur dioxide, nitrogen, and oxygen—passing round the flues, sulphur dioxide will diffuse through the walls of the muffle most slowly. The relative rates are approximately (by Graham's rule):—


Fig. 7.

* *Vide* W. Rosenhain, *Trans. Optical Soc.*, 4, 98, 1903; E. T. Allen and W. P. White, *Amer. Journ. Science*, [4], 21, 89, 1906. Vitreous quartz vessels after long use begin to devitrify (H. Hahn, *Int. Cong. angew. Chem.*, 1, 714, 1903). The brittleness of "fireproof" china, and of porcelain pyrometer tubes after long use seems also to be related with the development of a crystalline structure. This question will be discussed in a later paper in conjunction with Mr. F. J. Austin.

Hydrogen	100
Steam	33
Nitrogen	27
Oxygen	25
Carbon dioxide	21
Sulphur dioxide	18

Consequently, sulphur dioxide, the dangerous gas, is least likely to find its way through the walls inside the muffle; but there is this to be said, once the sulphurous fumes have penetrated inside the muffle, they will be slowest to pass out again. Washing the inside of the muffle with a "soft lead wash," so as to glaze the inner surface of the quarries will retard the passage of deleterious gases through the walls. Naturally, an efficient system for ventilating the muffle will drive out the deleterious gases very quickly by convective currents, and render the glazes less liable to attack.

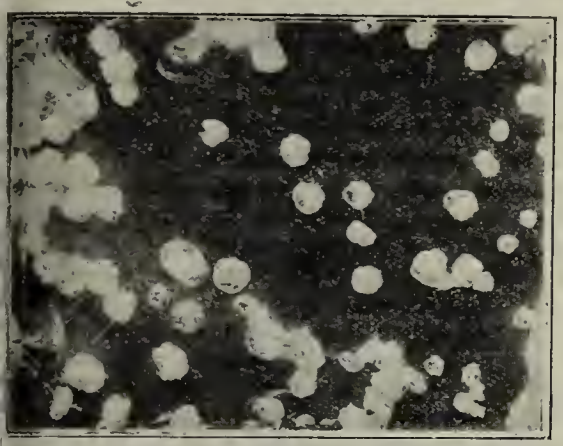


Fig. 8.

I have assumed that the walls of the muffle are perfectly sound. This may appear to be the case when the muffle is cold, but the assumption is seldom justified when the muffle is hot. The movements of the walls by thermal expansions may, at high temperatures, open the joints, as well as cracks which are invisible when the kiln is cold. From some measurements I have made the co-efficient of thermal expansion of firebricks is nearly 0·000007. Hence a firebrick 12 in. long at ordinary temperatures will be nearly 12½ in. long in the vicinity of 1,000°. At first sight this expansion might be expected to close, not open, any cracks. But the expansion sets up irregular strains in the walls of the kiln, opening cracks and joints in some places, closing them in others. The hot gases from the flues may rush through the fissures to the inside of the muffle and produce very bad cases of sulphuring on pieces in the vicinity of the stream of gases.

The conditions which appear to be most favourable to the formation of a surface film of sulphates are an oxidising atmosphere at a temperature near the congealing point of the glaze. This frequently occurs when the upper part of the oven is being held back in order to get up the temperature of the lower part by allowing an extra current of cold air to flow in at the regulating holes

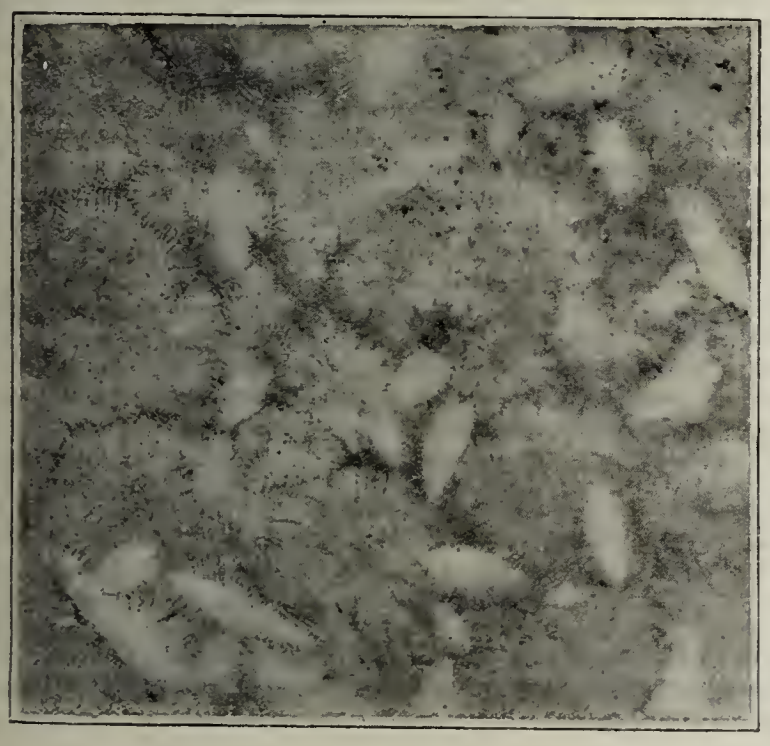


Fig. 9.

and firemouths. At this stage of the firing it is, therefore, of the greatest importance to use coal as free as possible from iron pyrites. It will be evident that "sulphuring" may also be the joint effect of devitrification and the action of sulphurous fumes, the one superposed on the other. The effect of sulphur in coal in the earlier stages of the firing will be discussed in a later paper.

The attempt has been made in many quarters to decrease the "volatile sulphur" in coal by the addition of a small quantity of lime water to the coal before burning (W. Thörner, *Chem. Zeit.*, 4, 331, 1899), the lime water being added in quantities too small to materially affect the amount of clinker. T. E. Thorpe in his evidence before the London Borough Council (*Engineer*, 101, 523, 1906), advocated the use of limed coal with the object of diminishing the amount of sulphur acids discharged into the atmosphere from furnaces burning coal contaminated with pyrites, but S. H. Davies and F. G. Fryer (*Electrical Engineer*, 44, 208, 1906) conclude from a comparison of the gaseous products from limed and unlimed coal that "the application of lime water or milk of lime to coal, within practical limits, has no effect on the emission of sulphur acids among the products of combustion." The subject is, however, worth closer investigation.

ERRATA.

In last month's communication, for "100 c.c. of water at 15° will dissolve 2·24 per cent. grams," read: "1,000 c.c. of water at 15° will dissolve 2·24 grams"; and for "HH impurity" read "an impurity."

FACTORY AND WORKSHOPS INSPECTION.

THE annual report of the Chief Inspector of Factories and Workshops for the year 1906 includes sectional reports of the superintending inspectors of the various districts. A special report of the Inspector for "Dangerous Trades," a list, and the text of the orders and certificates of the Secretary of State during the year, some useful departmental memoranda, reports of three important appeals heard in the High Court, and the usual tables of statistics. The latter relate to cases of poisoning, accidents, offences, prosecutions, and the numbers of persons employed in different branches of trade. Much of the information comprised in this report has already been published in various forms, but in this volume of 380 folio pages we have a general report upon the entire work of the Factory Department.

EARTHENWARE AND CHINA.

Under this heading the Inspector of the Midland District says: "The rules are well observed in the Birmingham district. Mr. Werner mentions one firm who lay down sheets of brown paper to catch glaze drippings; this keeps the floor clean at that part, and the paper is taken up and destroyed. In another case the dry sifting of clay dust is now arranged for in closed machines. He also mentions fair observance in the Wolverhampton district, qualified by some comments on inadequate sweeping arrangements, neglect as to overalls, and smoking in dipping houses. Mr. Garvie has had some difficulty as to proper means of exhaust at one factory."

Mr. Walmsley (Stoke) reverts to the necessity of better supervision, and describes an unsual accident to an oven man:—"I have had occasion during the year to complain of the want of close supervision by occupiers and their managers. I believe if those in a position of responsibility on a pot bank would give closer attention to the way the workers carry on their work, especially in the lead processes, there would be a greater improvement than has as yet been effected. It is altogether too much to expect a head placer or a dipper to enforce carefulness in the manipulation of ware on which the glaze has dried, or prevent an unnecessary amount of dust to be made. Unfortunately, leadless glaze makes little or no progress and therefore everything should be done to protect the worker under existing conditions. It is the custom in some of the earthenware and china factories to use paraffin lamps when removing the saggars containing the ware which has been fired in the glost or biscuit ovens. It happens at times that the ovens are warm; and the lamps are usually specially constructed so that they may be taken into the warm ovens. Recently, however, the explosion of one of these lamps was the cause of an accident which unfortunately had a fatal termination. The lamp used was described as a "patent" one. The base was made of metal, and when full contained about half a gallon of oil. At the top were two openings by which the air was admitted to the oil container. On the day of the accident the lamp was placed on a projecting brick firmly fixed over the door inside the oven, and nothing occurred until the men stopped work for breakfast. One of them picked up the lamp, and noticed that it was hot. Immediately afterwards the man was seen running from the oven with his clothes on fire. He died as a result of the burns. Further inquiry showed that the lamps had been used for many years, and no previous accident had occurred. At the inquest it was stated the oven was no warmer than usual when the men commenced work, that the oil used was of the best quality, and that the lamp was in no way defective. The explanation of the accident seems that the oil in the bowl of the lamp was heated and partly vapourised. The shaking of the lamp when it was being carried out of the oven caused some of the vapour to escape through the "air holes," and became ignited. The firm has now decided to abandon paraffin lamps and to instal gas or electric light in their ovens."

Mr. Hilditch (North Wales) mentions the practice of ware cleaning on a board placed across the dipping tub; the waste falls into the tub, and one occupier states that he has recovered a good deal of lead

by this method. Mr. May (Worcester) has secured a diminution of loose dust at tile making, but one factory still falls short of complete success in regard to the dust generated by scouring. Mr. Smith (Derby) complains of the sweeping and cleansing of flooring under the benches being "scamped" occasionally. He recommends some attention being paid to the process of rubbing sanitary ware over with sandpaper, and the generation of dust at the tile presses.

Under the heading of "Truck" the Midland inspector says: "Mr. Walmsley expresses himself strongly as to the custom, prevalent in the Potteries, of charging workers for the services of a sweeper to clean the shops, while the obligation lies upon the occupier of the factory."

Lead Poisoning.

Mr. Walmsley (Stoke) referring to pottery plumbism, writes: "In the potting industry lead poisoning shows a slight increase. It is not easy to account for this, but in some cases it may be due to lack of nourishing food. In a recent case a girl of 19 was reported as suffering from lead. The case was slight, and the principal cause was anæmia. It was found upon inquiry that the girl's wages were 9s. per week, and a brother's wages (age 15) of 4s. were the sole support of a mother, invalid father, and these two young people. It seemed a case due to starvation quite as much as due to lead. A few other cases seemed attributable to the same cause. In a case of lead poisoning with fatal results it appears that the deceased woman had deliberately withheld from the certifying surgeon at his monthly examination the true facts as to the state of her health. She was afraid of being suspended from work. In this case it was not a question of wages. The husband did not wish her to work, but she liked to keep at work on account of the company of her fellow-workwomen. This reticence on the part of lead workers very seriously hampers the work of certifying surgeons."

The Special Rules.

An appendix to the section on "Dangerous Trades" gives the following tables under "Earthenware and China Works":—

A.—Works under the Special Rules of November, 1903, at the close of 1906: Schedule B adopted, 385; Schedule B not adopted: Rule 22 (leadless glaze), 17; Rule 23A (glaze under 5 per cent. solubility), 7; Rule 24 (glaze under 2 per cent. solubility), 1; Rule 2 (glaze under 5 per cent. solubility), 19; no glaze used—decorative processes only, 36; no lead process, 8; no lead except galena, 4; no lead process except by occupier, 5; outstanding cases, 3; total, 485. B.—Certificates in force at the close of 1906: Rule 22 (leadless glaze), 25; Rule 24 (glaze under 2 per cent. solubility), 1; Rule 23A (glaze under 5 per cent. solubility), 9; R23B (moist ware cleaning), 183; Rule 25 (moist ware cleaning)—New 87, in substitution for Rule 23B, 20; total, 325.

Lady Inspectors and the Potteries.—The report of Miss Anderson, the Principal Lady Inspector, occupies 65 pages, and a very large proportion is devoted to extracts from the reports of Miss Vines, a lady inspector who has spent much time in the Potteries. Referring to the "Making of Transfers," Miss Anderson says:—"In spite of great improvements in the machinery fitted with exhaust ventilation for dusting and brushing off in making of transfers for earthenware and china following the special attention given to this matter by Mr. Redgrave and myself in 1905, there has been a very serious incidence of cases of plumbism among young girls in this process, as also in the application of aerograph to the enamelling of glass sign making. In the one case lead colours are applied in a finely divided dust; in the other in a finely divided liquid spray, both equally dangerous. The work, although needing lightness and delicacy of touch, is not a very skilled occupation, and young girls are generally employed." Miss Vines comments on one set of cases as follows:—"As many as seven cases of lead poisoning—six of them girls under 20—have been reported from one transfer works in the Potteries within the last 14 months. In addition, a girl of 15, feeder on a colour dusting machine employed at the same works, died suddenly after a few hours' illness, but the doctor called in certified the death as due to 'heat stroke, coma, and syncope.' Of the six cases of plumbism, two were notified by the certifying surgeon as 'severe.' I visited them both in their homes. My own opinion is that the cases of plumbism at these works may be some of those in which insufficient nourishment and exhaustion, due to lack of food, have increased susceptibility. Several of the girls' mothers complained to me that their daughters often by 1 o'clock became faint for want of food. Sometimes they had, in order to be at the works by 8 a.m., to leave home not later than 7 a.m. and then from 8 a.m. to 1 p.m. and again from 2 to 6 and sometimes 7 p.m. was such a long time to go without anything to eat. And it was observed that if only the workers could have a little lunch in between, at least in the mornings, they would be better. The Rules, of course, prohibit eating in the shops, and the manager, on account of the time he maintained it would take for the washing of hands, removal of overalls, and adjournment to the mess-room, which the regulations require for the taking of food, will not permit for this purpose even a short break. But even failing the proposed interval, I believe that if each lead worker were provided with a cup of warm milk on her arrival in the mornings, there would be an immediate improvement in the health of the girls. At one of the larger potteries no women or girls work in the mornings without having first drunk the milk supplied by the management, and from these works there has, I believe, never been reported a case of lead poisoning."

Miss Anderson then says: "Miss Vines reminds me of the distressing fact that in 1906 there were 107 cases of lead poisoning reported in earthenware and china works, as compared with 84 in 1905—a rise of 23 cases, of which four, or one more than in 1905, terminated fatally. The rise is even more serious than in the white lead industry. Miss Vines attributes the rise in the earthenware and china trade to carelessness in observance of special rules, and gives illustrations which appear in the next section of this report. She also refers to two frequent subsidiary factors conducing to occurrence of cases in: (1) the extremely high temperatures constantly found in dipping and ware-cleaning houses, due to the use of them also as drying rooms or stilleages; (2) the heavy straining nature of the work sometimes done by the women engaged in lead processes, *e.g.*, the moving and lifting of heavy sanitary ware and the cleaning of dipping boards and dipping tubs."

She then quotes from Miss Vines' report:—"A matter which has caused me considerable anxiety in the Potteries is the high temperature constantly found in the dipping houses. I am of opinion that this great heat diminishes the resisting power of the worker to lead poisoning, *i.e.*, that it predisposes to exhaustion and consequently plumbism. Unless the temperatures can be considerably reduced I think that the dippers' drying rooms, as is the case in a few works, should be entirely separato from the dipping houses. By the term 'dippers' drying room' I include not only drying in a stilleage, but also the mangle process of drying the ware. So far as I understand there is no difficulty in drying the ware at a lower temperature, but it is the great speed at which the drying process is carried on which necessitates the high temperature. I found at one works in the neighbourhood of the mangles in a dipping house a morning temperature of 92 deg. F., while the outside temperature was only 64 deg. to 66 deg. F. At another factory the temperature around the mangles was 74 deg. to 76 deg. F., while the outside temperature was 44 deg. to 46 deg. F. It would, however, in the case of mangles, be probably far preferable to reduce the amount of heat used than to remove the work to another shop. For even so there would still be the workers, often young girls, engaged on the mangles, to be considered, and there can bo no doubt that the great heat at which they at present work is dangerous to their health. In addition to a few cases reported during the latter months of 1905, I have in 1906 visited in their homes the greater number of the 60 women and girls reported to be suffering from lead poisoning contracted through their employment in earthenware and china works in 1906. Taking into consideration the small population of Tunstall as compared with the other pottery towns, and also the comparatively small number of works which it contains, I was surprised to find that the number of cases reported from Tunstall was not less than in the other towns. In the consideration of these figures it is, however, necessary to bear in mind that a large proportion of lead workers are employed in this town. It further surprised me to discover that in Tunstall, situated as it is on the outskirts of the Pottery district, the infantile mortality in 1905 was 205, *i.e.*, higher than in any other of the Pottery towns for that year. From Longton only three cases of women, all of them aerographers, suffering from plumbism, were reported. The number of cases in Hanley was about the same as in Tunstall. A case in Tunstall was that of a girl of 19, a dippers' assistant and ware cleaner, who told me how heavy she found that part of her work which consisted in the cleansing of the dipping-house boards. She said they were thick with glaze, and that she sometimes washed as many as 80 boards a day. It does seem to me that this class of work, as also the washing out of the dipping-house tubs, is quite unsuited to women and girls. As has been often remarked, one of the saddest effects of lead poisoning is the dire poverty to which it leads." Miss Vines then describes a number of cases she has visited at the homes of the sufferers, and adds, "It must not be supposed that the number of cases reported constitute the sum total of the injury to health received in the Schedule A processes. There is, undoubtedly, a large amount of discomfort and ill-health produced by lead, but not sufficiently acutely defined to be diagnosed as lead poisoning."

Special Rules.

The Principal Lady Inspector says: "The earthenware and china industry again has held the foremost place in our attention, as regards processes under Special Rules. Miss Paterson has visited the Potteries in Scotland and North of England, and Miss Vines has spent much time in North Staffordshire."

Miss Paterson: "The workers employed in the dipping houses in Scotland are of a rough, unskilled class generally, and would require much more sympathetic and firm guidance to secure their co-operation in observing the rules than they seem to have now. The Scotch earthenware works are pervaded by the same gloom and untidiness that is a characteristic of Staffordshire. There are certain processes for which good light is essential, and these have

it, but in all othor parts structuros inside or outside seem to block the small, soldom-cleaned windows and prevent the admission of daylight. Ono of the first ossentials in an industry, were cleanliness of person and appliances is of such importanco, would seem to be light to see shortcomings by, but dipping houses and glost-placing shops aro almost uniformly dark, and tho air of gloom extends to such meal rooms and dressing rooms as arc provided. I have noted great carelessness always in the matter of renewal of overalls, and havo in every pottery visited had to draw attention to the torn condition of these. They are things that must wear out and bo renewed constantly, but they might be usefully prolonged sometimes by being mado double at the parts that soonest rub into holes. The question of towel and soap supply, of places for clothing and places for food have to be discussed in every pottery just as they were ten years ago in order chiefly to arrive at the minimum provision. It would be of great interest to find a firm of spendthrift instincts in these dotails, and see the result in the pilfering and destructiveness of which I find occupiers so apprehensivc. Great neglect of the rule relating to the dipping-house boards was found in two factories where in the printing and sponging shops almost all the boards in use had come directly and uncleansed from the dipping-house. Boths firms were cautioned, but should be prosecuted should the same carelessness be noted again."

Miss Vines deals with the main questions with which she has been concerned in the Potteries, in the order of enumeration of the Special Rules :—

"*Rule* 5, provides that no young person under 15 years of age shall bo employed in any process included in Schedule A, or in emptying china biscuit ware, but I found an infringement of so serious a nature that I was instructed to prosecute. A young girl aged 14, was engaged in emptying china biscuit ware, *i.e.*, she was emptying a basket of ware, knocking the dust off it and laying it on the floor. On inquiry, it appeared that the girl had been thus employed for about eight months, every time an oven was drawn. The offence was aggravated by the fact that the firm had failed to keep a list of the persons employed in emptying biscuit ware, and as the employment in this process is so casual the infringement of the rule would have, had the Inspector not happened to call while emptying was in progress, gone undetected. In stating the case, I pointed out that, as the china when it comes from the ovens is more or less covered with a finely powdered flint dust, the importance of protecting such young persons from the danger of inhaling it is very great. The Stipendiary, while imposing a substantial penalty, said that the rule, regulating as it did the employment of such young workers, was one of the most serious."

"*Rule* 8, *dealing with overalls and head-coverings.*—As has been frequently noted, there is very great neglect in complying with this Regulation. Overalls become worn out and ragged, but no step is taken to repair or renew them till the Inspector's visit. Another matter calling for attention in connection with overalls, is the practice among dippers' assistants, aerographers, and others engaged in lead processes, of wearing waist bibs or aprons over their overalls. This is for the purpose of preventing undue wear of and splashing of glaze on the overalls, and as the bibs or aprons have not hitherto been considered by the employers part of the overall outfit, the use of them by the workers has rendered to a certain extent nugatory the protection from lead which it was intended those engaged in Schedule A processes should obtain by wearing of overalls. However, instructions have now been given that the practical need for washing or renewal of bibs or aprons is the same as in the case of the overalls ; that if worn they must be considered part of the overall outfit, and if they cannot be washed or are not renewed weekly they are unsuitable. Possibly in the dipping house the use of waterproof bibs, which could so easily be washed, would be a satisfactory solution of the difficulty. I mentioned last year the danger to health arising from the fact that the operatives so often take their overalls home to be washed. This bad practice does not decline. One instance I noted was noteworthy ; that of a dipping-house woman who, when she took her overall home to wash kept it with the children's clothes in the dirty clothes' basket till she had time to do the washing. In other dangerous trades, employers are under a legal obligation to themselves provide for the washing of overalls, but in the Earthenware and China Rules this is not so ; it is found that in the Potteries only those manufacturers with a sense of moral duty fulfil this service to their workpeople."

"*Rule* 9, *providing for the keeping, &c., of food.*—Sometimes, even when cupboards are provided for the deposit of food, there is a difficulty in getting the workers to use them. One reason is that the poor women do not like others to see how scanty and bad their fare often is. Another difficulty is that the food is sometimes tainted, so that one person's food, if confined in a cupboard, may taint the rest. An instance of the apathy of some occupiers in specifically carrying out the Rules, is the following :—At a certain factory I had instructed that the washing conveniences were incomplete. On a re-visit I found that new and separate washing conveniences had been erected for the women in the new mess room also provided since my inspection. I asked the occupier if in making the arrangement he had forgotten that the rule prohibited the maintenance of washing conveniences in mess rooms. He however, replied in the negative, stating that when he erected the washing conveniences he was conscious that he was infringing the rule, but thought he would do the work and then wait to make the necessary alterations until the district inspector or myself called and pointed out tho infringement. An illustration of the unsuitablo mess room acommodation so frequently noted is the following : —On a cold winter's day I found majolica paintresses having their dinner in the painting shop. But the only meal room provision was an unwarmed lavatory without a single seat, or an unheated warehouse, wet and damp, open to the yard with snow drifting in.

"*Rules* 10, 23b, *and* 25.—Probably the most important of the Rules is No. 10, which deals with the provision of exhaust fans or other efficient means for the effectual removal of dust. As Dr. Legge remarked in last year's report, there is no method so conducive in a large number of industries to removal of the danger of poisoning as a good exhaust system of ventilation. And as a large proportion of the cases of lead poisoning reported are those of workers engaged in the most dusty process—that of ware cleaning—one is forced to conclude that where dry cleaning is carried on, either that the action of the fans is frequently ineffective, or that insufficient discipline and oversight are maintained in seeing that the worker holds the ware in such a position that the fan can take effect. For instance, on a recent inspection of a large works, I discovered in the dipping house a ware cleaner working with so many boards of ware piled on her water trough that they were higher than the aperture in the fan case. Thus it was impossible either for the glaze scraped off to fall into water or be removed by the fan. On another occasion I found ware cleaning being continued during the stoppage of the fan. Among the complaints with reference to fans which I have received is that of a sanitary-ware cleaner now suffering severely from lead poisoning. She complained to me that although she frequently had to clean dry, there was no fan, and that after scraping the glaze from the ware she then (in the absence of a fan) had to blow the dust from the inside of the basins with bellows, and that so she got covered with the glaze, which flew all over the shop. In a large factory I found one of the ware-cleaning benches provided with a glass screen, all the ware being cleaned and held by the worker behind the glass. This appeared an admirable arrangement. Moist ware cleaning is much to be preferred to dry, but it seems that the undertaking given by the occupier on the establishment of Rule 23b, that no ware shall be cleansed after the application of glaze by dipping or other process except in the moist condition, is not infrequently contravened. But owing to the difference of opinion that exists as to what is 'dry' or what 'moist' ware and the difficulty of proving whether the ware is 'moist' or 'dry' it is not easy to enforce the moist conditions, and thus it sometimes seems that the uncertainty as to moistening becomes a menace to the health or even life of the ware cleaner. Although the proportion of lead cases among aerographers, when compared with that of ware cleaners, is small, they do not decrease in number, and the following are complaints received by me with reference to the action of the fans :—(*a*) 'sometimes the fan blows the colour back' ; (*b*) 'on windy days the aerographers' fan blows the colour back in their faces' ; (*c*) 'even with the fan the colour sometimes blows back.' In such cases, however, it is not always the action of the fan which is defective. When the ware, such as a toilet jug, is large, the colour often rebounds from the ware itself straight into the worker's face. This is not preventable by the fan. As to a remedy, I am of opinion that where the benches are fitted with whirlers, so that the ware can be lowered or raised at will, there is somewhat less rebound. Also, where the fan case is some feet in depth, so that the fan aperture is at a much greater distance than it usually is, and when consequently the ware need not be in such very close proximity to the blower's face, the rebound is necessarily not so great. Possibly, it may be found feasible so to arrange that an adaptable glass screen be so fixed in front of the bench as to protect the worker from the rebound of the colour. The preparation of colour by girl colour grinders and colour mixers for the aerograhers has lately been somewhat developed by the introduction in a few instances of colour grinding machines. Bottles are filled with the dry colour, liquid and pebbles, and placed in the machine, where they oscillate for several hours. By this means the colour is rendered finer and more suitable for blowing, and the use of the machine should, from the health point of view, be a great improvement on the method of mixing by hand. Employers and managers, however, have need to bear in mind that the filling of the bottles with the colour, being so dusty a process, should never be done without the use of an exhaust fan. The maintenance of the fan in effective working order, it being of course almost invariably run by mechanical power, does not appear to bo always an easy matter. When the engine 'slows down,' the speed of the fan necessarily diminishes. In small works where fans are only needed intermittently for an hour or so's occasional work in decorating processes, I have seen them worked by hand, by water from the main, or by means of the draught obtained by the connection of a large shaft with a chimney heated by a kiln furnace. In the matter of thimble picking, sufficient means, as required by the rule, do not in all case appears

to be taken for the prevention of injurious effects arising from the removal of dust. When tho women empty the saggars of glost ware in the saggar houses, some of the thimbles fall on the floor. These together with some of the sweepings of the saggar-house floor, amongst which it is to be presumed is some lead dust, are collected in baskets into which the women havo to grub to pick at the thimbles.''

The cases in which I directed Miss Vines to prosecute for infringement of Rules 10 and 13 are referred to in the section relating to Prosecutions. She says :—

'' A bad infringement of the provision of Rule 14 requiring that the floors of potters' shops should bc cleansed only by an adult male was found by me in a jollying shop of a china factory. Visiting one Saturday about 1 p.m. I discovered a little lad lying flat on his chest on the floor under the jollying bench, sweeping up dust and pieces of clay with the head of a broom. He was only 13 years old, and the infringement was aggravated by the fact that by Saturday an excessive amount of dust would probably be collected, and that the boy was lying with his mouth almost touching the floor, in which position he would inhale the dust and as likely as not sow tho seeds of potter's rot or other chest complaint. The cloansing of dipping-house floors would be more satisfactory if they were paved or concreted and properly drained, as is very rarely found to be the case.''

Miss Vines further informs me that she constantly receives complaints from the manufacturers of the impossibility of carrying out tho Special Rules. Shc urges that if they adhere to this position it necessarily presses forward the question of the use of leadless glazes, and in consequence of statements to the effect that strict observance of the rules is impossible, made by the manufacturers and managers to her, she had been led to discuss with them the practicability of development of the use of leadless glazes. Her notes are as follows :—

'' The difficulty of working a leadless glaze for earthenware appears to be the amount of heat necessary to develop a leadless glaze. The chief characteristics of the earthenware body are that it is opaque, open and porous in its first firing and capable of taking a thick and brilliant glaze, which can develop the tones and colours used in the decoration. Bnt I am told that so far as present knowledge and experience go, if a leadless glaze be used, all or most of the characteristics of the earthenware body would be at once destroyed. The body would have to be so composed that it would no longer be English earthenware, and the workers would have to be trained to use the new body and to the new methods of decoration. Moreover, the present conditions, it is said, cannot be adapted to a leadless glaze. Only a fractional part of the ovens now in use is suitable to the firing of leadless glazed ware, and therefore the difficulty of producing it is very great. It cannot be done unless a relatively enormous proportion of lead glazed is fired with the leadless glazed ware. In fact, as such different conditions are needed, firing the two glazes together, except the leadless glazed ware form a very small percentage of the whole amount, is practically impossible. Therefore, what is wanted is a universal demand for leadless glaze, when the employers would doubtless at once alter the old conditions to suit the new demand and what the manufacturers decided to-day would become the rule of the trade to-morrow. The whole question rests to a large extent with the public. It they demand a leadless glaze, the manufacturer will supply it. But, for the present at least, the public would have to forego many of the brilliant and beautiful colours and the velvet and smooth glazes to which they are accustomed. As an eminent potter is reported in the press to have asserted some months since : '' It is not the base manufacturer who needs prodding for his disregard, but those tender-souled people who talk about leadless glaze and then don't take the trouble to see that they get it ; so that as a mere result of the laws of demand and supply there is less than one-fifth as much leadless glazed dinner and tea ware made in Staffordshire to-day than there was five years ago.''

There is, of course, at least one alternative to the carrying on and re-organising of the trade under entirely new conditions, and that is the discovery of an innocuous glaze suited to the present earthenware body. But so far as I have heard, it does not appear that many experiments with the object in view are being made, and the opinion is forced upon me that among certain of the manufacturers there is a sort of '' sanctified by-time '' feeling about their glazes, and in the matter of experimenting neither supineness nor apathy are altogether lacking. I hope that in one department of the proposed new school or college for potters, which it is proposed to erect, the education and provision will be such as to stimulate and enable potters to take the problem in hand and to vie with one another on experiments for the improvement of glazes and colours from a human as well as a lucrative point of view. Such experiments are not without precedent or reward. Simeon Shaw tells us in his '' History of the Staffordshire Potteries,'' published in Hanley in 1829, that in the reign of George IV., the poorest classes of the community suffered much from lead poisoning, owing to the fact that their cooking utensils were made of a coarse red pottery, which was covered with a very pernicious glaze formed of cither litharge or the potter's lead-ore.'' But '' one, Job Meigh, Esq.,'' so continues Shaw, '' having discovered and made public a glaze freo from all these bad properties, and wholly superseding the application of oxidc of lead for the vitrified surfacc ; and also the body of a better kind of coarse pottery ; by whose introduction and use by the common coarse-ware potters,the source of injury to the health and morals of the lower classes would be removed and yet they bc served with vessels, innocent yet more durable ; tho Society of Arts, at their annual meeting in 1822, honoured Mr. Meigh with their gold medal, and in presenting it, His Royal Highness the Dukc of Sussex highly complimented Mr. Meigh for his patriotism, and expressed his hope that the valuable discovery would be immediatcly adopted by thoso who made such ware, and thereby preclude further danger and injury to the health of His Majesty's subjects from the poisonous glaze, and he requested Mr. Meigh to accept his personal thanks.''

Employment of Women.—The empolyment of mothers in factories is dealt with at length by the several inspectors and the principal lady inspector says :—'' Although only one prosecution under Section 61 for illegal employment of a mother (in a workshop) within four weeks of the birth of her child has in 1906 been taken into court, many instances have been brought to my notice of too early employment of young mothers away from home, or in such toil at home under conditions entirely outside their control that natural fulfilment of the duty of maternal care towards the infant lifc depending on the mother is impossible. . . . Statistics are lacking to show whether the movement is local or partial, or widespread and increasing, but enough is known to connect the phenomenon of industrial employment of child-bearing women with loca lack of employment for men, or prevalence of casual employment for men. Where these prevail, the saying of the prophet of old becomes exemplified :—' The women of my people ye cast out from their pleasant houses, from their young children ye take away my glory for ever.' ''

The Report attributes the excessive infantile mortality in the Potteries to the extensive employment of married women in the china and earthenware works. Opinions of the several medical officers are quoted which support this conclusion.

Dr. Reid, Medical Officer of Health for Staffordshire, in a paper on infantile mortality and the employment of women in factory labour before and after confinement, read at the London Conference this year, points out '' that the damage done connot entirely bc measured by mortality figures, for these take no account of the impaired vitality of the infants who manage to survive to swell the ranks of the degenerate.'' He adds : '' The restriction now enforced by law of ono month's abstention from work after her confinement is advantageous to the mother, but it does not materially benefit the child. If, however, the restriction extended to three months, the probability is that the mother would suckle her child during that timc, and thus the most precarious period of the infant's life would be tided over, and the chances of subsequent survival would be considerably enhanced.''

What medical men of to-day tell us of the effect of married women's employment on home life and infantile mortality was undoubtedly foreseen and dreaded by the Staffordshire potters of over 60 years ago. On the introduction for the first time of mechancal power in the shape of a rudimentary '' paste-box machine '' ; '' The men were concerned to think that their labour would be displaced—they were no less concerned by the displacement of their labour by that of their wives and daughters. Before the introduction of machinery, the proportion of women to the total labour engaged was comparatively small, and subsequent to the introduction of machinery it rose to nearly one-half. In certain departments machinery has banished men, and demanded women, and the demand has been supplied, but at the cost of both men and women ; for, whilst the former have suffered in wage-earning power the latter, though new avenues of employment have been opened for them, have suffered no less in the moral and physical deterioration which the character of that employment entailed.'' (Quoted from an address by the Central Committee of the men's union). Miss Vines gives instances to show the natural and deplorablc effect on married women of excessive specialisation solely in non-domestic work.

Medical Inspectors' Report.

The Report includes the Annual Report of Dr. T. M. Legge, H.M. Medical Inspector of Factories. A table is given showing the number of reported cases in each industry under Section 73, 1901, which requires notification of poisoning by lead, phosphrus, arsenic, mercury and anthrax, for each of the years since 1899. From this table we take the following years :—

Year.	1906	1905	1904	1903	1902	1901	1900	1899
Cases of lead poisoning reported from all industries	632	592	597	614	629	863	1,058	1,258
From China and Earthenware	107	84	106	97	87	106	200	249

The increase of 23 in the number of cases reported from the china and earthenware industries is found on investigation to be limited to the earthenware branch The inspector says :—

'' In 1905, as compared with 1904, a reduction of 50 per cent

in the number of cases among dippers' assistants and ware cleaner (the processes most productive of poisoning) was noted. This improvement was not maintained in 1906, but so far as the dipping house is concerned the figures are really better than those for 1904. This is best seen in the North Staffordshire district alone, the total for the women employed in the dipping house who were attacked being 46 two years ago and 38 last year. The increase, from two in 1905 to seven cases in enamel and glaze blowing, suggests either a considerable increase in the number of women so employed, or that the exhaust draught to carry away the spray is not strong enough. It was the opinion, I believe, of Mr. Osborn that in order to counteract the rebound of the spray from the article on to which the spray is blown, a stronger draught was needed than where it was a question merely of the removal of dust. The high proportion of cases reported for symptoms of paralysis points to the need for constant attention on the part of the certifying surgeons in detecting inability to resist forcible flexion of the fingers. Among the 1,933 glost placers in the Potteries districts only eight cases were reported. An equal number were reported among the 503 glost placers outside the Potteries district. This disproportion is due, I think, to the difficulty of introducing moist methods of cleaning the ware when the workers have been accustomed for years to remove the glaze (with consequent deveopment of dust) by rubbing the bottoms of cups and saucers together.

Dr. J. F. Arlidge, in forwarding a detailed list of suspensons made by him, remarks on the smallness of the number in relation to the number examined—29 in all, of which 19 were reported as suffering from lead poisoning out of 17,651 examinations of persons employed in lead processes. Suspensions were most frequent among persons employed in the dipping-house; and here he insists that every precaution is necessary, even as regards the structural conditions which sometimes, owing to insufficient light and lowness of ceiling, increase the risk to the workers. In two cases, he found it necessary to suspend for disregard of instructions as to cleanliness.

Exhaust Ventilation.—The Report contains a memorandum by the Chief Inspector of Factories, on the subject of exhaust ventilation in factories and workshops. He says :—" Exhaust ventilation, for the removal of injurious dust and fumes, is expressly required by regulations and special rules in several dangerous trades, and H. M. inspectors are further empowered by section 74 of the Factory and Workshop Act to require it whenever any process is carried on by which dust, gas, vapour, or other impurity is generated and inhaled by the workers to an injurious extent. For this purpose it is essential to apply the exhaust so that the dust or fumes shall be carried away at or near the point of origin, and not allowed to diffuse in the air of the room; and, further, that the installation shall be carefully planned with regard to the particular circumstances of each case. While great advances have been made in this direction in recent years it is ofted found that owing to misapprehension of the conditions of the problem, ineffective installations have been provided at considerable cost; and in view of this it has been thought advisable to bring together, for the information of manufacturers, a number of examples of well-planned installations, which in practice have secured the desired results. Such examples, selected by Commander H. P. Freer Smith, R.N., late superintending Inspector for Dangerous Trades, have now been published in book form, and can be obtained directly, or through any bookseller, from the usual agents.

Big Glassworks Fire.—On Sept. 25 a fire occurred at Pilkington Bros.', Ltd., plate glass works, Cowley-hill, St. Helens. Damage to the extent of £25,000 or £30,000 was done, and the whole of the valuable electric motor plant and boilers in the older part of the works were destroyed. Six huge boilers charged at high pressure exploded, but, fortunately, no one was injured. The fire is supposed to have originated in the roof of the boiler shed, and it is stated that a mechanical stoker was the probable cause.

Second-hand Medicine Bottles.—The German Pharmaceutical Association, at its annual meeting last month, discussed the question of second-hand bottles, and it was resolved to petition the Government to prohibit the return to chemists' shops of bottles previously supplied to customers suffering from contagious deseases. The resolution was the outcome of two cases in which employees of chemists had contracted diseases as a result of washing infected bottles. In Austria physicians already insist on the use of new bottles for their prescriptions, and in America a chemist's assistant recently claimed damages in respect of an attack of scarlet fever, said to have resulted from handling medicine bottles returned from scarlet-fever patients.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN AUGUST.

The Pottery Trade: Employment in the pottery trade continued good on the whole, and was better than a year ago. Employment continued good at Bristol and at Swadlincote. In Staffordshire it was fairly good on the whole, but affected to some extent by holidays; it was also fairly good in Devonshire; it continued fair at Newcastle-on-Tyne, and moderate in Scotland. With earthenware makers it was moderate in the South Yorkshire and River Aire district, and slack at Longton. Employment with insulator turners and throwers in the Potteries was fair. With clay tobacco-pipe makers it was good at Manchester, fair at Waterford, and dull at Glasgow.

The Glass Trade: Employment remained fairly good on the whole, and was better than a year ago. Returns received from firms employing 9,930 workpeople in the week ended August 24, and paying £11,903 in wages showed a decrease of 0·1 per cent. in numbers employed and of 0·6 per cent. in the amount of wages paid, as compared with a month ago. Compared with a year ago there was an increase of 5·8 per cent. in numbers employed, and of 9·9 per cent. in the amount of wages paid, the increases being shared by all the principal districts, with the exception of Worcester and Warwick, which showed a slight decline both in numbers employed and in the amount of wages paid.

Employment with glass bottle makers was good at Bristol and Dublin, and in the North of England and in Scotland; moderate at Castleford and Mexborough, and in Lancashire; quiet at Leeds; some improvement was shown at Wakefield. It continued moderate with medical glass bottle makers at Leeds. With flint glass makers employment was generally fairly good; with cutters it was moderate, short time still being worked; in Wordsley and district, however, it was fairly good. Employment with plate glass bevellers at Birmingham was fair. It continued good with sheet glass makers and flatteners at St. Helens. It was fairly good with London glass blowers. Employment with pressed glass makers on the Tyne and Wear was moderate, and a considerable amount of short time was worked.

Table showing the number of persons employed and the amount of wages paid them on the last pay day in August.

Branches.	Number Employed.	Wages Paid.
Glass Bottle	6,872	£8,590
Plate Glass	851	980
Flint Glass Ware (not Bottles)	1,802	1,891
Other Branches	405	442
Total	9,930	£11,903

Number of persons employed in each district and the amount of wages paid to them on the last pay day in August.

Districts.	Number Employed.	Wages Paid.
North of England	996	£1,208
Yorkshire	4,706	5,767
Lancashire	1,905	2,293
Worcester and Warwick ..	1,265	1,487
Scotland	729	823
Other parts of United Kingdom	329	325
Total	9,930	£11,903

Porcelain and Earthenware to the value of £442,000 were exported from Japan to the United States during 1906, being 55 per cent. of the total export.

AMONG PROVINCIAL DEALERS.

(FROM OUR OWN CORRESPONDENT.)

ST. ANNE'S-ON-SEA.

ST. ANNE'S-ON-SEA possesses several retail trading establishments which reflect the character of the residential element of the town, spoken of earlier. They are large in size, ornate externally, handsomely fitted inside and liberally stocked, the goods being of a class suited to cultivated tastes. A shop of the character which has long been an object of admiration to residents and visitors, is located at 10, St. Anne's-road West, and bears the name W. COUPE. Mr. Coupe's connection with the business was, however, closed by the hand of death on November 27 last. His removal was a loss to the town and to the trade, and to those who had been more intimately associated with him in the home-circle and in business. One of the young lady assistants in the shop remarked to me with a touch of sadness: "He was more like a father to us than a master, he took so much interest in us and was so kind." If ever anyone did endeavour to idealise the real, in the working of a glass and china business, it was certainly William Coupe, in the working of the business at St. Anne's-on-Sea. The shop in size and in aspect, within and without, is worthy of being a repository of some of the finer productions of the leading English makers of glass and china. The stock has been selected with a wide and intimate knowledge of the trade, and has consisted largely of goods of the class named. The arrangement of the stock in the front shop has showed exceptionally good taste, and the working of the business has been such as made residents and visitors glad to frequent the shop. This, in part, has been due in the past to an early love and knowledge of the business, gained by Mr. Coupe in the Potteries, in part to his experience gained as the proprietor for 22 years of one of the principal glass and china shops in Eastbourne; in part to his care in the choice of those who were to assist him in carrying on the business at St. Anne's after he commenced it in the year 1900, and in part to the admirable way in which the business has been conducted since that time. Then there was the strong and large interest which Mr. Coupe himself took in the affairs of the town. He came to enjoy the respect and confidence of residents at St. Anne's in a high and marked degree. I found the shop as attractive in appearance as ever. Group beyond group, I noticed, of beautiful art ware, by the best known firms; these goods being for ornamentation rather than for daily use. On other shelves were the more useful goods; tea-sets, dinner-sets, cups, saucers, vases, jugs, tea-pots, in patterns almost bewildering by their number and varicty, being ranged round the shop. In the centre, near the entrance, was a large glass case also containing articles of decorative art ware. Beyond this case, in perfect harmony of form and situation, were two other upright glass cases, supported by neatly made stands. Each of these cases contained specimens of more dainty and valuable art ware; vases, coffee and tea-sets, and other articles of great beauty in form and embellishment. Beyond these, again, by the rear wall, were cases containing choice glass, massive decanters in many forms showing something of the higher art of the glass maker and engraver, as applied on articles of the kind. An open door at the end of the shop led to a smaller show room. In this room I was shown the choicest treasures in the form of plates, which were kept carefully wrapped in fine paper. These were embellished in a manner which gave them a rare beauty, gold being freely used, all having the edges decorrated, and some having a landscape or figure design worked on the centre. The most valuable plate of all was of pure white. The rim of this plate was crinkled and was finished with a deep band of plain and pure gold. These, and other features of some of the more artistic and valuable items of the stock were pointed out to me by Miss Hindle, the accomplished and affable manageress, as evidences of the interest which her late employer took in art wares, and in developing the business along lines which such an interest suggested. I learned that the business had been taken over by Mr. Fred Coupe, brother to the late Mr. William Coupe, and that it would continue to be carried on upon the lines which had given it so distinctive a character in the past.

FLEETWOOD.

The town of Fleetwood lies a little farther to the north of Blackpool than Lytham lies to the south of it. Fleetwood lies on the west side of the estuary of the river Wyre, and nearly at the point where the coast-line of Lancashire strikes sharply in, to the east, and forms the south coast of the great gap in the land, which, a little farther north, becomes known as Morecambe Bay. The population of Fleetwood is now about 14,000. Its industries are shipping, fishing, and railway freight work, and in the summer, visitors frequent the town and have to be catered for. Having a larger population than Lytham or St. Anne's, Fleetwood makes a fair and continuous demand for glass and china, some part of such demand being attributable to the shipping business of the port. WILLIAM J. PARKINSON, Staffordshire Housc, West-street, Fleetwood, carries on what is said to be the oldest glass and china business in the town. I had not the pleasure of seeing Mr. Parkinson, when I visited his premises, but I learned from his daughter, a charming young lady whom I found in charge, that he had held the place about twenty years. The shop was of medium size and was well stocked, the variety in the goods showing a wide knowledge of the trade in respect of sources of supply, on the part of the proprietor and his wife and daughter, both of whom, I was informed, had much to do with the working of the business. The window display was of a very fresh and attractive kind, and strengthened the air of business-like prosperity which pervaded the establishment. Mrs. F. W. WATSON, 40, Victoria-street, carries on a business which is still young, and is unmistakably progressive. This business has progressed in the four years through which it has been in existence, owing to the ability in buying, arranging, and selling, displayed by Mrs. Watson and her daughter, who work the business, and to the courtesy and tact shown by them to customers and inquirers, in carrying on its daily affairs. Window shelves and a large stair-like stand which occupied the centre of the shop, were well-stocked, the goods being chiefly of the useful household kind, of medium quality, with a liberal addition of attractive art ware. In this last, I noticed products of some half-dozen well known firms who specialise on such ware, and also a collection of heraldic ware. Mrs. Watson spoke of points in the different goods with the warmth of enthusiasm and finished with the very cheering remark: "We have the POTTERY GAZETTE, and the Diary, and I am sure it is well worth the money. We have found many things in it which have been very useful to us." Mr. and Mrs. Watson lately took the shop adjoining their glass and china shop, and intend to carry on the new shop as a bazaar, but quite distinct from the old business.

RICHARD WRIGHT, Church-street, proprietor of a well-known Fleetwood furnishing establishment, was, I found, maintaining a glass and china department of some extent and interest. During a short talk which I had with Mr. Wright at his premises, I learned that he had been in the business 15 or 16 years, and in his present premises 8 years. He spoke of the pottery trade of the town being injured by the quantity of pottery of an inferior kind which was brought into Fleetwood and sold in the market as goods of

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the best quality. This market sale of inferior pottery damaged the shop trade, he said. His own stock I found to be largely of the ornamental kind, vases and kindred goods of the smaller sizes being especially noticeable. WILLIAM EXTON, 31, West-street, now carries on a glass and china business which has been in existence upwards of fifteen years. I found, however, that Mr. Exton had only been in possession of the premises since the day before that on which I called upon him, as he had only then come from Leeds, where he had been living for some time, to carry on the business at Fleetwood. He was not able, therefore, to speak of the glass and china trade in Fleetwood. I found him to be interested in the more useful household goods, brown-ware figuring conspicuously among the stock in the shop.

LYTHAM.

The little town of Lytham, Lancashire, stands on the north bank of the broad estuary of the river Ribble, some two miles from the open sea. If the coast line be followed round from Lytham, towards the west for about a mile, Ansdell, a smiling and prosperous suburb or extension of Lytham, is reached. If the coast or the main road be now followed for another mile-and-a-half, the still more prosperous town of St. Anne's-on-Sea is reached. Lytham and St. Anne's have each a population of about 10,000, but St. Anne's is growing very fast. Each of these towns, but more especially St. Anne's, is a sort of Lancashire Cannes, to which manufacturers, professional men, merchants and traders, who have made money in the northern counties, gravitate. At St. Anne's, good class property in the newer and more showy styles is to be found in profusion. Of small property there is practically none, while the very vulgar inconveniences of want and poverty, debtors and "duns," bailiffs and bankruptcy, seem rigorously excluded from the place. Private schools abound there. A year ago, one who professed to know, informed me that there were sixty-one such schools at St. Anne's. Lytham is very much like St. Anne's, except that its houses are of an older, and less showy type. But Lytham is a very pleasant place to live in permanently or to spend a summer holiday in, and a goodly number of well-to-do people are to be found in it, some permanent residents, others visitors, at any season. Lytham and St. Anne's ought, therefore, according to their population, to be grand places for dealers in glass and china. Residents are for the most part, well-to-do, and, therefore, have presumably cultivated tastes and the means of gratifying them. As a matter of fact, it has been very much so in the past. Glass and china dealers in these towns have found business of a most desirable kind, while there is also a demand for goods of the more homely sorts for every-day use.

When on my recent tour of the trades in the district I visited the establishments of the following dealers in glass and pottery ware.—MISS MARY LAWSON has for some years carried on one of the principal glass and china businesses in Lytham. This is situated in Clifton-street, one of the main thoroughfares of the town. The business is an old one, the premises having been devoted to it apparently since their erection, some thirty-five or forty years ago. For some years they were held by a family of the name of Horsefall, from whom the business was taken over by a member of the Lawson family. The shop has a modern front of a tasteful design, and the window at the time of my visit was decked out with a display of the newer white stone ware, in a manner which was pleasingly effective. Inside, the shop was spacious and extended far backward. Each wall was neatly shelved, and everywhere the goods stocked were of a kind which indicated that a trade of a superior class was done. I had a conversation with Miss Lawson and with her brother, Mr. Wilfrid Lawson, about trade, particular and general. "The thing that I think would help dealers more than anything else in a town like this," Mr. Lawson said, "is for manufacturers to stop multiplying agencies to their own detriment." Mr. Lawson gave instances of the way in which some manufacturers, because dealers could not see their way to stock particular lines of new goods, had induced tradesmen who were not glass and china dealers to stock the goods, and other goods, and by so doing had injured their trade with the old recognised dealers. "I will tell you another thing that will materially assist the glass manufacturers," he said. "If you go to Manchester you find a representative of a good, all-round foreign house, with reliable stuff. You can buy six or seven cases of stuff in a few minutes and get it all packed and delivered from the Continent, in as short a time as you can from English manufacturers. If the English manufacturers would go in more for case-packages and sell their goods in case lots, they would be able to reduce prices considerably. For instance, here is a fairly good, plain tumbler." Mr. Lawson took up a tumbler of plain and clear glass of English make. Then he reached another of foreign make. "We can buy a 'seconds' tumbler of English make," he said, "at about 1s. 6d. to 1s. 9d., which will be much superior to the foreign tumbler; we know we can buy that in six-dozen or eight-dozen lots. Suppose they came to us and said, 'Here is a case lot, we can do it at 1s. 6d. or 1s. 4d.,' it would be better. They ought to adapt themselves to the conditions of the trade. Where the English manufacturers have adapted themselves, as in trinket-sets, they have got a large percentage of the trade. I want an English maker to say :—'This tumbler is 2s. a dozen, but if you will take it in the case it will be 1s. 6d. If Englishmen would adapt themselves to a larger turn-over, it would be better. If they would say, 'We will do that tumbler at 1s. 6d. or 1s. 4d. as a regular line,' I don't think we should ever buy the foreign tumbler." Mr. Lawson pointed to the polished bottom of the English tumbler which he still held. If, he said, makers would supply a plain glass tumbler like that, but with an unpolished bottom, or indeed would supply a plain tumbler at the same price as the foreign one, dealers would, he believed, take the English glass. Referring to the general question of dealing in "seconds" and "thirds" goods, Mr. Lawson said, "I think that might be remedied in this way; that where a person is selling "best," he should have the option of selling "seconds." He mentioned a firm who had given their customers who took "best" goods the opportunity of taking "seconds." "We have taken both of them. We keep the 'seconds' and show them, so that people have their choice, and almost invariably they take the 'best,'" he said. Mr. Lawson passed on to speak of small "matching" orders, and of the necessity of manufacturers attending to orders of the kind. "We understand how difficult it is," he said, "for a big manufacturer to have to send and look all over the place for a cup, but it is often a serious thing to us. If you have a tea-set and there is a cup broken, you may miss the sale of the set. I am certain, and know that the manufacturer who is the most courteous and obliging in matching, is the man who gets most business. But there is no doubt about it, many English manufacturers are adapting themselves to these situations," Mr. Lawson added. "I think sometimes," said Miss Lawson, "that if manufacturers would go round to shops and get into touch with the people, they would see for themselves how the dealings in 'seconds' worked, and it would be better for all." I looked at the choice and well-arranged glass and china and at the rows of beautiful floral and toilet ware. "We do with the best houses. We believe in having the best class of goods," Miss Lawson said, and abundant confirmation of this lay all around me.

Station-road, Lytham, contains a glass and china epôt, which will attract the attention of anyone interested in such

goods, who may pass that way. The depôt in question, is carried on by Mr. A. Stother, or, to be precise, by Mrs. Stother, her husband being much away from home, on other business. The shop has a bright looking front in the modern style, and wears a very inviting aspect, the window being well-provided with table and ornamental ware, tastefully arranged. The shelves round the walls of the shop, bore quite a wealth of goods of many kinds; tea and dinner-sets, tea-pots, jugs, vases, toilet-sets. and flower-holders. In the centre of the shop was a large stand, on which dinner and tea-sets, trinket ware and specimens of tea-sets and of glass ware formed a handsome display. I was fortunate in meeting Mr. Stother, and in hearing an expression of his views on matters relating to the trade. "I will tell you what they (dealers) are troubled with in Lytham," he said with energy, "that is, buying direct, both by the people and by tradesmen such as confectioners. I used to have a good order from one firm, but it went. The people told me they had given the order to a firm in Staffordshire who were going to supply them with half-a-dozen or a dozen things just as they wanted them. And there is a lot being done through periodicals. People come for matchings for these things." I asked Mr. Stother if he could supply goods such as were sold through periodicals, at the prices at which they were thus offered. "I can sell the same kinds of things cheaper than they supply them at," was the prompt answer. I asked if he had examined any of the goods sold through magazines, closely. "Oh yes. I have had several for matching. Of course I cannot deal with the people who advertise the things to sell them again. I cannot buy off them. I can sell the same quality of stuff easily at a nice profit," was the answer. "We are troubled here with mock auctioneers," Mr. Stother continued. "Why, 'mock'?" I asked. "An auctioneer has to have a licence. These people have not licences. They will put a thing up and keep dropping the price. They don't 'auction' a thing. They put it up and sell it at their own price. They will put a thing up at nine or ten shillings and drop it to perhaps eight. A couple of men will come down and bring a couple of crates of 'seconds' or 'thirds,' and put them up at their own figures and drop the price, and if they don't get their figure they will put them down again." There is a lot of harm done by matchings, Mr. Stother said, alluding again to this subject. "A cream jug came to me to match. The jug cost a shilling and the packing and carriage was a shilling. That was a lot on a shilling article. A tea-pot came. The pot cost four-pence and the carriage a shilling. The matching came to one-and-fourpence. It seemed a big thing." Mr. Stother next alluded to the coming in of foreign goods. "I don't believe in free-trade. I think it is wrong that they should allow those foreign things to come in as they do," he said warmly. "Do the foreign goods amount to any large proportion of your total sales, Mr. Stother?" I asked. "No, I sell a larger proportion of English, except in foreign glass. I think I can buy English china as cheap as foreign, when you take breakages into account. But the foreign goods come in better packed, and are easier got at after the package is opened," said Mr. Stother, as he brought the conversation to an end.

Premises which, by their external aspect and by the character of the goods displayed in the window from a conspicuous and agreeable feature of Park-street, Lytham, are carried on by Mr. J. Holmes. One window and part of a spacious shop, inside are devoted to objects of photographic and cognate art, the proprietor being engaged in photography. All pottery down to the little brown jug or the modest "crock," may be said to be artistic, while many of the medium-class goods in pottery and glass are embodiments of beauty. Many of the articles in the shop under notice, were of this kind. I had a short talk with Mr. Holmes, but nothing of special interest was touched upon. Carriage did not trouble, and foreign wares did not charm him. He was simply not interested in such wares at all. English made goods sufficed for him, and with these he was well able to make an excellent and beautiful display.

One of the more important trading areas of Lytham is known as Market-square, and is a central area which is bounded on two sides by smart looking shops. Near the west end of the square stands the market-hall. A commodious shop at the south-west corner of the hall, and a stand inside, are held by Miss Bland, mainly for the sale of pottery and glass ware. The premises have been identified with the trade in these goods for a long time, a Mr. James holding them as a depôt for the sale of such goods before the present proprietress came into occupation of them. I found a very fair stock of china and pottery-ware for general household use on view, and I learned from the young lady in charge that business in Lytham was, as a rule, very quiet in the winter, but that it improved wonderfully when the visitors began to come.

Brook's Art Stores, Clifton-street, Lytham, enjoy repute as an emporium at which pottery of an artistic kind may usually be found to an extent which will give pleasure to connoisseurs. Many dainty examples of artistic china and pottery were on view at the time of my call. Vases, holders, cups, small sets of art ware and many beautiful or quaint articles, some with exquisite colouring, were displayed, to woo the lover of such things when sauntering round the town.

Ansdell, the more western part of Lytham, contains one establishment devoted to the sale of glass and china. This is in Woodlands-road (No. 36) and is carried on by Mr. R. Heap. The shop has an attractive air, and is stocked with goods which though of the more useful kinds for table and toilet, reveal the artistic element so strongly as to arrest attention and delight the eye. I had a cheerful talk with Mr. Heap about local pottery trade affairs. He had, I learned, been in the premises some seven years, and before that had been in the business for some time at Southport, and for about seven years at St. Anne's. When speaking of the summer trade of the district, Mr. Heap said that he had often wanted to know of a place at which he could buy small articles suitable for presents, which visitors could purchase to take home for friends. He would like, he said, to know the best market for such goods. He believed if he could obtain suitable goods at right prices, a fair business could be done in them. With respect to trade themes, the only one which seemed of strong interest to Mr. Heap was that of breakages. Mishaps of the kind, he reminded me, would occur in the conveyance of goods, and material loss was at times caused thereby. Mr. Heap appeared to think that something might be done to secure greater protection for the dealer, against loss through breakages, than he now enjoyed.

BLACKPOOL.

South Shore, the most southern part of Blackpool, has for many years produced a very fair local demand for glass, china, and earthenware. Mr. C. Pollard, 57 and 59, Bolton-street, has a very tastefully stocked shop, which has become one of the trading institutions of the district. The business was established in 1880 by Mr. N. Pollard, father of Mr. Pollard, when there were about 27,000 residents in Blackpool, and its proprietors have catered for a growing population in their own locality, while noting the steady growth of the town as a whole, until the number of its residents has become some 58,000. To him the question of selling defective goods was evidently that of most importance. "I am of opinion," he said, "that pot manufacturers are doing the whole trade generally great harm by selling and putting on the market 'thirds' and lump

goods. They ought to be smashed up, and the value of same put on seconds and best goods. I have been having a talk with a traveller on the matter only this afternoon, and also with a principal of one of the leading firms in the Potteries, and his answer was it would be one of the finest things that could come over the trade, and admitted that it would be better for the trade all round.'' Mr. Pollard went on to say a man gets a few crates of thirds and lump goods, comes down here, and sells by auction. To-morrow he's gone. This, I contend, hurts both the manufacturer and the retail dealer, and why firms do this, sending rubbish up and down the country, I can't understand, and further think it most unreasonable. When asked the direct question, "You would do away with the hawkers ?" "Not necessarily; let the hawkers take round a better class of goods," was the answer. "The crate question is a very big one,'' said Mr. Pollard alluding to this; "I have a firm who charge me one shilling for the hire of a crate; this I think is very fair, and if all manufacturers would do this there would be a lot less trouble on this point.'' Mr. Pollard alluded to the foreign manufacturer, who delivers goods along with case and packing "free of charge,'' and he was afraid that if the English manufacturer did not try and do something in the matter, their foreign rivals would secure more trade.

A NEW GLASS BOTTLE MACHINE.

(FROM OUR OWN CORRESPONDENT.)

IN consequence of the claims made on behalf of a new machine for making bottles, the invention of Mr. J. Owens, an American gentleman, we instructed one of our representatives to proceed to Manchester, where it is in daily use, and give some account of it for the benefit of the readers of THE POTTERY GAZETTE, and more especially those of them engaged in the glass trade. As will be seen, he is of opinion that the making of articles by automatic machinery is likely to extend to certain branches of the flint glass trade. Here, then, is his report, which the writer claims to be written with thorough impartiality :—

In accordance with instructions, I proceeded to Manchester on September 16, and making my way to Trafford Park, now devoted to manufactures and commerce, found the object of my search—the works of the Owens European Bottle Machine Co., and presenting the credentials of THE POTTERY GAZETTE to Mr. Wm. H. Bashart, the general manager, was given every facility for gaining information, Mr. Lyon, the works manager, acting as guide. The concern occupies a portion of a plot of 20 acres, and has railway lines laid respectively to the fuel, the raw material and the packing departments. 'Save the cost of labour by labour-saving appliances,' appears to be the motto of the company, and it is carried out in every department I viewed. To describe the whole of these would be to occupy much more space than can be allowed me. Suffice it then to say that the materials for the manufacture of glass, lime, salt-cake, and sand, &c., were shovelled into a furnace heated on Siemens' continuous regenerative principle, and on becoming molten, the mass was permitted to flow as required into a circular tank holding upwards of one hundred tons. Here was a new departure. The tank with its enormous load, actuated by a powerful motor, revolved with a steady, continuous motion. About one-sixth of it projected beyond a corrugated iron screen into the glass house proper, and close to it was the machine I had come to see. I was by no means the first visitor. Glass manufacturers and managers from France, Belgium, Germany, Holland, Italy, and other European countries had come over to examine its capabilities. Others included heads of Yorkshire and other bottle manufacturing firms, and a party of workmen from St. Helens—glass-blowers.

The machine is placed so near the tank I have mentioned that part of it projects over the semi-liquid glass. From a central column depend arms bearing "blank" and bottle-moulds, six of each, and these revolve with a steady movement, electricity being the power used, and there are pressure and suction pipes. I watched the operations of the novel machine with great interest, and saw that as soon as a blank or plain hollow mould came over the tank, it dipped till the lower end touched the glowing metal, and instantly was filled by suction, and rose to the level before occupied, and the surplus glass adhering was cut off by a steel blade and dropped into the mass below. The next moment the blank moved forward, and on reaching an allotted point, a bottle-mould below opened its jaws, received the glass-shape, and then closing, this was subjected to a pressure of 25 lbs. to the square inch, the result being the production of a bottle perfect in all its parts, except the ring at the neck, this being completed the next moment most ingeniously. The mould, which had moved on, emptied its bottle neck downwards into an ingeniously constructed receptacle, and it, along with three others, fell into a "finisher,'' a fiery little furnace, heated by a Bunsen burner, and so became a perfect article. The machine also automatically disengaged the four bottles and they were taken off by a youth who placed them in the long-handled carrier of another young worker, and his sole business was to put them into the lear (*lehr*) to be annealed, an operation performed in a few steps.

It is stated that the lear, both in its apparatus for carrying the bottles along for gradual annealing and in the system of heating, is an improvement upon any in this country. Upon that I express no opinion. There was great heat at the mouth of the oven, but no flame nor any draught, and the annealing should be good. At the receiving end a couple of men were taking out the goods made, the temperature being about 60 deg. The articles —apollinaris bottles—that had come down the lear were all well made, the metal in each that I examined being evenly distributed, and none among them of "seconds'' quality. They stood considerable ill-usage without fracture, both at my hands and those of the manager.

As to the bottle-making machine, I timed it for one minute, and it turned out 14 bottles. The speed, I suppose, could have been increased or decreased by the mechanic in charge, but if his duty is to change the moulds for cleaning, or, when an order having been completed, another kind of bottle has to be made, I was informed by the manager that besides that workman there were only the takers off, and certainly no one else was present during my stay. The machine, he stated, turned out 16 half-pint, and 13 pint bottles per minute; quarts in less numbers, because of their size, and it is worked on the twelve hours shift system, The employees prefer it, he said, to eight hour shifts, and they earn good wages.

For the manufacture of such bottles as I saw, and for "beers'' and plain-necked sodas, the machine seemed to me to be admirably fitted, but I do not see how it can be made to turn out the popular marble-stoppered bottles, and one or two other patterns that might be named. One of less size and greater rapidity of motion could no doubt, make "medicals'' of sizes up to 8 oz. Its introduction into the flint-glass trade, I learnt was already being considered, and it is producing jam-jars and soda water syphons in America. The machine appears complex to the ordinary observer, but the study of it convinces one that it is carefully made and well designed : it is certainly likely to be of interest to all classes of workmen in the bottle-trade and to their employers.

Obituary.

ENOCH MASSEY.—AGED 80.

WE record with sincere regret the death of Mr. Enoch Massey, a gentleman long associated in various capacities with pottery manufacture. The name is to-day one of the most familiar in the china trade, though in recent years it has owed its popularity to Mr. Enoch Massey, of the Opal China Works, Fenton, a son of the deceased. The late Mr. Massey died at Edenfield, Goole, Yorkshire, the residence of Councillor S. Wetherall, his son-in-law, on August 31. He was born practically into the industry in 1827, at Swadlincote, in Derbyshire, where many members of the family were employed in the yellow ware branch. He was apprenticed to Sharpe Brothers, of Swadlincote, and became a very clever mould maker and modeller. His knowledge, however, was not limited to the branch in which he had become especially proficient, for he made a point of becoming acquainted with all the details of pottery manufacture. When he was thirty years of age he was appointed to the management of the clay department of Mr. Thomas Cooper's white ware factory at Church Gresley. In 1865 he was appointed manager of the Victoria Pottery, Hanley, and after holding that position for four years he was offered the management of the Cauldon Place Works. He remained here for nine years, and subsequently, after a short experience at Minton's, he went to join Bishop & Stonier, at Hanley, as manager of the mill and of the china factory. He remained with this firm for twenty years—until his retirement in 1896. He was, however, so intimately interested in pottery manufacture that he could not altogether sever his connection with it, so he found it agreeable to keep in touch with the Potteries by spending part of each summer with his son at Fenton. On these occasions Mr. Massey was always warmly welcomed by his former business associates and competitors. He had a high reputation as a careful and skilful potter, and as he was himself an excellent workman he did much to to maintain the character of English pottery. Two features in his career illustrate very strongly his personal character. He was always on the best of terms with, and was held in great respect by, the workpeople over whom he had authority, and after his retirement he maintained familiar intercourse with the firms whom he had successively served, and he was always warmly received by them when he called during his annual visits to the Potteries. Though he was naturally fond of useful activity, he did not take part in public life, which he had frequently been solicited to do. Had he not been of so retiring a disposition he would certainly have made a useful public servant in many capacities. He was for upwards of sixty years a member of the Wesleyan Church, and for a great part of that time was an active worker in connection with Sunday-schools. He was one of the largest shareholders in the firm of John Wetherall & Co., shipowners, of Goole, of which his son-in-law, Councillor Wetherall, is one of the managing directors. Mr. Massey caught a severe chill in February last, which resulted in pneumonia, from which he never recovered. The funeral took place at the Borough Cemetery, Hanley, where his wife was buried sixteen years ago. On the removal of the remains from Goole, a large number of the residents assembled and followed the coffin to the railway station in procession, although at the early hour of seven in the morning; the flags on the public buildings and on the shipping in the harbour flying at half-mast. A great number of old pottery friends met at Stoke Station on the arrival of the coffin, and thus manifested their respect for the deceased. The funeral service in the Wesleyan Chapel, Hanley, and the interment in the cemetery were both attended by a crowd of relatives and friends. The deceased leaves two sons and two daughters, his eldest son being Mr. Enoch Massey, of Fenton.



MR. ENOCH MASSEY.
[*Photo. by W. W. Winter, Derby.*

THOMAS GIMBERT BOOTH.—AGED 57.

WITH deep regret we record the death of Mr. T. G. Booth, chairman of directors of Booth's, Ltd., silicon china and earthenware manufacturers, High-street, Tunstall. Mr. Booth had not been seriously ill until about the commencement of the month, when he had what is commonly called "a stroke," from the first effects of which he never recovered. He gradually became weaker, until early on the morning of Sept. 17 he passed away at "Gracedieu," Knowsley-road, Southport, where he had resided for the previous six or seven months. The deceased was the son of the late Mr. Thomas Booth, who was an earthenware manufacturer at Burslem, but who afterwards moved to Church Bank Pottery, Tunstall. Mr. T. G. Booth was born at Tunstall in 1850, and acquired his early business experience under his father. He was very industrious and studious, and early gave indication of considerable business aptitude, and when quite young took some share in the management of the works. Unhappily his father died, leaving him at a very early age to undertake the control of the business. Nothing daunted, he applied himself assiduously to the task, and in a very short time became quite equal to it. The deceased was an enthusiast in his business. By study and experiment he attained unusual proficiency as a potter and in the chemistry of pottng. This was the



MR. T. G. BOOTH.

result of diligent application and intelligent observation. Most of the special glazes used by the company were prepared from his own formulæ, and the value of them is seen on their ware. Few manufacturers achieve such success as potters, and as potters' chemists, while controlling the commercial side of a manufactory. In a few years his brother, Mr. Fred Booth, became a partner with him, but it was not long before Mr. T. G. Booth again became sole manager of the business. His management of it proved very successful, and the business continued to increase. Ten years ago a limited liability company was promoted to take over the business, and Mr. T. G. Booth was chosen the first chairman of directors, an office he held at the time of his death. An interesting feature in connection with the business career of the late Mr. Booth is worth mentioning. His father, Mr. Thomas Booth, was represented in London by the late Mr. T. A. Green. Mr. Green continued the representation when deceased took over the management, and his sons, Messrs. Green Brothers, of Hatton Garden, are representing Booths, Ltd., to-day, showing an unbroken connection between manufacturer and agents extending over forty years. His tact as chairman of directors, together with his energy, contributed largely to the phenomenal expansion of the business. Others took a prominent part in that development, and are entitled to share with the late chairman the credit for it, but we are sure they will readily admit the value of his personal influence in securing the position attained by the company of which for many years he had sole control. He was respected by members of every department of the trade, and perhaps by none more than by his employees, to whom he always showed the greatest consideration, though he was strict in requiring compliance on their part with regulations necessary to the proper conduct of the business.

The high opinion entertained of him by his fellow-townsmen was shown by the public confidence placed in him. He was chosen Chief Bailiff of Tunstall for four years in succession (1886–1889), and it is on record that during the whole of those years he attended every meeting of the council. His business capacity was ungrudgingly placed at the disposal of the town, and the finances undoubtedly benefited by his twelve years' services on the council. During his tenure of office as Chief Baliff many important improvements in the town were initiated and completed. The Victoria Institute, in commemoration of the Jubilee of Queen Victoria, was erected, and Mr. Booth laid one of the foundation stones. He always took a great interest in the progress of the institute, of which he was one of the trustees. To his skill as a financier the town was indebted for considerable economies effected. He was particularly anxious to relieve the burdens of the poorer ratepayers. While he held the office of Chief Bailiff the Local Government Act of 1888, appointing County Councils, was passed, and the deceased was one of the first two representatives of Tunstall on the Staffordshire County Council. Mr. Booth was not ambitious in a selfish sense. His whole conduct in public life was dictated by a sincere desire to promote the interests of the town and the welfare of its inhabitants, and especially of the poorer classes. It was a graceful compliment when his fellow-townsmen resolved to perpetuate the remembrance of his services by adding his portrait to those already adorning the walls of the Town Hall. The portrait was painted by the late Mr. John Nash Peake, and bears the following inscription :—"Thomas Gimbert Booth, Esquire, Chief Bailiff of Tunstall, 1886-7-8-9. The inhabitants of Tunstall presented this portrait to the town in commemoration of four years of admirable service, and as a special tribute of personal regard."

The interment took place at St. Margaret's Church, Wolstanton, on September 21, the remains having been brought from Southport the same morning. There was a large assembly, in addition to the numerous relatives and business associates of the deceased. The manufactory of Booths, Ltd., was closed for the day, and the company was represented by Mr. Henry Green, Mr. Charles E. Green, and Mr. Bowers, Directors, the heads of the various departments, and a very large number of employees. There were present six ex-Chief Bailiffs of Tunstall, representatives of the Urban District Council, the County Council, the Victoria Institute (of which deceased had been a trustee), and of many local bodies. The magnitude of the assembly and the different classes comprised in it evideneed the general respect entertained for the deceased.

THOMAS WM. MINTON.—AGED 63.

WITH sincere regret we announce the death of Mr. T. W. Minton, for many years a member of the firm of Minton & Co., the world famous potters of Stoke-on-Trent, and subsequently the chairman of directors of "Mintons, Limited." Mr. Minton retired from aetive business about six years ago, and went to reside at Enfield, in Middlesex, about ten miles from London. He died after an attack of pneumonia at his residence, Chase Ridings, Enfield, on September 23, in his 64th year. Thc name he bore is one of the best known in the industrial world, and especially in the potting industry. When we think or speak of high-class china there are three or four names that involuntarily come into our minds. The houses we allude to, and which are too well known to need mention, have added, more than many of us stop to consider, to the beauty of our lives. Sixty years ago, if a piece of pottery was useful in the household, but little thought was bestowed upon its beauty. To-day, the form and decoration of every article we use must at least be attractive — mostly they must be artistic. Quite apart from mere works of art, useful pottery is totally different from what it was, while our ornaments are in entire contrast to those of the middle of the last eentury. This change is due to the healthy, artistic influence first exerted by the artistic productions of our leading china manufacturers, and since developed by our art schools and institntes. One of the houses that has contributed largely to their improvement in our daily surroundings is that of Mintons. The name has long been synonymous with perfection in china, but Mintons, and the other houses I have alluded to, have not only given us specimens of the highest forms of art, they have given us, and taught us to love, the beautiful in places where at one time it was considered unnecessary. The house to which the deceased belonged is justly entitled to a share in the great work of art education.



MR. T. W. MINTON.
[*Photo. by W. H. Hayles, Baker-street, W.*

The strong predilection of deceased for potting was hereditary—he was one in a long line of china manufacturers, and was the great-grandson of the Thomas Minton who founded the firm. This Thomas Minton was a contemporary of Josiah Wedgwood. About 1750, a small factory was started at Caughley in Shropshire, and passed through

several hands until it was acquired by Thomas Turner, son of a local clergyman. Mr. Turner was a chemist, an artist, and an engraver, and under his control the productions of Caughley became famous. He introduced French workmen who gave him valuable suggestions, and who trained a number of apprentices under Mr. Turner's direction. Several of these became famous—among them there was Thomas Minton, the grandfather of deceased; John Rose, the founder of the Coalport China Works; Martin Randall and others. Thomas Minton was apprenticed to an engraver, and it was he who, under Mr. Turner's directions, first engraved the famous "Willow Pattern." It was said at the time that it was copied from an original Chinese plate (no doubt it was from an original Chinese pattern, but it is now doubted whether the willow pattern was ever seen on Chinese pottery). It was Thomas Minton who engraved for Mr. Turner the now famous "Broseley Blue Dragoon" pattern. He remained for several years in Mr. Turner's service, and was then employed by another famous potter, Josiah Spode, in London. He appears to have migrated to Stoke-on-Trent about 1788, where he established himself as an engraver. He was successful, and his ambition was to become a manufacturer of pottery. He entered into partnership with two others, and a small earthenware manufactory was started. One of his partners retired and the other died, and Mr. Minton continued the business on his own account. Soon after he acquired sole control, he commenced the manufacture of semi-porcelain; but it was not a success. The other ware, however, continued to improve, and the business to increase. In 1820 he took his son, Herbert Minton, into partnership, and the popularity of the firm's productions increased enormously. Thomas Minton died in 1836 and the son, Herbert Minton, took two partners, Mr. John Boyle and Mr. Minton Hollins. Mr. Colin Minton Campbell (a nephew of Mr. Herbert Minton) became a partner in 1849, and nine years after Mr. Herbert Minton died, and the business came under the control of Mr. Minton Campbell and Mr. Hollins, who made very considerable improvements in the class of goods turned out. Mr. Hollins resigned, and then it was that the deceased, Mr. Thomas Minton, with his brother Herbert, were taken into partnership. At that time several very skilful French potters were employed at the works. Mr. Leon Arnoux, a French chemist, was at once art director and chemical potter. As the works were expanding at that time, he must have been busy. Mr. Arnoux eventually became a partner. Among the famous artists who worked for the firm under the deceased were M. Boullemier, a figure painter and M. Solon, the distinguished artist in pate-sur-pate. The firm manufactured both parian and porcelain, and they are said to have been the first to manufacture English majolica. The late Mr. Thomas Fuester was engaged at Minton's for some years, and doubtless it was from Minton's that he derived the inspiration for majolica manufacture, which he turned to such good account.

Mr. Colin Minton Campbell was the principal partner when the deceased and his brother Mr. Herbert Minton were the active partners. On the conversion of the firm into a limited liability company in 1883, Mr. Colin Minton Campbell became honorary director, and the deceased, Mr. Thomas William Minton, the chairman of directors. He held this position for a number of years until about 1892, when he retired from active control at the works, but maintained his connection with the company by looking after their art studio in the West End of London until, as stated, he retired altogether about five years ago, and has been living at Enfield since. The deceased took an active part in local affairs at Stoke, and enjoyed the respect of all his fellow-townsmen. He was a town councillor and alderman and served as Mayor in 1877–78. He believed in art training for pottery workers, and was a strong supporter of the school of art at Stoke. The funeral took place at Enfield on September 26.

J. M. MAY.—AGED 81.

WE regret to record the death of Mr. J. M. May, the founder, and until recently the principal partner, in the firm of J. M. May & Co., glass and china merchants, 2, Butler-street, Milton-street, E.C. Mr. May had for some time been infirm by reason of his years, though the end came rather suddenly on September 4, when he died from heart failure at his residence, 19, Talbot-road, Highgate. The deceased was born at Frankfort-on-the-Main in 1826, and came to this country in 1847. He was employed with several firms of importers and distributors for several years, and then, with a partner, he commenced business at Lambeth Hill as importers of glass ware. Mr. May was one of the early importers of Belgian glass, and has been connected with that business ever since. The firm removed to Hatton-garden, and after a few years' business there the partnership was dissolved, and Mr. May became associated with Greiner & Co., and, having conducted the business carried on by them for about twenty years, he resumed business on his own account, again trading under the name of J. M. May & Co. This he continued until 1904, when he retired from active part in the business, the control of which he handed over to his son, Mr. F. May. He has continued his connection as a partner, though he has not taken any part in the management. The late Mr. May has been a naturalised British subject for many years. He formed a large circle of business acquaintances, many of whom will, no doubt, hear of his death now for the first time. He was a Freemason, and several of his fellow-craftsmen attended his funeral at Highgate Cemetery. His wife predeceased him by many years. His son, Mr. F. May, controls the business in Butler-street.

JABEZ SPENCE.—AGED 65.

WE regret to announce the death of Mr. Jabez Spence, a much respected tradesman of Cambridge, an account of whose glass and china business was given in our last issue. Mr. Spence died at his residence, 44, Burleigh-street, Cambridge, on Sunday, September 15, from a severe attack of pneumonia, alfter only a few days' illness. We have not much to add to what we said last month, but may say that the opinion that we formed of him is more than confirmed by the touching references to his death, made locally. After all, those amongst whom a man lives and works are best able to form a true estimate of his character, and Mr. Spence was esteemed most by those who saw most of him. The funeral took place at the Mill-road Cemetery on September 18. We offer our sympathy to his family.

New British Columbian Glass Factory.—Under the heading, "Glass Factory Blown In," the Victoria, B.C., "Colonist," announced, regarding the new plant at New Westminster:—"The furnaces in the new crystal glass factory were blown in the other day, and the fires will continue to burn for a year before being allowed to go out, when the annual overhauling of the furnaces will take place. The furnaces are now going through the process of heating, which it is expected will take about ten days, at the end of which time the temperature will have risen to at least 2,500 degrees. The fires are of wood at present, so as to allow of gradual heating, but in a few days the gas will be lighted and will be burned continually night and day from that time. The gas is produced by burners on the west side of the large plant, and is carried into the furnaces by large steel conduits. The capacity of the present plant will be 100,000 bottles a day."

Empire Notes.

Earthenware to the value of £6,054 was imported into the Gold Coast during 1906. The value shows a decrease of £567.

Shop Assistants in Australia.—Advices received by the mail which arrived in London on September 9 show that great interest was everywhere created amongst members of the trade throughout Australia by the award given by the Arbitration Court in the matter of the dispute between the Shop Assistants' Union of New South Wales and various retailers in Sydney. The president (Judge Heydon) said the case was altogether the most difficult he had to deal with. The union, although fairly representative, was numerically and probably financially a weak union, and came before the Court honestly admitting that it was able to put very little pressure on the employers. Upon the facts of the case it appeared evident that an award would only be binding to one side. The establishment of a fair minimum wage might cause loss to some employers, and in a few cases might mean ruin to them, but on the whole the industry was prosperous, and to wait until no one was hurt would be to wait for ever. The award is as follows :—Definition.—In this award "shop assistants" means persons selling by retail, in the following businesses, the goods of their employers, in places used by their employers for that purpose, and includes shopwalkers and hands engaged in the country orders' department. (The businesses in the schedule included that of a crockery dealer.) Wages: Shop Assistants.—The weekly remuneration to be paid to shop assistants shall not be less than is shown in the following scales :—Scale 1. Where the shop assistant enters the business under the age of fifteen years: Males.—Under 15 years of age, 5s.; at 15, 7s. 6d.; 16, 10s.; 17, 15s.; 18, £1; 19, £1 5s.; 20, £1 10s.; 21, £1 15s.; 22, £2; 23, £2 5s.; 24, £2 10s. Females.—Under 15 years, 5s.; at 15, 5s.; 16, 7s. 6d.; 17, 10s.; 18, 12s. 6d.; 19, 15s.; 20, 17s. 6d.; 21, £1; 22, £1 2s. 6d.; 23, £1 5s.; 24, £1 7s. 6d. Scale 2. Where the shop assistant enters the business without previous experience, between the ages of 15 and 16. Males.—For the first year after entering, 5s.; thereafter, until 17, 7s. 6d.; and thereafter according to scale 1. Females.—For the first year after entering, 5s.; thereafter until 17, 7s. 6d.; and thereafter according to scale 1. Scale 3. Where the shop assistant enters the business without previous experience between the ages of 16 and 17. Males.—For the first year after entering, 5s.; thereafter until 18, 10s.; at 18, 7s. 6d.; and thereafter according to scale 1. Females.—For the first year after entering, 5s.; thereafter until 18, 8s.; at 18, 11s. 6d.; and thereafter according to scale 1. Scale 4. Where the shop assistant enters the business without previous experience between the ages of 17 and 18. Males.—For the first year after entering, 5s.; thereafter until 19 years of age, 10s.; at 19, £1; at 20, £1 5s.; at 21, £1 10s.; at 22, £2; and thereafter according to scale 1. Females.—For the first year after entering, 5s.; thereafter until 19 years of age, 8s. 6d.; at 19, 11s. 6d.; at 20, 15s.; at 21, 18s.; at 22, £1 2s. 6d.; and thereafter according to scale 1. Scale 5. Where the shop assistant enters the business without previous experience between the ages of 18 and 19. Males.—For the first year after entering, 5s., thereafter until 20 years of age, 10s.; at 20, £1; at 21, £1 5s.; at 22, £1 15s.; at 23, £2; at 24, £2 5s.; at 25, £2 10s. Females.—For the first year after entering, 5s.; thereafter until 20 years of age, 9s.; at 20, 13s.; at 21, 17s.; at 22, £1 1s.; at 23, £1 5s.; at 24, £1 7s. 6d. Persons over 18 years of age applying to be employed as shop assistants, without sufficient previous experience to entitle them to the full wage under scale 1 must, if not paid the wage shown in scale 1, as appropriate to their age, enter under the inexperienced workers' clause. Any shop assistants who, at the time of the coming into operation of this award, are in the business, having entered it after the age of 15, must, if it is desired to pay them less than the minimum wage appropriated in scale 1 to their present age, be dealt with as if this award had been in operation at the time they entered. Office Assistants.—The weekly remuneration to be paid to office assistants (including cashiers) shall not be less than shown in the following scale :—Males.—At the age of 14, 5s.; 15, 7s. 6d.; 16, 10s.; 17, 15s.; 18, £1; 19, £1 5s.; 20, £1 10s.; 21, £1 15s.; 22, £2; 23, £2 2s. Females.—At the age of 14, 5s.; 15, 7s.; 16, 9s.; 17, 11s.; 18, 13s.; 19, 15s.; 20, 18s.; 21, £1 1s.; 22, £1 4s.; 23, £1 5s. Storemen and Packers.—The weekly remuneration to be paid to storemen and packers of 23 years of age and over shall not be less than £2 5s. Boys and Girls.—Boys and girls in the shops not engaged in selling shall be paid not less than 5s. weekly. Typists, liftmen and porters are not included in this award. Hours and Overtime.—The week's work of the shop assistant during the day shall not be more than 53 hours. If the shop assistant is required to work more than 53 hours a week in the daytime he shall be paid for such excess time at the rate of time and a half, in addition to his weekly wage. Holidays.—If any shop is kept open for business on any of the days observed for the following holidays :—New year's day, Anniversary day, Good Friday, Easter Monday, Prince of Wales' birthday, Eight Hours' Day, King's Birthday, Christmas Day, and Boxing Day the shop assistants shall be paid double time in addition to their week's wages. If, when any such holiday is kept, any assistant absents himself without leave on the day before or the day after such holiday, he shall forfeit his pay for the holiday as well as for the day on which he absent himself, besides being liable to dismissal, or any disciplinary rule of the establishment. Working Back at Night.—Any shop assistant required to work back at night except for selling when the shop is kept open shall be paid not less than 1s. for tea money. No female assistant shall on such occasion be required to work later than 9.30 p.m. Casual Workers.—Any casual hand engaged for a Saturday afternoon or evening shall be paid not less than 7s. 6d.; and if engaged for both Saturday afternoon and evening shall be paid not less than 10s. Reference.—Every shop assistant who has been in the employ of any employer for not less than three months shall, on leaving, be given by such employer a note stating when such assistant began and when he ended such period of employment. Time and Wages Book.—A time and wages book shall be kept by the employer in each establishment showing the weekly time worked by each employee, the number of times worked back at night, and the amount of remuneration paid to each employee for each week.; and such book shall be preserved by the employer for reference. The signature or initials of each employee shall be obtained by the employer for every payment of wages in a book, or on a voucher, as may be most convenient, and shall be preserved by the employer for reference. Where wages are not paid weekly the sum paid for each week shall not be less than the minimum due under the above scales, and the deficiency of one week must not be supplied from the surplus of another. Inexperienced

WORKERS.—Applicants for employment who are unable through age, inexperience, infirmity, or any cause of disability, to earn the minimum wage prescribed for shop assistants of their age and experience may be employed at a lower wage, which, in view of the circumstances may be agreed upon between each of them and the employer. The employer then shall inform the employee of the duty under this award to give notice, and the employee shall then, within seven days of such agreement, notify the particulars of the agreement to the secretary of the claimant union, who, if dissatisfied may appeal to the Registrar within fourteen days of such notification, and the decision of the Registrar shall be final.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Hoskin's China and Glass Stores have been opened at 317, Green-street, Upton Park, E.

Mr. C. Roper, china and glass dealer, has recently opened premises at 60, London-road, Croydon, S.E.

Mr. J. T. Relph, glass and china merchant, announces his intention of shortly vacating the premises, 242, Brixton-road, S.W.

The Crockery Equipment of the "Lusitania" consisted of no less than 50,000 pieces—a nice "hotel order" for someone.

Mr. F. Mellor, head of the firm of Thos. Aidney & Co., colour manufacturers, West Avenue, Hartshill, Stoke-on-Trent, died on Sept. 11.

Mr. G. Palmer, china and glass merchant, having disposed of his lease, is about to relinquish the business at 142, Upper Tooting-road, S.W.

Mr. George Bridgland, who until recently carried on the business of a glass and china merchant at East Grinstead, was found drowned in the sea off Brighton on September 14.

The Hon. H. L. Gibbs, partner in the firm of Antony Gibbs & Sons, of London, died at Elstree, Herts., on Sept. 14, the day after the decease of his father, Lord Aldenham.

Discovery of Roman Pottery.—Over 100 pieces of Roman pottery, apparently portions of burial urns, have been discovered during excavations on the site of Warcham (Dorset) Castle.

Unmanufactured Clay to the value of £69,152, and weighing 63,273 tons, was exported from the United Kingdom during the month of August. The figures continue to show a steady increase.

Bottles (U.K.), Ltd.—Registered capital, £24,000 in £1 shares. Objects, to acquire and turn to account patents, rights and property; and to carry on a business not particularly described.

H. Abrahams & Co., of 6, Marsh-street, Bristol, glass and china merchants, have acquired premises at Taunton, Somerset, with the intention of opening same at the end of October as a high-class glass and china store.

A Fire occurred on August 28 on the premises of Mr. Greenyer, glass and china dealer, ironmonger, &c., 22 and 23, St. George's-road, Kemp Town, Brighton. The damage, which was considerable, is covered by insurance.

"Million" Advertising Novelty Co., Ltd.—Registered capital, £3,000 in £1 shares. Objects, to adopt an agreement with D. Fitte, M. H. Berlyn and J. C. Wicker, and to carry on the business of manufacturers of china, earthenware, and metal goods, &c.

The English Ceramic Society.—During the present session the following papers will be read:—Mr. Lynn on "Firing Pottery Ovens with Mond Gas," Dr. Seligman on "Continental Gas Pottery Ovens," and Professor Bone on "Some Aspects of Producer Gas."

British Diatoric Co., Ltd.—Registered capital, £25,000 in £1 shares. Objects, to carry on the business of manufacturers of and dealers in artificial teeth and electric fittings or other articles composed of porcelain or similar substances used in the manufacture of artificial teeth.

China, Glass and Earthenware Dealers are again to be congratulated, as no names of persons engaged in these trades appear as having been gazetted as Bankrupt in England and Wales during the month of August this year. Last year one was gazetted For the eight months ending August, however, 14 were recorded in 1907 and only nine in 1906.

Lead in Pottery Glazes.—The report of the Government Laboratory for the year ending March 31, 1907, states that several samples of pottery glaze, of lead glass, and of enamels, were analysed, and in one case it was found that an opaque white glass used in the preparation of toilet pins contained 37 per cent. of lead oxide, or an equivalent of 34 per cent. of metallic lead.

The Association of Chambers of Commerce held their annual meeting at Liverpool last week. Among other subjects discussed, attention was directed to the practice of marking Continental goods with an English name, representing them as British goods, and it was resolved to ask the Government to take steps to protect British manufacturers in France and elsewhere, and to put into application the provisions of the Madrid Convention to prevent the false marking of goods.

Glass Workers' Outing.—On August 31 the employees of Thomas Webb & Corbett, Ltd., glass manufacturers, Wordsley, held their annual outing. The party, numbering between 80 and 90, visited Worcester by brake. The weather was beautifully fine, and the drive was, therefore, greatly enjoyed. The party put up at the Bell Hotel, and a capital repast was served. Mr. Herbert Webb presided, and after the usual loyal toasts, proposed "Prosperity to the Firm" The toast was heartily honoured, and Mr. Kay responded.

Recent Company Liens Registered.—F. & C. Osler, Ltd., glass manufacturers, Birmingham. A charge (supplemental to a trust deed, securing £50,000 debentures), has been registered. The property charged to freehold land and buildings in Old Court House-street, Calcutta.——Polesworth Stoneware Co., Ltd. Particulars of £25,000 debentures have been filed pursuant to section 14 (4) of the Companies' Act, 1900. The property charged is the company's undertaking and property, present and future, including uncalled capital.

Street Dangers.—On the 17th ult. a load of crates containing chinaware, belonging to G. L. Gent & Son, Holborn Circus, was passing along Hatton Garden, when it suddenly blazed up and at once filled the street and neighbourhood with dark smoke. Pedestrians attempted to assist in the work of salvage, but the crates were too hot to handle. The firemen were soon on the spot, and prevented the fire spreading to the buildings. It is supposed a lighted match or a cigarette caused the mischief. The damage was covered by insurance.

A Promising Student.—In his report on the National Competition, the examiner makes the following reference to the work of Edwin Woollam, a 14 year old student at the Victora Institute, Tunstall:—"The examiner would be glad to find more attention paid to the sound decoration of articles of every day use. In this class an admirable set of drawings of jugs by Edwin Woollam, of Tunstall School of Art, is awarded a bronze medal for workmanlike treatment and simplicity. The examiners would like to see more studies of this practical type."

Staffordshire County Pottery Classes.—We have received a copy of the syllabus of work in the theory and practice of pottery arranged by the Staffordshire Education Committee to be carried out at the County Pottery Classes during the session 1907-8. The classes are held at Tunstall, Burslem, Hanley (by arrangement with the Borough Education Authority), Stoke and Longton, and are under the able direction of Dr. J. W. Mellor, D.Sc., assisted by Messrs. F. Turner, A. D. Holdcroft, and A. G. Richardson. Mr. T. W. D. Gregory takes the introductory classes in Experimental Science.

Army Contract Notice.—Manufacturers who wish to be invited to tender for Army requirements should address the Secretary, War Office, by letter, stating the particular articles which they manufacture, and the names of at least two well-known firms or public bodies who have purchased from them, and are in a position to certify as to the quality of their productions. The services of an intermediary are unnecessary in approaching the department for this purpose. Tenders for specified quantities are invited from time to time as required. The articles purchased include chinaware, earthenware, glassware, lamps and lanterns. Firms whose names are on the War Office List need not apply.

Revised Prices of Earthenware.—A meeting of the United Earthenware Manufacturers' Association for the regulation of prices was held at the North Stafford Hotel, Stoke-on-Trent, on September 11 to consider the minimum selling prices for standard goods. After mature discussion the Longton earthenware manufacturers' list, as revised in January last, was adopted with slight modifications. It was decided to send this list to every earthenware manufacturer in the district, asking him to adhere to its prices as to common goods. On Sept. 1 prices were advanced 5 per cent. It was considered by those present that another 5 per cent. advance was justified by increased cost of production, but it was decided to postpone the question till the meeting in November.

Forthcoming Lectures.—The Royal Photographic Society of Great Britain is holding its Annual Exhibition at the New Gallery, Regent-street, London, W. Under the auspices of the Society, Lantern Leetures are given in the North room on each Monday, Thursday, and Saturday during this month. The lecture next Saturday evening (at eight o'clock) will be on "Wedgwood, His Life and Work," and will be given by Mr. Harry Barnard, the London representative of Josiah Wedgwood & Sons, Ltd., Etruria. The slides will be from photographs taken by Mr. Barnard himself. Mr. Barnard was many years engaged on Messrs. Wedgwood's works. He is a Wedgwood enthusiast, and his lecture cannot fail to be interesting and instructive.

Tenders Accepted.—Chelsea Guardians, at their meeting on September 4, received the following tenders for the annual supply of earthenware :—Atkinson & Co. (accepted), £97 5s. 4d. ; A. Shingler, £105 3s. 6d. ; J. Green, £147 5s 10d. Farnham Board of Guardians have accepted the tender of Lintern & Peters, Farnham, for the supply of crockery during the next six months.——The Orsett (Essex) Guardians have accepted the tender of Mr. Horncastle for the supply of earthenware.——For earthenware for the Guardians of Chertsey Union, Mr. W. Huntsman, Islington. ——The City of London Guardians have accepted the tender of J. Defries & Son, Ltd., for the supply of glass, earthenware, &c.——The Maidstone Guardians have accepted the tender of M. Jacobs & Son, Week-street, for supplying crockery to the value of £34 12s.——Mr. W. Huntsman's tender has been accepted for supplying earthenware to Camberwell Guardians for twelve months.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office under the Factory and Workshops Act during August was 48. In addition to the above, 17 cases of lead poisoning were reported among house painters and plumbers. During the eight months ended August, 1907, the total number of cases of lead poisoning was 320, as compared with 433 in 1906. The number of deaths during the same period was 28, as against 36 in 1906. In addition there were 104 cases of lead poisoning (including 26 deaths) among house painters and plumbers in the first eight months of 1907, as compared with 111 (including 26 deaths) in the first eight months of 1906. In August there were 3 cases reported in the ehina and earthenware trade, but no death, as compared with 12 reported cases and 1 death in July. In the 8 months ending August 31 this year there were 53 reported eases and 7 deaths in our trades, as compared with 76 cases and 2 deaths in the same months last year.

Weights and Measures ; New Regulations.—The Board of Trade has issued a new set of regulations pursuant to the Weights and Measures Aet, 1904, which come into force on October 1. The new regulations are more stringent than the old ones, and pay more attention to small details. For instance, Clause 20 :—"All weights, measures (other than glass, earthenware, and enamelled-metal measures), and instruments shall, except where the small size renders it impracticable, have a date mark (indicating the date of stamping) marked on them by the inspector." 21. "The inspector shall not stamp a glass or earthenware measure on the premises of the manufacturer or dealer, or on premises rented from the manufacturer or dealer, without the sanction of the Board of Trade." Clause 25 provides that "Measures of length shall be made of steel, brass, ivory, hard wood, woven tape, or other material approved by the Board of Trade. They shall be examined with the object of discovering flaws or any want of straightness or strength ; and they shall be denominated and graduated clearly and indeligibly. Wooden measures of 2 feet or more in length shall have both ends tipped with metal, and the tips shall be riveted." The new regulations for weighing instruments and machines are very different from the old ones, and should be studied. A schedule of instructions to Inspectors is given in an appendix.

Travellers' Samples are always the eause of trouble and expense, and, in our trades, of loss by breakages as well. Manufacturers and their representatives have consequently adopted, to a limited extent, the plan of carrying illustrations of their wares instead of samples of them. Good photographs in black and white answer the purpose of samples as far as form and outline of decoration are concerned, but they have been found sadly deficient where coloured ornaments existed. Of course, a traveller who knew his business could explain the beauties of the coloured effects on the originals ; but, however minutely he did this, the impression on the mind of the buyer would fall far short of that produced by a moment's inspection of the original. Sprague & Co., Ltd., 4 and 5, East Harding-street, Fetter-lane, E.C., have introduced a new and original process of Colour Photography, by which they are able to give an exact reproduction, on a small scale (larger, if need be), and at a small cost, of any article of manufacture, with all the niceties of colour and shade which are the essential features in pottery ornamentation. From the most simple printed or printed-and-gilt patterns to the most artistic hand-painted floral or figure subjects—all can be reproduced by this process in exact similarity to the original. We have seen a number of these reproductions glazed and mounted convenient for carrying, and, as we happened to be familiar with some of the originals, we are able to speak with confidence of the fidelity of the reproductions. A traveller, by the use of these coloured reproductions, can show a customer everything he wants to see about a new shape or new pattern

in tea, breakfast, dinner, or dessert ware, except the quality of the ware. As retailers are familiar with the wares of the houses they deal with, a dozen of these coloured reproductions are all the traveller need earry. What travellers will save by carrying these eards round the country instead of hampers of fragile samples, travellers themselves alone can tell. The trouble of looking after hampers in transit, the eost of carriage, the labour of unpacking and repacking them at every town, and the loss by breakage, seem in a fair way to be obviated by the use of these handy substitutes. The company have appointed Mr. Alfred Bromley, 34, Harding-road, Hanley, their representative in the Potteries.

THE WEST OF ENGLAND CHINA CLAY TRADE.

(SPECIALLY CONTRIBUTED.)

SOUTH DEVON—III.

ENGAGED in a calling so hazardous as clay-working must of necessity be, the clayman stands in jeopardy every hour, praetically earrying his life in his hand. Insuranee companies making a speciality of accident business are fully cognisant of this, and base their calculations not so much upon past experience, nor present fact, but upon future eontingencies, and so the way to arrive at a clay rate is to multiply an ordinary rate by 3, 4, or 5. It is only miners employed in large concerns in Wales, Cornwall, and the North of England who, seeing the comparatively small size of the clay field, and the shallowness of many of the pits, are at first sight inclined to consider clay-mining an occupation free from risk. A very few days at the pit is sufficient to convince these men, used to "solid" workings, of their mistake, and induce them to express a very different opinion. The dangers to the workers embrace accidents of a most varied character. A man may be choked with bad air, drowned with bottom water, burnt with old level gas, or smashed by a loaded bucket, break his arm in the crane, his leg in the heading, or his neck in the shaft. Or the "floor" may give out and bury all hands "in the horrible pit and in the miry clay." The cost of sinking is extremely high, and naturally the merchant wants his pound of clay, but no "drop of Christian blood," and rather than remove a large piece of clay and risk the stability of the pit, the merehant and miner is content with a less quantity, provided something is "got," however small, a poliey which pays in the long run, for, as friend Sancho has it, "he that is getting aught is losing naught." No unwarrantable risks are run, for, besides loss of life, the safety of the timber must be secured, and the loss of £400 worth of balk would be neither pleasing nor profitable. The ganger over each pit carefully guards against this. He, too, takes a lively interest in the quantity, as well as the quality of his clay, and when a load is taken away from the bed place at the pit's mouth he reeords the faet upon a piece of clay, using a prog for a pencil. Tothmes III., King of Egypt, sent out his offieers 3,000 years ago to take the tally or tale, and the hieroglyphics on the modern tally would be about as puzzling to the uninitiated as the marks on ancient Oriental porcelain or figures on an Egyptian tally ball would be to the West country clay cutter of to-day.



DUTCH SHIP TAKING BRITISH CHINA CLAY TO THE CONTINENT.



LOADING CHINA CLAY FOR EXPORT.

In writing elaborate reports on clay, shorthand and other helps to speed are of value, but when the merehant is really in a hurry and wants something rather better than 250 words a minute, he goes back a few thousand years, and scratehes strange charaeters on a ball of clay with a stick, thorn, or sharp flint, and has it fired; he then possesses in this tablet of stone a perfect record, for, after all, the proof of the clay is in the burning thereof.

The old race of merchants with tablets, some small as lozenges, some larger than a man's head, brought the system to a fine art. A dash of green would denote the clay had the "yellows." A clay may be too "fat," never lean, often "hungry." Some tallies would note the depth at which the clay they were composed of had been found, and its position, so, when a similar clay was required, a pit would be sunk near. Oecasionally the strata varied in a remarkable manner—a geological "fault." The body is then said to be upside down. The best example of this occurred about seventy years ago, when, on a wretchedly poor pieee of ground, a very fine elay was found almost at the surface, instead of 100 feet down as customary. It was found, however, that at a depth of 20 feet a rough clay was touched, meaning that the discovery consisted of a thousand, instead of ten thousand, tons of rich clay. Local tradition has it that the finder was so disgusted that he cut his throat, so accounting, in an easy and interesting way, for the "pinks," "mottled," and "bloody earth" found in that part. When the elays are mixed indiseriminately, good, bad, and indifferent clays, fragmentary deposits of sand, gravel, and superficial débris, and a sprinkling of black water pebbles, forming a perfect conglomeration, with tons of surface and bottom water, clay saving beeomes very difficult. When the "old men" encountered very much of this sort of thing, he let his pit "out," for it was bewitched, "overlooked," or

haunted, and creepy tales are told by the men employed. Shadowy forms had been seen gliding in and out of the old clay cellars, and unearthly sounds had been heard. Some of the old workers were from Cornwall, and had heard the spirits of the old Jews digging away in the ancient workings, so were good judges. Perhaps it is well to state here that owls are plentiful on the clay field, so are ghosts. Owls were formerly much more plentiful, so were ghosts. And as for the shadowy forms, these may be taken as a sure omen some one would have rabbit for dinner, a noble salmon, or pheasant. Once an apparition of this kind was followed by tragical consequences, and the dead bodies of two men were found at the bottom of a quarry, each with his neck broken by the fall. Several yards of netting lay near, and not far off a bag containing two live rabbits. Sometimes the clay pits were visited by pixies; these little folk were of a mischievous but not evil disposition. They seem to have been particularly antagonistic to teetotalers, and the luckless wight who refused to "stand in," that is, pay his share to the drink fund which every set ran, was liable to all kinds of petty annoyances. He would lose his tools, his matches, his candles, and his clothes, for the "old man" worked "stripped to the buff." The full working costume of these early days, a pair of trousers with the legs cut off at the knees, suspended by a leather belt, ornamented by the plaited skins of the grass snake. It was the pixies who ate his luncheon, and not the great black rats, who, besides eating the clay (an established fact), ran in and out amongst the clay cutters' legs, picking up crumbs of bread and scraps of meat thrown to them—fat glossy rats, destined to be thrown into a 10 foot pit and torn to pieces by terriers waiting to receive them. As a safeguard against pixies, rats, accident, and illness, the clay man knew it was a good plan to see a white witch. A thorough knowledge of the medicinal value of the herbs which grew in rich profusion amongst the clay heaps or in the marshy ground near by, with a good knowledge of human nature, was sufficient to enable one to advise, predict, and heal, in a wonderful manner, and to satisfy and astonish the rude forefathers of the hamlet. The poor clay man who had known nothing better was to be pitied, but it is strange educated men should believe such nonsense. Old superstitions die hard in the clay land, and texts of scripture are still used to stop bleeding instead of tourniquets.

The making of figures of clay representing an enemy and sticking thorns into them was an art dear to all witches and warlocks of all countries and of all times, the clay districts naturally lending themselves to so particularly convenient a form of spite. But the practice that found most favour in the West was to kill your enemy, in the shape of some bird, beast, fish, or insect. To do this on the first of January ensured a prosperous year. Happy the man who came across a viper in the heading, lying dormant in its winter retreat, and killed it. Or, if he could slay an owl which, with its strange face and round baby-like head, he found asleep in the old dwarf oak. Perhaps he crunches a tiny mouse under his heavy boots well studded with hobnails, without which walking on the slippery clay is impossible. Once a year, upon that great day, the greatest day of all to the clay cutter, "Kingsteignton Fair," a miserable ram is taken around well garlanded with flowers. A kind of a war song is sung, and the ram slain, roasted whole, and afterward offered up to the clay men in sixpenny and shilling slices. The Church authorities countenance this old pagan custom. They are apparently powerless, or possibly have no desire to alter the date of the festival, and substitute an offering of fruit and flowers for the ram. Occasionally the white witch would "find" clay after the manner of a water diviner. But these owed more of their success to shrewd observant common sense than to mysterious agencies. None of Fenimore Cooper's Red Indians ever studied blade of grass and leaf of tree as closely as the clay finder. A stone in a lane, reeds in a brook, weeds by the wayside, a slight hollow in a field, a tiny hillock on a common, a gnarled and twisted tree in a hedge, are but a few of the signs which assist in determining whether the clay ground beneath had or had not been "worked." Perhaps it was not quite so wonderful, after all, to find clay where there was so much to find, for there is little doubt that originally these valuable beds extended unbrokenly the whole length of the ancient Bovey Basin, extending, according to various writers, from 6 to 10 miles. The ancient miocene lake of Devonshire fully 50 fathoms deep, 9 miles long, and 4 miles broad (its greatest length from Knighton to Kerswell, its greatest breadth Kingsteignton to well towards Ashburton), in which slowly but surely the great beds of clay and lignite were forming. Brice, in his book published in 1802, considers the beds ran in a southerly direction through Heathfield, Teigngrace, Newton Marshes, and Aller; all these places have since been proved rich in clay. The same writer ascribes the "broken features" to the "ancient stream work of the tinners." Why not go a step further and accept as an explanation for the presence of many of these surface inequalities that some of them at least were caused by clay getting, not the work of the old tinners, those "old men" who had been dead a couple or so of centuries before the "old men" of the modern clay world were born, but those oldest of all "old men," the Phoenicians, that great trading nation of antiquity, the greatest commercial race the world has ever seen, who, more than 2,000 years before the Christian era, explored the wilds of Devon and Cornwall, having profitable intercourse with the fierce inhabitants. Is it not feasible that in prospecting, as was their custom, not only for tin and copper, but for everything else of value, these shrewd pioneers who searched Spain for gold and silver, and collected amber on the shores of the Baltic, should have noticed and investigated a geological formation presenting such striking features, and so "struck clay"? We are told clotted cream was introduced by them, and that the Britons' inbred love of adventure was bequeathed by these adventurers. Many profess to see in the bold, dark, flashing eye, prominent nose, and swarthy complexion, so often found in the West, features of a Phoenician type. Skilful and enterprising, intense in their desire for wealth, they were extremely jealous of strangers. If any sail appeared to keep them company, or follow them, they would stop at nothing to destroy or deceive them, and their commerce and barter was carried on with the secrecy of the clay trade. May not samples of the white muds, green and fired, have been sent to their country, and passed around from hand to hand, amongst those old-time merchants who trafficked in that great fair and market? And ball clay found a place with metals, spices, precious stones, wools, oils, wines, ivories, horses, and slaves. May not their argosies have carried clay cargoes, and even at that early date the best "potters' clay" that he "trod" and that he "fashioned" in his house, where he wrought it "on the wheels," was just the old "original" West Country brands? But the traders have gone, the shipmasters gone, and the potters gone, and with them their clay lore, and Tyrus, that great seaport of "perfect beauty," that sat as a god in the midst of the seas, has fallen!

Still at It.—During the fortnight Aug. 6 to 20 no less than ten non-refillable bottles were patented in the United States.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

THOSE who thought a month or two ago that they could discern the end of the "boom" which, on a small scale, has been experienced in the potting trade this year, were mistaken. The end may be coming, but it is not yet, and men who profess to be able to gauge the signs of the times declare that the outlook at the present time is at least as hopeful as it has been at any time of the year. There can be no gainsaying the fact that, during the past few weeks, trade has exhibited a steadily strengthening tendency. Almost everyone agrees that business is good, many say that it is excellent. The general earthenware trade is least busy in the home market. One of the largest manufacturers in this department, whose views on Tariff Reform will be self-evident, summed up the position to me thus:—"In every country where there is a tariff trade is good. The only country where we cannot say the demand is good is our own." The American trade, which quietened down somewhat a couple of months ago, is forging ahead again now, with Canada and the South American Republics also keeping up excellently. Advices from the United States say that the prospect for a continued large demand is bright, and only an unexpected and serious change in the farming outlook can affect the orders coming over here. The Colonial markets, with the exception of South Africa, are buoyant. The jet and Rockingham end of the trade is well employed, but some of the masters still find themselves confronted with labour difficulties, which do not augur well for next settling day. The sanitary trade has experienced a welcome recovery of late, and several of the big firms are very busy. In at least one instance a considerable number of fresh operatives have had to be engaged, but this is due in part to changed methods of manufacture, and must not be wholly assigned to increased demands. The china trade has also again felt refreshing the influence of better trade. The Christmas orders for the Colonial markets have been shipped, yet still there is a steady demand from oversea customers while the home trade shows a marked improvement. The change is not confined to a few firms, but seems to have been experienced by almost all, and there is every ground for anticipating that the great majority of the Longton manufacturers will be busy now right up to Christmas.

The weekly returns issued by the North Stafford Railway relating to the traffic on their line have been consistently good during the last few weeks. In some instances the receipts for the carriage of merchandise and minerals have jumped up 20 per cent. in a single week, and it is obvious that the busy state of the potting trade must be, in a considerable measure, responsible for this. The Board of Trade returns also demonstrate conclusively how greatly the export trade has advanced this year. Our exports of china and earthenware during August increased by £17,000, in round figures, as compared with last year, and by no less than £55,000 compared with August, 1905. This means that something like £1,000 more per working day was paid out in wages to pottery operatives during August this year than was paid out two years ago. During the eight months of the year ending Aug. 31 our exports of ware increased by £204,000, as against the same period of 1906, and by £383,000 compared with the first eight months of 1905. It must be half a generation since our foreign trade was so brisk. The American trade has, especially, given a good account of itself. We have shipped during the eight months to the United States, Brazil, the Argentine, and Canada, together, ware to the value of £839,523—a result which is all the more creditable when the high tariff walls which have to be faced are taken into consideration. So far this year we have increased our trade with Germany by £5,000, with France by £2,000, with the United States by about £40,000, with Brazil by about £30,000, with the British East Indies by about £5,000, with Australia by about £45,000, with New Zealand by £20,000, and with Canada by £39,000. Our trade with the Argentine has remained stationary, while the South African exports have dropped to the tune of £20,000. The last mentioned matter needs careful inquiry. For years the South African trade has been steadily declining, and, in a general sort of way, we know that the depression which has prevailed since the war, and the effect of overstocking before the war, have adversely affected trade at the Cape; but when a drop of £20,000 takes place in a comparatively small industry like the potting trade in a single month, it would seem as though some special factor must be operating of which we are not generally cognisant. But, with this one exception, the trade returns are excellent, and cannot fail to give general satisfaction.

In last month's notes it was suggested that as pottery manufacturers would shortly have to face another increase in the price of fuel, retailers of china and earthenware would have to pay more for their ware. Events have speedily justified that prognostication, for both the earthenware and china manufacturers have since taken action. For six or seven years past there has been in existence here an organisation known as the "United Earthenware Manufacturers' Association for the Regulation of Prices," Mr. Geo. Wade being the hon. sec. A meeting of this body was held at the North Stafford Hotel, Stoke, on the afternoon of Wednesday, Sept. 11, for the purpose of considering the minimum selling prices in standard goods, and, after a lengthy discussion, the Longton manufacturers' list, as revised in January last, was adopted, with several slight modifications, and it was agreed that prices should be advanced as from Sept. 1. by 5 per cent., this to be added at the foot of invoice. It was resolved to send the list adopted to every earthenware manufacturer in the district, asking him to abide by its prices. The meeting considered that another 5 per cent. advance was amply justified, it being pointed out that not only had there been great increases in the price of manufacturing coal, but that lead, borax, cobalt, and other materials had also risen. It was, however, decided to defer consideration of the question of the additional 5 per cent. until the November meeting. A further meeting of the association was summoned for Thursday, Sept. 26—too late a date for its transactions to be dealt with in this issue. Since the above was written reports have come to hand respecting a development of the situation which is rather unexpected. The United Earthenware Manufacturers' Association represents, from 60 to 80 of the leading manufacturers in the district, and as, in dealing with the regulation of prices, absolute unanimity on the part of the big firms is desirable, it was hoped that the whole trade would fall in with the agreement arrived at. But one well-known concern has issued a circular to its customers stating that, after having carefully considered the matter the firm have come to the conclusion that an advance of 2½ per cent. in the price of their goods will suffice to enable them to meet the extra charges arising in consequence of the continued advance in the cost of coal and raw materials. The circular goes on to say that instead of this advance being added at the foot of the invoice, the cash discount now allowed customers will be reduced by 2½ per cent. In cases where accounts are net, 2½ per cent. will be added to the statement at the time of settlement. This letter was not sent out until several days after the meeting of the association had been held when the advance of 5 per cent. was decided upon, with the prospect of another 5 per cent. following. Those who have followed the course of trade during the past twelve months declare that 2½ per cent. will not cover the increased cost of production. The advance in coal alone will be much more than 2½ per cent. even to the firms which are equipped with the very best methods of firing in the district. Of course, there is more than one way of increasing the price of pottery. Some people advocate the adding of the advance at the foot of the invoice, others prefer reducing discounts, and yet others adopt the method of increasing the price of their new patterns, but reducing discounts to a smaller extent than those who keep prices at the old level. But in the long run all three methods mean the same thing, and at a time like the present when united action on the part of the trade is almost indispensable it would certainly tend to harmony if the earthenware manufacturers could act as one man, and would agree to stand loyally by any arrangement made in the interests of all.

Following the lead of the earthenware manufacturers, the English China Manufacturers' Association held a meeting on Sept. 17, at the Crown and Anchor Hotel, Longton, Mr. E. Brain presiding, when it was decided to circularise the trade to the effect that the 5 per cent. advance agreed to last January will be strictly enforced in future on all classes of china. As was pointed out last month, the January increase had not been loyally adhered to in some quarters, but fuel being now 30 per cent. dearer than it was at this time last year, it is evident that makers cannot afford to accept orders at the old prices any longer; in fact, a further advance in the near future is by no means outside the range of possibility. Meanwhile the price of coal and materials is still faring upwards. A Manchester firm, in one of their most recent circulars, remark that china clay "is very active, and values are tending upwards if only on account of the increasing cost of production through dearer fuel, labour, and cash." Retail earthenware and glass dealers here inform me that they have received notices of increased prices from many glass manufacturers in the Newcastle district.

The lamented death of Mr. Thomas Wm. Minton, a great grandson of the founder of the famous Stoke potting firm, who was formerly a prominent figure in the public and commercial life of the Potteries, revives memories of the controversy of 1887 respecting the extent to which English pottery is permeated by foreign influences. That discussion originated through an utterance by Mr. F. C. Horsley, R.A., deploring the foreign spirit which he alleged governed our ceramic products. The gauge which he threw down was taken up by Mr. Minton, and the result was one of the most useful and interesting exchanges of opinion which have ever appeared

in the newspaper press. Mr. Horsley stated, among other things, that the national character of the early English pottery is now utterly non-existent, but Mr. Minton's reply, backed up by very lucid reasoning, was that the early English pottery was permeated by a foreign element to an extent which is certainly not exceeded to-day. In support of his argument he instanced the Chelsea ware, which was copied, as closely as possible, both in form and decoration, from the Dresden china, and the Derby ware, an imitation of the old Chinese. Again the old "Willow" pattern, which probably had a larger sale than any other pattern, was first copied and printed from an old Chinese hand-painted plate. Mr. Minton pointed out that the pâte-sur-pâte work which attained its highest point of perfection at Minton's, through the agency of M. Solon, was invented by the Chineso centuries ago, but, as made at Stoke it showed no trace in design of its Chineso origin, its French revival, or of any other foreign element. Had Minton's confined themselves to such of their processes and decorations as were purely of English origin, the art of pâte-sur-pâte would have been comparatively unknown in England and America, in both of which countries it is now eagerly sought after as an English example of the highest type of the potter's art. Mr. Minton fully established his contention that, in order to keep up a high and healthy tone in art or industry, there must be a constant and continuous change, and a judicious introduction and assimilation of foreign element. The letters which appeared in the "Times," the "Telegraph," and other leading journals, during the controversy, are interesting to read even to-day; one's only regret is that the topic should have been recalled by so melancholy an event as the death of a gentleman who served the Potteries well during the best years of his life, and was an honoured member of the trade which he defended so vigorously and successfully.

Some writers often refer to the Potteries as "the five towns." In point of fact, however, there are six towns—Hanley, Stoke, Burslem, Longton, Fenton, and Tunstall, and, unless federation quickly takes place, we shall be able to say, with the little girl in the poem, "We are seven." For the Potteries is extending to yet another local town, Kidsgrove, which lies a little beyond Tunstall. At a meeting of the Kidsgrove Council a fortnight ago, it was reported that the surveyor had been approached by an architect from Fenton, who was in search of two acres of land near the canal for the purpose of building a large earthenware factory. The inquirer was shown the Council's land at Hardingswood, and it is thought that this may suit his purpose. Kidsgrove is slightly farther from London than the neighbouring Pottery towns, but is nearer to Liverpool and Manchester, and is conveniently situated for traffic to and from those places, both by canal and water.

The male and female potters connected with the "Potters' Union" held a big demonstration at the Victoria Hall, Hanley, on Sept. 16, when the announcement was made that the members of the Union will in future, demand a day's holiday every year for the purpose of "demonstrating," as is done by the miners' associations in various parts of the country. It was stated that the throwers, turners, and decorators had joined the "Union," and that there were now only three other societies connected with the trade outside the amalgamation. Some figures were given by Mr. Lovatt, the secretary, showing that since August 28 last year, when the amalgamation of societies originally took place, they had had a total increase in membership of 2,823, or an average of over 50 every week. In spite of this great increase, however, only one worker in the trade out of every six is "organised," and an urgent appeal was made to non-unionists to "join the ranks" by a number of speakers, including Mr. Victor Grayson, the Socialist M.P. Mr. Grayson, first of all had a good deal to say about the conditions under which the manufacture of pottery is conducted; he had apparently been studying the voluminous reports of Miss Vines, the lady factory inspector, who has been trying her hardest to make our "flesh creep." Mr. Grayson went on to assert that when children in the Potteries grew up, and developed an aptitude for their work they were sent to an art school not for the love of art, but because there was art required in the potting trade, and while this artistic banquet surrounded the children they were robbed of just the touch of soul which would enable them to appreciate it. If, said the speaker, it would enable the employers to make 6 per cent. instead of 5 per cent. the employers would send the children of the working classes to theological seminaries! No doubt there are mercenary employers in the world, as there are also mercenary Socialists, but in the Potteries, at any rate, the employers of labour take a much deeper interest in the welfare of their workpeople than Mr. Grayson thinks, And does he suggest that art and industry ought to be entirely divorced? I note that the Potters' Union are bringing Sir Charles Dilke down to Tunstall to address a meeting of workers next month. No doubt we shall hear something of interest from the right hon. gentleman.

The report of the "Potteries Committee" for last year has been issued. The one feature of it that is pressed upon the attention of the public is that funds are needed. This may be accounted for by the fact that the public are not greatly impressed with the necessity for the Committee. The report advances no new reason why the Committee should be supported in its work. The Committee want the use of lead in pottery manufacture to be forbidden, and they say:—"Much could be done nationally by the encouragement of experiment and research, which has already led to the production of many leadless glazed articles capable of competing successfully with those coated with lead glaze. Upon this point the Committee express gratification at the result of the exhibition held in the Church House, Westminster, last autumn." The less they say about the exhibition at Church House the better. It was utterly discredited. As to what can be done by "experiment and research," it has repeatedly been pointed out that manufacturers have spent thousands of pounds of their own money, in seeking a leadless glaze commercially applicable to pottery manufacture, and have not found one. If the Committee will cause to be discovered a leadless glaze that can be used on china and earthenware, tea ware and dinner ware, the manufacturers will pay them handsomely for it. Then they may honestly appeal to the public to support them. We cannot see from the report that the committee are doing, or that they propose to do in the way of pottery manufacture, anything that has not already been vigorously attempted, but without success.

An inquest was held at Normacot, on Sept. 24, as to the death of Austin James Smith, aged 48, of 23, Victoria-road, Normacot, who died on Sept. 19, after returning home sickly from work on Aug. 31. The deceased had been employed during the last twelve years as a potter's dipper by Mr. Thomas Cone, at Alma Works, Longton. H. M. Inspector of Factories was in attendance, and Mr. R. A. Llewellyn represented both the Potters' Insurance Co., Ltd., and Mr. T. Cone, the deceased's employer. It was shown that deceased was ailing up to last January twelvemonth, and for some time attended the N.S. Infirmary for electric treatment for lead paralysis of the wrists. He was stopped work for six or seven months—getting compensation in the meantime—but resumed work some twenty months ago. On Aug. 31 he came home from work complaining of feeling sick and tired. For several months of late the deceased used to retch every morning. Dr. Richmond had eventually to be called in, and he attended the deceased until death. The deceased never complained of pains in head or body. He was not a man addicted to drink. Mr. Thomas Cone, earthenware manufacturer, said the deceased had been in his employ for twelve years, and had never lost work through drinking. He "took pretty well," but could do his work with it. Dr. J. F. Arlidge, certifying surgeon under the Special Rules, said the deceased was first suspended in June, 1905, and resumed work the following January. Both wrists had "dropped," but there was no complaint as to general health. He was suspended to see if any treatment would do the wrists good, and in January, 1906, there was a marked improvement in their condition. Since January, 1906, witness had seen the deceased monthly up to Aug. 21 last, during which time he had made no complaint whatever as to his condition. He was marked "fair" in the register throughout that period. Mr. Cone here remarked that deceased was the strongest man he had on the manufactory. Dr. Arlidge said the very pale appearance of the deceased caused witness to be suspicious, and question him particularly in March last, but the deceased made no complaint. The coroner asked Dr. Arlidge if he thought it was wise for the deceased to go back to ripping after having the wrist drop. Dr. Arlidge said the wrist drop had very much improved when he resumed work, otherwise he would not have been allowed to resume. There was no complaint from the deceased in any shape. Dr. T. Heyliger Richmond stated that on Sept. 8 he was called to see the deceased, who complained of being generally out of sorts and feeling sick. Witness attended deceased up to death, and he had since made a post-mortem examination. Dr. Richmond said the cause of death, he considered, was lead poisoning. The Coroner: The condition you found would be consistent with other things, would it not? Dr. Richmond: The only other thing would be excessive alcoholism, but in that case you would not have found the profound anæmia there was. Witness added that the deceased must have suffered for a long time, although the condition was not apparent. The condition of the kidneys must have been set up for a number of years. The deceased had no marked drop when witness saw him. He had no indication of lead poisoning. Witness did not suspect that until a week had passed. Mr. Llewellyn: Would you expect to find convulsions in a case of lead poisoning? Dr. Richmond: It is a thing which does occur, but not always. Dr. Arlidge agreed that death was due to plumbism, or degeneration of the organs through working in the lead. The Coroner: If the deceased had told you he was suffering from this morning heaving what would you have done? Dr. Arlidge: Suspended him until the symptoms subsided. The doctor said the deceased was a very strong man, and so long as the wrist drop had got better there was no reason why he should not go back to work. Of course, it would have been preferable that he should not have returned to the dipping, and had he been a young man witness would not have allowed it. The coroner said it was only fair to the deceased to say there was no evidence that deceased was a heavy drinker. He would emphasise the fact that the deceased did not disclose his con

dition to the certifying surgeon, and it was absolutely impossible for that gentleman to come to a fair estimate of a person's health if facts were withheld. This was not fair to the doctor or to the employer. Dr. Arlidge said too many were unwilling to tell the surgeon a straight tale. The jury returned a verdict of "Death from lead poisoning."

Josiah Wedgwood & Sons, Ltd., of Etruria, have engaged Mr. F. Rathbone, of South Kensington, the well-known expert on ceramics, and author of "Old Wedgwood" to arrange and catalogue the numerous exhibits in their museum at Etruria. The collection, an illustrated account of which was published in the POTTERY GAZETTE a year or two ago, is attracting to Etruria numerous collectors and connoisseurs of pottery, who invariably leave the museum delighted with the priceless treasures it contains.—Mr. H. H. S. Cunynghame, C.B., assistant secretary in the Legal Department of the Home Office, who presided at several conferences of pottery manufacturers whilst the "special rules" were being formulated, has consented to distribute the prizes won by students of the local pottery classes during the last week in November. Mr. Cunynghame has made a hobby of enamels, upon which he is an admitted authority. Mr. Cunynghame is an authority on enamels, of which he has a fine collection. He attended Mr. Wm. Burton's recent lecture on "Lustre Pottery," before the Society of Arts, and in proposing a vote of thanks to Mr. Burton, he said he first made that gentleman's acquaintance at the arbitration proceedings before Lord James of Hereford at the time "benevolent and philanthropic people were urging Government to forbid the use of lead in pottery manufacture." The manufacturers opposed the prohibition, and "the pottery trade was indebted to Mr. Burton whose evidence was principally instrumental in showing that certain kinds of pottery could not be made without lead. By his breadth of view he prevented rash action being taken. Wiser counsels now prevailed. He hoped that the House of Commons would not rashly press changes upon departments which, if carried out, would ruin a national industry."

At the September meeting of the R. S. Chamber of Commerce a letter was received from Messrs. J. & G. Meakin, of the Eastwood and Eagle potteries, Hanley, drawing attention to a matter which seriously affects English potting firms in their relations with the South African markets. The letter contained information from the firm's Natal agent to the effect that the Natal Government propose to increase the licence duty for representatives of oversea firms from £10 to £25. What was even more serious was the fact that while the £10 licence permits the holder to represent any number of firms, it is now proposed that the £25 licence should only entitle the holder to trade for one firm, and that he must pay an additional £25 for every firm he represents. Of this proposal Messrs. Meakin remarked that "this tax would be almost prohibitive in the present state of trade in South Africa." So seriously is the question regarded, that Mr. A. P. Llewellyn, the secretary of the Chamber, has brought it under the notice of the London Chamber of Commerce, the Associated Chambers of Commerce, and the Colonial Secretary. A telegram has also been addressed to the Governor of Natal, while a copy of Mr. Llewellyn's letter has also been forwarded him. The official details relative to the new Australian tariff have been very keenly perused in this district. They show that the tariff against British china has been increased by 5 per cent., making a total of 25 per cent., and that the tariff against foreign china has been increased by 15 per cent., making 35 per cent. in all. The duty on British earthenware has been increased by 10 per cent., making 30 per cent., while that on foreign earthenware has been advanced 15 per cent., making 35 per cent. in all. So that, although the duty on our china has gone up 5 per cent. and on our earthenware 10 per cent., English china has a preference of 10 per cent. over foreign, and English earthenware has, similarly, a preference of 5 per cent. New Zealand is also engaged in making a new tariff which, so far as present information goes, gives Great Britain a most substantial preference, since it appears that foreign china and earthenware will, in future, have to pay an additional duty equal to one half of the amount of the duties to which British ware is subjected. But it would also seem that china and glass are among the articles in Schedule B. of the tariff, which are to be admitted free, and it is not explained whether British and foreign goods are treated alike under this schedule. The preference given to English goods would have been much more warmly welcomed on this side had it not been accompanied by a general increase of duties all round, and in some quarters much anxiety is expressed respecting the effect which the changes may exercise upon our exports of pottery to the Antipodes. Those exports have advanced considerably during the present year, and all will hope that the new tariff will not check our trade with either New Zealand or Australia.

The interesting address on the subject of the firing of potters' ovens by producer gas, delivered by Mr. Arthur Woolley at the picnic of the English China Manufacturers' Association in August, has evoked a reply from the Power Gas Corporation, Ltd., which was associated with Mr. T. W. Twyford, J.P., and Mr. T. C. Moore, J.P., in the firing of the experimental oven at Victoria Pottery, Shilton with Mond gas, two or three months ago. It may be recalled that Mond gas came in for some little criticism from Mr. Woolley, who has been engaged in experiments with a system under which small producers are placed at every mouthpiece of the oven, as opposed to the system advocated by the Power Gas Corporation, who propose to supply Mond gas "on tap" from a central station. One of Mr. Woolley's contentions was that if to use a clarified gas like Mond gas, was to introduce into the oven a gas which had been robbed of qualities essential for the process of oven firing. Mr. W. Beswick, of the Power Gas Corporation, states in his rejoinder, however, that the contrary has been abundantly proved, and that Mond gas, which is purified from dust, dirt, and tar, retains all the gases obtained from the coal, and is a better gas in many respects for firing ovens than one which contains impurities. "It is," he says, "capable of giving a well distributed, as opposed to a local, heat. . . . With the whole of the walls and contents of the oven aglow with an intense heat, there is plenty of radiation without that produced by the luminosity of the gas, and . . . we have no hesitation in saying that the preservation of good surfaces and delicate colours will be assisted by the use of a clean gas." Mr. Beswick speaks in no uncertain manner about the use of small producers at every mouthpiece, arguing that it would involve handling coal in much the same way as with ordinary coal firing, but that a good deal more skill would be required, and that dirt and ashes would accumulate which would need removing. "It is well known," he goes on to say, "that small producers cannot be made to yield a uniform quality of gas without the most careful watching, and even then a considerable variation in the calorific power of the gas cannot be avoided." Passing on to refer to the advantages of Mond gas, he points out that it does away with practically all labour in firing, gives absolute control of temperatures obviates the carting or handling of coal and ashes, eliminates the uncertain factor of hand-firing, and places the rapidity of working entirely under control. Further, "if a central station is erected to supply such gas, it can be combined with an ammonia recovery plant, which means a saving of 4s. 6d. per ton of fuel gasified. Mr. Beswick's concluding sentence is important. "It may be objected that, by the Mond gas system, the gas is distributed in a cold state, whereas when each mouth of an oven is fitted with a producer, the gas goes in hot. But the reply to this is found in the fact that the burnt products leaving the oven are practically as hot as the oven itself. There is, therefore, no reason why some of the heat in these burnt products should not be recovered, and the only question remaining to be solved in the application of Mond gas to the firing gas of pottery of all kinds is how this can best be done. That a satisfactory method can be evolved is certain, as most forms of industrial furnaces work on the principle of waste heat recovery." Manufacturers, Mr. Beswick thinks, will have no difficulty in appreciating that they would be adopting a more scientific method if they arranged to utilise the heat of their burnt gases, so as to waste less of this heat by passing it away into atmosphere, than in fitting producers at every mouth of their ovens.

The wedding of Mr. Dunbar F. W. Bishop, eldest son of Mr. James Watson Bishop, of Oulton House, Stone, principal of the firm of Bishop & Stonier, earthenware manufacturers, of Hanley, and Miss Teresa Faith Gurney, daughter of the late Rev. H. C. Gurney, D.D., Principal of the Newcastle-on-Tyne College of the Durham University, and Mrs. Gurney, of Rockingham Hall, Hagley, Worcestershire, took place on Wednesday, Sept. 4, at Hagley. Mr. Bishop was the recipient of a handsome present from the employees of the firm. The gift consisted of a pair of solid silver candelabra in a fumed oak case. The presentation was made at a social gathering at the Wellington School, Hanley, when 400 employees of the firm were present. Mr. H. P. Powell, the London representative of the firm, made the presentation, on behalf of the employees, and wished Mr. Dunbar Bishop a happy and prosperous future. Mr. Bishop expressed his high appreciation of the gift, and of the good feeling which prompted it. Mr. J. W. Bishop said how deeply touched he was by the kind things said of his son, and was delighted with the present offered him.—The marriage took place at Stafford-street Wesleyan Church, Longton, on Sept. 3, of Mr. Arthur W. Sant, eldest son of the late Councillor Sant, of Stoke, and Miss Edith M. Plant, eldest daughter of the late Mr. R. H. Plant and Mrs. Plant, of Rosslyn House, Rosslyn-road, Longton.—Another wedding of the month was that of Miss Eleanor Gertrude Bennett, eldest daughter of Mr. Thos. Wood Bennett, of Ravenscliffe, Porthill, and of the firm of Dunn, Bennett & Co., Royal Victoria Pottery, Burslem, and Mr. Charles Colthurst Holland, eldest son of the late Mr. C. M. Holland, of Marchwell, Wrexham.—On Sept. 9, Miss Eva Capper, daughter of Mr. Alfred Capper, now of Sydney, Australia, and late of Wolstanton and Burslem, was married at Maidstone, Kent, to the Rev. Peter Kay, of Dover, formerly of Burslem.

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Death has exacted heavy toll of the potting trade during the past month. Not only has Mr. Thos. Minton passed away, but it is with the most sincere regret that we have to refer in our obituary columns to the deaths of two other well-known gentlemen, Mr. Thos. Gimbert Booth, chairman of the directors of Booths, Ltd., Tunstall, and Mr. Enoch Massey, sen., father of Mr. Enoch Massey, china manufacturer, of Fenton.—Mr. George Randall, of Newcastle, who was for twelve years an artist with Minton's, of Stoke, and afterwards for many years at Copeland's, passed away at Ashley, North Staffs, on Sept. 2, at the advanced age of 86. He was the son of a manufacturer and decorator of china at Madeley, Salop, and afterwards at Shelton. For over thirty years the deceased gentleman undertook the photographic work at Copeland & Sons' factory.

The operative potters of North Staffordshire have been assisting the saggar makers of Limoges, France, in a strike which has been in progress there for some weeks, with a grant of £20, in addition to which a sum of over £5, collected at the potters' demonstration at the Victoria Hall, on Sept. 16, was also sent them. The strike has now terminated. The masters refused to submit the questions at issue to arbitration, and the men have returned to work after having gained several slight concessions.—The earthenware manufactory of Mr. T. Lawrence, Falcon Works, Waterloo-street, Longton, was recently the scene of an outbreak of fire. No very serious damage was done, the flames being speedily got under control by the firemen.—A fire also occurred a short time ago at the manufactory of Myott, Son & Co., Cobridge. The printing shop was found to be ablaze when the brigade arrived, but, with a good supply of water available, the flames were quickly under control. Some little damage was done to ware and to the floor of the shop, but it was covered by insurance.—Mr. Cecil Wedgwood (Josiah Wedgwood & Sons, Ltd.) has accepted the post of President of the Hanley Glee and Madrigal Society.—Mr. H. J. Colclough was nominated as a candidate for a vacancy which has occurred in the representation of the Florence Ward on the Longton Town Council. Mr. Colclough, however, withdrew at the last moment, and did not go to the poll.—The English Ceramic Society started upon its new session with a very enjoyable evening meeting on Sept. 14, when M. Solon, the new President, delivered a most interesting address, which is dealt with elsewhere in this issue of the POTTERY GAZETTE.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE retail trade in the inland towns and cities has been even quieter during September than had been anticipated, but the cause thereof has been perfectly manifest. September has proved to be the most summerlike month of this year, with the natural result that many families have been induced to spend it at the coast and other resorts, who previously had decided to go at once into winter quarters. This Indian summer has come to the rescue of our trades at these health resorts, and given a better finish to the season than could have been hoped for, although, after all, the aggregate of business carried through is not great. It is just possible if the weather keeps good for a few weeks longer that October may further retrieve a season in which the summer of the calendar passed without any actual summer, or any spring for that matter. The outlook for the wholesale and retail trades alike (granting that we are to be spared the threatened shipbuilding stoppage in the winter, and that the railway troubles are presumably adjusted) is now distinctly improved in various respects. We are now able to sum up the results of the fishing season around the Scottish coasts, and these are found to be very good. Then, again, the cereal harvest of the country, thanks to the genial weather of September, is not turning out a failure as at one time feared. Indeed, in certain districts the harvest outcome promises to be almost up to a good average. These two influences always tell on the fortunes of the china, earthenware, and glass trades. Add to this the circumstance that industries generally (always excepting that of property building) are active and progressively healthy, and, without being inordinately sanguine, it is impossible not to take some comfort from summing up the outlook. Of course, a shipbuilding lock-out, if of lasting duration, would hit our industry badly in the Clyde and other centres, but we are fervently hoping there will be no disaster of that kind.

Fears were at one time felt that the jam jar manufacture would suffer, owing to scarcity of cheap fruits. On the contrary, the season is to be quite a good one, excellent fruit having been available in abundant quantity, and (in some cases) at very low prices. The potteries have been in very large production in this line, and the activity continues, while the prices got are gratifying to the manufacturers.

Rockingham reports are satisfactory so far. The Irish outlet promises well, following on a good cereal harvest, and the turnover there and elsewhere is expected to be good. Makers are busy preparing themselves for the expected calls in the future, and the only drawback is the senseless cutting of prices, which is due wholly to want of agreement amongst the makers themselves. The increasing cost of fuel emphasises the necessity of some early reform here.

The Edinburgh and District Aerated Water Manufacturers and Beer Bottlers' Association lately introduced the deposit system with retail customers, in order to check the huge stream of loss through the non-return of the empty bottles and syphons. This system consists in the charge of a halfpenny for every bottle sent out, and the refunding of a halfpenny for every empty bottle returned, which seems reasonable enough, although much opposition has been encountered.

Prices in the china, earthenware, and glass trades were again rising, owing to the ever-increasing costs of fuel and other of the raw materials. Some of the china manufacturers have intimated an advance of 5 per cent., and there is talk of a further increase in certain lines of glass goods. Matters between the pottery owners and their employees continue on a satisfactory footing. There has, therefore, been no result from the visit of agitators from the English Midlands, referred to in our last report.

The Gazette.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

EDWARDS & GODDING (William Edwards and James Henry Godding), Newbury, dealers in china and glass, &c. July 1. (Sept. 10.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

PATENT GLASS ENAMELLING CO., LTD. Resolved Aug. 1, confirmed Aug. 17 :—That the company be wound up. Hubert Smith, Hustlergate, Bradford, liqr.

ST. BERNARDS BRICK AND TILE CO., LTD. Resolved Aug. 6 :—That the company be wound up.

Notice of Intended Dividend.

FINNEY VINCENT J. and Edmund F. Finney, trading as Finney Bros., 6 and 8, St. James'-walk, and 1 and 2, Suffolk-street, Clerkenwell, Staffordshire warehousemen. Claims to G. G. Poppleton, 4, Charterhouse-square, E.C.

MARCUS WALTER B. and Wm. T. Hunt, trading as Walter B. Marcus & Hunt, 44, Bow-lane, E.C., com. agents. Claims to A. L. Blow, 28, King-street, Cheapside, E.C.

MARCUS WALTER B. (sep. estate), 44, Bow-lane, E.C., com. agent. Claims to A. L. Blow, 28, King-street, Cheapside, E.C.

Notices of Release of Trustee.

AMISON HERBERT, JUN., 40, Wise-street, Dresden, Longton, china and earthenware merchant. Tr., F. T. Halcomb, Newcastle (Staffs.), O.R.

CUNNINGHAM CHAS., 3, Temperance-row, Wheeler-street, Hull, crockery dealer. Tr., C. H. King, Hull, O.R.

DUXBURY THOMAS, 7, Manor-street, Bridlington, and Waterhouse

lane, and 113, Columbus Rairne, Scarborough, glass and china dealer and auctioneer. Tr., D. S. Mackay, Scarborough, O.R.

Gee Thos., 361, Coventry-road, Birmingham, china, earthenware, and glass dealer. Tr.. A. S. Cully, Birmingham, O.R.

Potts Henry, Wath-on-Dearne, glass bottle manufacturer. Tr., J. C. Clegg, Sheffield, O.R.

Circular.

Whitehead James, Stoke-upon-Trent, ironmonger, &c. The secretary of the Wholesale Traders' Association, 26, Corporation-street, Birmingham, has issued a circular announcing that the estate has been sold for a sum which will enable a cash dividend of 7s. 6d. in the £ to be paid.

Trust Deed Granted.

Graham Hugh, trading as Graham & Noble, glass and wreath merchants, 68, Stockwell-street, Glasgow. The following circular has been issued :—115, St. Vincent-street, Glasgow, Sept. 3, 1907. Dear Sirs, Mr. Hugh Graham, trading as Graham & Noble, glass and wreath merchants, 68, Stockwell-street, Glasgow, has granted a trust deed for behoof of his creditors, in favour of our Mr. Macintosh, for the purpose of having his estate realised and divided. Mr. Graham hoped, before arriving at this conclusion, with the assistance of some of his friends, to have made an offer of composition to his creditors, but he has been unable to get this carried out. We have made an investigation into the debtor's affairs, and find that the liabilities are—Sundry trade creditors, £177 11s. 6d. ; cash creditors, £60 ; total, £237 10s. 5d. Assets : —Stock-in-trade as per inventory and valuation, per J. & R. Greig, £51 19s. 5d. ; fittings and fixtures £5 ; outstanding book debts, £19 2s. 9d., valued at 10s. per £, £9 11s. 5d. ; total, £66 10s. 10d. Deduct half-year's rent and taxes, £18. Total, £48 10s. 10d. Deficiency, £188 19s. 8d. Or an apparent dividend of 4s. 1d. in the £, exclusive of expenses of realisation. We enclose form of accession to the Trust Deed, which kindly sign and return to us, together with a statement of your claim. Yours faithfully, Taylor & Macintosh. The following are creditors :—A. E. Ring & Co., London, £12 16s. 6d. ; E. Brown, London, £14 15s. 3d. ; French Wreath Co., London, £12 19s. ; Harvey, Henry & Co., London, £6 ; Corry & Co., London, £8 19s. 6d. ; Zobel & Sons, London, £5 ; James Couper, Glasgow, £5 9s. 2d. ; Pilkington Bros., Glasgow, £20 12s. 9d. ; T. G. Orr, Glasgow, £14 ; W. G. Mitchell, Glasgow, £7 10s. ; E. R. Mitchell, Glasgow, £7 7s. ; Hugh Miller, Glasgow, £10 10s. ; James Orr, Glasgow, £5 ; Barrett & Co., Glasgow, £8 ; Overend & Drummond, Glasgow, £5 18s. 2d.

Order Made on Application for Discharge.

Morris Anna, glass and china dealer, 2, The Postern, and the Market-house, Brecon. An application was made by Mr. P. Leighton Earle, of Hereford, to his honour Judge Bryn Roberts, at the Town Hall, Merthyr Tydfil, last month, for the above debtor's discharge from bankruptcy. The failure occurred in 1894, and the Official Receiver reported that the assets were not equal to 10s. in the £, debtor had failed to keep proper books, had continued to trade after becoming aware of her difficulties, and had contracted debts without reasonable or probable hope of being able to pay them. The application was refused.

Private Meeting.

Chapman, A. J., china and glass dealer, 137, Boundary-road, Ramsgate. A meeting of the creditors of the above was held last month, when a statement of affairs was presented showing liabilities amounting to £159 17s. 1d. Of that amount £129 17s. 1d. was due to unsecured trade creditors, the balance of £30 being in respect of cash creditors. After allowing £27 6s. 8d. to meet the claims of preferential creditors the assets were estimated to produce £24 12s. 3d., or a deficiency of £135 5s. 10d. It was stated that the preferential creditor for rent was the debtor's father. He was willing to forego half of his claim, provided the creditors accepted an arrangement, and the cash creditor would also forego his claim. It was decided that the estate should be realised at once by the trustee already appointed (Mr. Scarlett), and the proceeds divided.

Extract from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—Eds. P. G.)

Houlding Sarah A., glass and china dealer, Eastgate-market, Gloucester. The following are creditors :—Jonas Lang & Co., London, £17 ; J. Lockett & Sons, London, £14 ; S. J. Dams & Co., London, £12 ; Clayton Mayers, London, £4 ; Lowry Bros., Birmingham, £7 ; Bristol Porcelain Co., Bristol, £17 ; Pountney & Co., Bristol, £9 ; J. Sadler, Burslem, £8 ; Wade & Co., Burslem, £6 ; S. W. Bullas & Sons, Cradley Heath, £5 ; Sowerbys, Gateshead-on-Tyne, £6 ; G. Lawrence, Gloucester, £18 ; Golden Anchor Co., Gloucester, £7 ; Dr. Brown, Gloucester, £5 ; New Hall Pottery Co., Hanley, £7 ; Cotswold Pottery Co., Leckhampton, £4 ; Barker Bros., Longton, £20 ; Beresford Bros., Longton, £15 ; Portland Pottery Co., Longton, £13 ; Cartwright & Edwards, Longton, £12 ; Maye & Sheratt, Longton, £11 ; C. Arnison, Longton, £8 ; Wildblood, Heath, £8 ; Sampson, Bridgwood & Sons, Longton, £5 ; Johnson Bros., Stoke-on-Trent, £12.

Notices Under Assignment, &c.

Bennett Chas. and Richard S. Bennett, trading with, &c., as the Marlborough Pottery Co., Marlborough Works, Union-street, Hanley, earthenware manufacturers. Claims to Chas. E. Bullock, Albion-street, Hanley.

Godden Walter H., 57, High-street, Weston-super-Mare, china and glass dealer. Claims to P. J. Porter, 57, High-street, Weston-super-Mare.

Bankruptcy Proceedings.

Algar Ernest, trading as E. Algar & Co., 127, Union-street, East Stonehouse, glass and china dealer. R.O., Aug. 30. Adj. Aug. 30. Exam., Town Hall, East Stonehouse, Oct. 8 at 1. The first meeting of creditors herein was to have been held last month, at the Official Receiver's office, 7, Buckland-terrace, Plymouth, the liabilities being stated at £100 odd, and the assets as more than absorbed by preference claims. It was reported that the debtor started business in partnership with his brother-in-law, Alfred Cooke, trading under the style of Cooke Bros. There was no partnership deed, and the firm's assets consisted of £50 loaned by the debtor's mother. A branch business was established at Stonehouse in Dec., 1904, and there was an informal dissolution, it being agreed that debtor should take the Union-street premises and his brother the Tavistock-road shop. The following May debtor and his brother-in-law severally executed deeds of assignment, and dividends of 3s. 9d. and 4s. 5d. in the £ respectively were paid. The Tavistock-road shop was given up, and debtor restarted trading as E. Algar & Co., at 127, Union-street, with £ advanced by a friend. Debtor states that he knew of his position twelve months ago, and has since contracted debts hoping that he would be able to pay them. No creditors attended the meeting, and the estate remains with the Official Receiver.

Bettinelli V., 199, Old-street, and 2, Staff-street, Finsbury, marble and ceramic mosaic manufacturer. R.O., Sept. 9. Exam. Bky. Ct., Oct. 23 at 12.

Goy Evelyn, 42, Nelson-street, late 23, Trinity-street, Gainsborough, late glass and china dealer. R.O., Sept. 19. Adj. Sept. 19.

Lawton Samuel (described in the receiving order as a glass merchant), formerly glass merchant's agent, Victoria Park-road, Hackney, N.E. Under this failure a sitting for the public examination of the debtor was held on Sept. 24 at the London Bankruptcy Court, before Mr. Registrar Giffard. The statement of affairs showed liabilities £577 16s. 2d., and no assets. It appeared that the debtor became a glass merchant's agent in February, 1902, and was employed in that capacity until May of last year, his earnings amounting to about £120 per annum. He had also carried on business as a picture frame maker, and attributed his present position to the failure of the firm for whom he acted as agent, and the consequent loss of his engagement, to his liability to the petitioning creditor under a judgment recovered against him in May last, in respect of glass supplied and to other causes. The examination was concluded.

Powis Rowland, china dealer, Bridge-street, Pontypridd, Glamorgan. Mr. Registrar Sprickett held a sitting for the public examination of this debtor at the Court House, Pontypridd, on Tuesday, Sept. 17, when the deficiency was put down at £264 odd. The debtor said that his wife attended to the shop, while he followed his employment as a cab driver. Though he had previously been banking from £30 to £50 a month, during February and March no money was banked, in spite of the fact that his wife paid him £ for the furniture. Debtor could give no explanation as to what had become of the money. He ascribed his failure to ignorance of the trade, heavy rent, and breakages in transit. The examination was adjourned.

Shufflebottom Eve (widow), 12, George Leigh-street, Ancoats-street, Manchester, late 454, Gorton-road, Reddish, near Stockport, and 35, Great Ancoats-street, Manchester, [earthenware dealer. R.O., Sept. 3. Exam., C.C., Manchester, Oct. 25 at 10. Adj. Sept. 6.

China Clay to the weight of 2,106 tons was imported at Savannah, Ga., from Germany during 1906.

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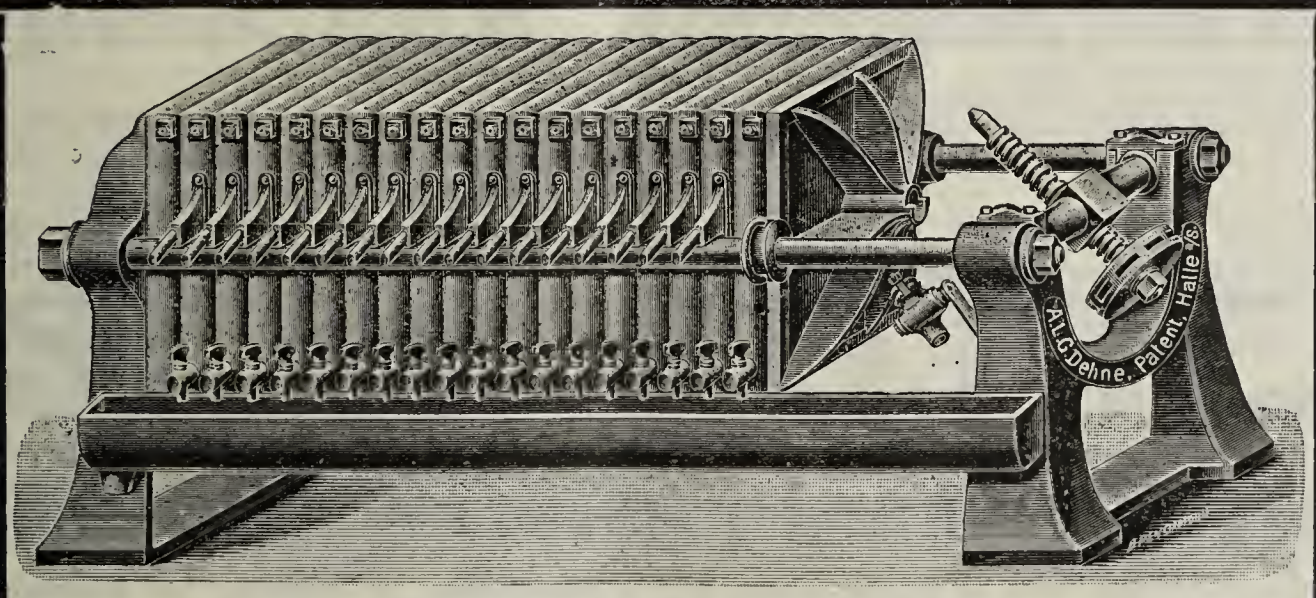
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New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

BIDET, No. 18,587.—F. Weidl. Improved bidet. Aug. 16, 1907.

CUTTING UNBURNT TILES, No. 18,451.—P. Rombold. Improved machine for the automatic cutting of unburnt tiles. Aug. 15, 1907.

FEEDING BOTTLES, No. 19,023.—M. Sommer. Improvements in nursing or feeding bottles. Aug. 3, 1907.

FIREPROOF PLATES, No. 18,387.—R. Steimmig. Process for manufacturing fire and waterproof plates. Aug. 14, 1907.

GLASS-MELTING FURNACES, No. 19,946.—C. Moche. Improvements in or relating to glass-melting furnaces. Sept. 6, 1907.

GLASS TUBING, No. 21,438A/06.—J. Kent. Improvements in glass tubing for the manufacture of thermometers and in thermometers made therefrom. (Date applied for under Rule 5 of the Patents Rules, 1905, March 27, 1907.)

HOLDERS, No. 19,868.—J. A. Greeno, S. E. Ould, and F. Thatcher. Improvements in or relating to bottle and the like holders or portable bins. Sept. 5, 1907.

INK POT, No. 18,237.—F. Bengue. Improved construction of ink pot. Aug. 12, 1907.

INK RECEPTACLES, No. 18,690.—A. E. Beer. Improvements relating to ink receptacles. Aug. 19, 1907.

MILK BOWLS, No. 19,315.—Sarah Robinson. Improvements in or applicable to milk and like bowls. Aug. 28, 1907.

MOULDING PLASTIC MATERIAL, No. 18,316.—W. E. Lake (Ransome International Conduit Co., United States). Improvements in apparatus for progressively moulding plastic material into conduits in situ. Aug. 13, 1907.

PACKING TILES, No. 18,730.—T. Taylor. Improvements in the method of packing glazed and unglazed tiles, briquettes, glazed and unglazed bricks or slabs, and the like for transport, and in trays for nesting or separating and containing such like. Aug. 20, 1907.

POISON BOTTLES, No. 19,743.—A. B. McKee. Improvements in poison bottles. Sept. 4, 1907.

POTTERS' CLAY, No. 19,597.—W. Owen. Improvements in the preparation and quality of clay for the use of potters. Sept. 2, 1907.

POTTERS' OVENS, No. 19,695.—A. Woolley. Improvements in or connected with gas-fired potters' ovens or kilns. Sept. 3, 1907.

PRINTING UPON PORCELAIN, No. 18,771.—W. C. Masser and W. Hudson. Improvements in printing upon porcelain, earthenware, glass or like surfaces. Aug. 20, 1907.

ROTARY KILNS, No. 18,959.—J. H. Thwaites. Improvements in rotary kilns. Aug. 22, 1907.

SPITTOONS, No. 19,257.—O. A. Ottosson. Improvements in spittoons. Aug. 27, 1907.

Specifications Published.

1906.

22,757.—Woodham and Mignot. Method of shaping the necks of glass bottles and the like and in apparatus therefor.

23,945.—Adams. Construction of urinals.

19,655.—Davies. Adjustable angle clip attachment for holding plates, cups and saucers, vases, photographs, and the like.

1907.

7,911.—Davis. Inkstand construction.

3,506.—Neame. Drying kilns.

7,050.—Hilde and Kogler. Glass-blowing machines.

10,415.—Hall and Fox. Covers for jugs, teapots, and like vessels.

Designs.

508,083.—K. A. Lingner, Park-street, S.E.

508,194.—G. Helps, Izons Croft, Ansley, Atherstone.

508,241-2.—Doulton & Co., Ltd., Nile-street Works, Burslem.

508,347.—Furnival, Ltd., Cobridge.

508,442-4.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.

508,452-3.—E. J. Clark, 35, Marshgate-lane, Stratford, E.

508,084.—H. Salsbury, 124, Long Acre, W.C.

508,169.—Callow, Wright & Hewlett, Ltd., 70, Newman-street, W.

508,441.—Parkinson and W. and B. Cowan, Ltd., Bellbarn-road, Birmingham.

508,522.—R. B. Hope, 171, New Bond-street, W., and H. Lawrence, 1, Carlton-mansions, Maida-vale, W.

508,580.—Murphy, 28, Tilbury-mount, Elland-road, Leeds.

508,900.—J. Board & Co., Ltd., Dunball, Bridgwater, Somerset.

508,909-10.—Francois Curzol & Fils, Bordeaux, France.

507,729-31.—J. & W. Wade & Co., Flaxman Tile Works, Burslem.

508,970.—Schindler & Co., 9, Aldermanbury-avenue, E.C.

509,044.—Amy Baker (Lady Baker), Ranston, Blandford, Dorset.

509,075.—Godwin & Hewitt, Ltd., Victoria Tile Works, Hereford.

508,971.—New Popular Cafe Co., Ltd., 30, North Bridge-street, Edinburgh.

509,134-5.—J. Board & Co., Ltd., Dunball, Bridgwater, Somerset.

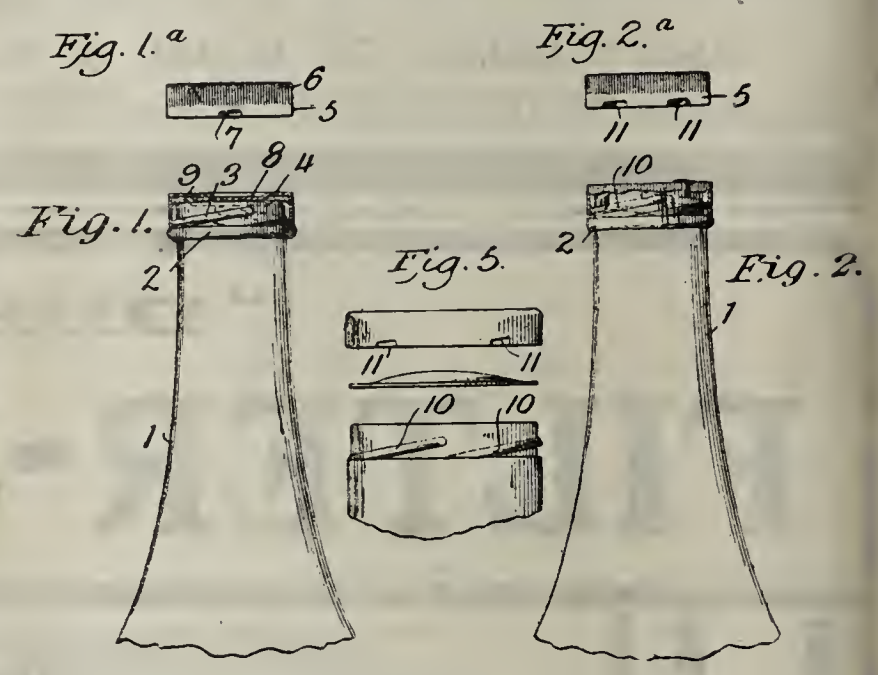
509,506.—J. J. Brock, 80, Alcester-road, Moseley, Birmingham.

509,846-7.—J. H. Barratt & Co., Ltd., Boothen Tile Works, Stoke-on-Trent.

LATEST COMPLETE SPECIFICATION.

Improvements in the Production of Glass Mosaic.—W. G. Crotch, Magdalen-road Plaster Works, Norwich, and E. Walz, Rosebank, Aylsham-road, Norwich, claim (1) A method of manufacturing glass mosaic consisting in painting a design, pattern, or the like upon the back of a sheet of glass and in then cutting the said sheet into pieces which are subsequently mounted on a smooth surface such as a wall, to which they are affixed by means of a suitable cement. (2) Glass mosaic made substantially in the manner described.

Improvements in Bottle and Jar Closures.—C. Hammer, Jun., of 79, Nassau-street, New York City, U.S.A., claims (1) A bottle or jar provided with an annular shoulder and a plurality of superposed separated threads connecting at their lower ends with said shoulder, in combination with a cap having one or more inpunched projections at its lower edge to engage said threads, said projections being provided with inclined upper walls having an angular arrangement with relation to the lower edge of the cap conforming to the angular arrangement of the threads with relation to the shoulder, whereby stops are provided



at the junction of the threads with the shoulder to limit the turning movement of the cap, the relative angular arrangement of the parts being such as to adapt the cap to be screwed down into close contact with the shoulder so that the inclined upper walls of the projections and basal edges of the inner walls thereof will respectively bear against the threads and shoulder and exert resisting pressures to prevent injury to the projections when the cap is screwed on. (2) A bottle or jar closure wherein the dished disc is adapted to be expanded by the application of the depressed cap to force its edge into frictional engagement with the inner wall of the neck of the bottle or jar.

Production of Transfers for Decorating Pottery, &c.—C. L. Burdick, 43, Holborn-viaduct, E.C., declares this invention to be described by the following statement:—This invention relates to improvements in the production, including the colouring of transfers such as are used for applying to pottery, enamelled iron ware, glass and other objects principally for the purpose of decorating same. Hitherto such transfers have been principally produced by lithography, but according to this invention, they are

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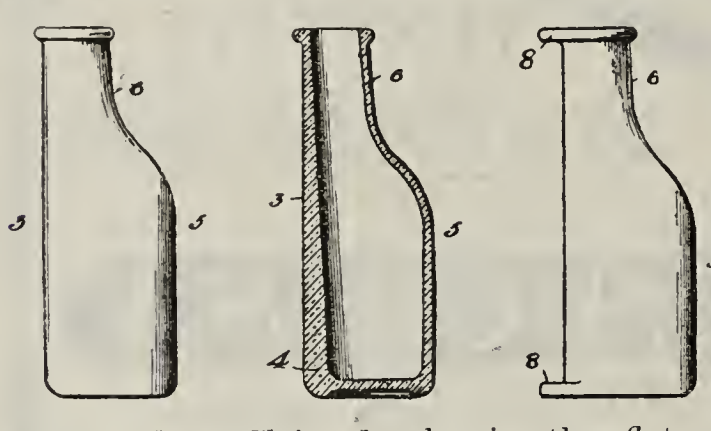
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made by spraying a colour or more than one colour on to the paper or other suitable material through a stencil or stencils by means of spraying devices. A suitable apparatus for carrying out this invention is constructed as described and shown in the specification and drawings of the Patent No. 5722 of 1904. By this invention it is possible to obtain a more freely divided stipple, better gradations of tints than are commercially practicable by lithography, and more colour can be loaded or laid on the work than has been heretofore possible.

Improvements in Bottles.—H. L. Clements, of Dawson, Yukon Territory, Canada, claims (1) A bottle having one of its walls or sides flat and tapering from the base toward the mouth thereof. (2) A bottle such as is claimed in Claim 1 having a bulging wall for the purposeset forth. (3) A bottle such as claimed in Claim 1 wherein the flat wall inclines inward to provide a broad supporting base. (4) A bottle such as claimed in Claim 1 provided with extensions at the mouth and base constructed to retain an implement in position on the flat wall.



Improvements in Bottle Moulds.—T. C. Duffield, Bridgeton, Cumberland Co., State of New Jersey, U.S.A., claims:—(1) A mould including side members, movable sections for said side members, means for forming the neck of a bottle, with means for forcing said movable sections of the side members inwardly after the neck of the bottle has been formed. (2) In a bottle mould of the kind referred to in Claim 1, a blank or form adapted to be elevated into a position between said side sections for the purpose of receiving a charge and then lowered therefrom so as to permit the side sections to be brought together in such manner as to press the charge into the required shape. (3) In a bottle mould of the kind referred to in Claim 1, the side members movable upon hinges provided with the aforesaid relatively movable sections and with cams for moving said sections inwardly. (4) In a bottle mould of the kind referred to in Claim 1, the aforesaid blank or form having its internal transverse dimension greater than that of the finished bottle and having its external dimensions such that when introduced into the interior of the mould it will force the aforesaid sections outwardly. (5) In a bottle mould of the kind referred to in Claim 1, the bottom section slidably mounted upon the base piece of the mould and adapted when the said blank or core has been withdrawn as aforesaid to be moved into position below the charge substantially as and for the purpose specified. (6) A bottle mould constructed and having its parts arranged and adapted to operate substantially as described with reference to the accompanying drawings for the purpose specified.

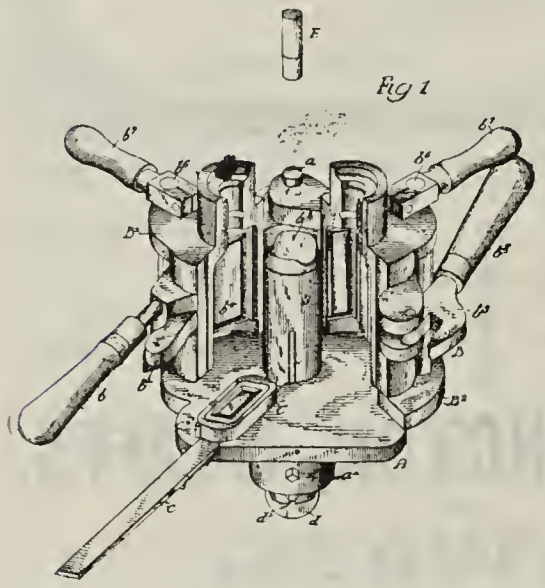


Fig 1

New Foreign Patents.

United States Patents.

856,661.—A. Shuman, Connellisville, Pa. Machine for making wire glass.
856,449.—C. J. Crites and J. H. Breese, Washington, Pa. Continuous glass-melting pot.
856,973.—N. Marshall, Newton, Mass. Glass-severing machine.
857,006.—H. Price, Elizabeth, N.J. Lavatory.
857,460.—Don J. Higginbotham, Rialto, Fla. Bottle.
857,270.—W. R. Cunningham, Bucyrus, Ohio. Drying-car for clay products.
857,429.—G. Wiegmann and C. Dörr, Berlin, Germany. Kiln.
857,452.—J. P. Farmer, Montavilla, Oreg. Heat-regulator for ovens.
858,085.—J. H. Lubbers, Allegheny, Pa. Feed-out device for molten glass.
857,813.—G. W. Henning and A, W. Beeson, Washington, Pa. Glass-pressing and blowing machine.
858,303.—J. I. McLimans, Sherburn, Minn. Tile-moulding machine.
859,218.—J. H. Harvey, Glenfield, Pa. Electric glass heating apparatus.
859,306.—J. S. Lucock, Washington, Pa. Glass-moulding machine.
859,307.—J. S. Lucock, Washington, Pa. Glass-moulding machine.
859,625.—A. Steffin, New Bedford, Mass. Glass shade.
860,337.—Florence F. Schwed, Plainfield, N.J. Bottle.
860,293.—E. J. Hayes, Marion, Ind. Glass-press.
860,698.—M. C. Schweinert. West Hoboken, N.J. Water-bottle stopper.
860,957.—J. I. Arbogast, Pittsburg, Pa. Method of producing opalescent glass.
860,825.—J. P. Randolph, Omaha, Nebr. Ink-well.
861,410.—F. A. Weigel, Johnetta, Pa. Burning-kiln.
861,401.—P. T. Sievert, Dresden, Germany. Means for pouring glass directly from melting furnaces.
861,383.—T. C. Moorshead, Alton. Bottle carrying and distributing apparatus for glass house leers.
862,003.—McClelland, Myers, San Francisco, Cal. Glass-moulding apparatus.
861,311.—G. E. Norris, Columbus, Ohio. Glass supporting and connecting device.
859,101.—C. M. Niles, Cathy, N.D. Bottle.
859,121.—C. R. Schmidt, Baltimore. Method of effecting the closure of bottles.
858,738.—C. Mayer, Oeslau, Germany. Furnace for burning glass, porcelain, and the like articles.
858,379.—W. D. Frederick, Bridgeton, N.J. Blowhead for glass-blowing machines.
858,592.—W. D. Frederick, Bridgeton, N.J. Blowhead for glass-blowing machines.
859,084.—C. J. Koenig, Alton. Glass-furnace.
859,117.—C. W. Sagee, Philadelphia. Glass-shearing device.
858,484.—A. Thompson, Pittsburg. Apparatus for fire-finishing glassware.
859,721.—C. Arduser, Cicero, Ind. Machine for cracking off glass articles.
862,379.—J. Banford, Brooklyn, N.Y. Poison bottle.
862,728.—R. P. Frist, Bridgeton, N.J. Glass-blowing machine.
862,466.—R. P. Frist, Bridgeton, N.J. Glass-moulding machine.
862,370.—H. Aiken, Pittsburg, Pa. Glass-pot handling apparatus.
863,445.—W. F. Ray, Vancouver, British Columbia, Canada. Cuspidor.
863,316.—V. F. Reich, Harrisburg, Pa. Glass-cutter.
864,023.—R. H. McCaughey, Campbell, Cal. Bottle.
863,046.—A. B. Scott and O. J. Scott, Summitville, Ind. Machine for making hollow glassware.
864,061.—S. G. Baldwin, Marlon, Ind. Ink-well.
864,563.—O. C. Roedler, Cairo. Bottle.
864,674.—J. McGlynn, Troy, N.Y. Bottle.
864,389.—J. B. Scozzafava, Waterbury, Conn. Ink-well.
864,196.—C. H. Rollins, Watertown, Mass. Water-closet.
864,390.—J. H. Stevens, Cambridge, Mass. Water-closet.
12,688.—B. Oakes, Detroit, Mich. Water-closet bend.

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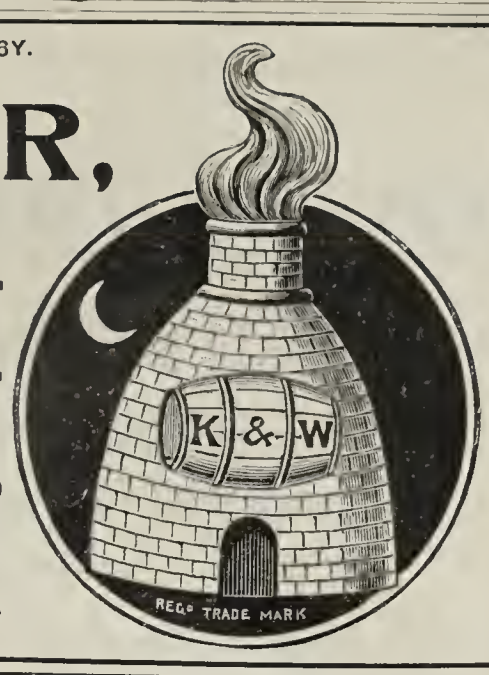
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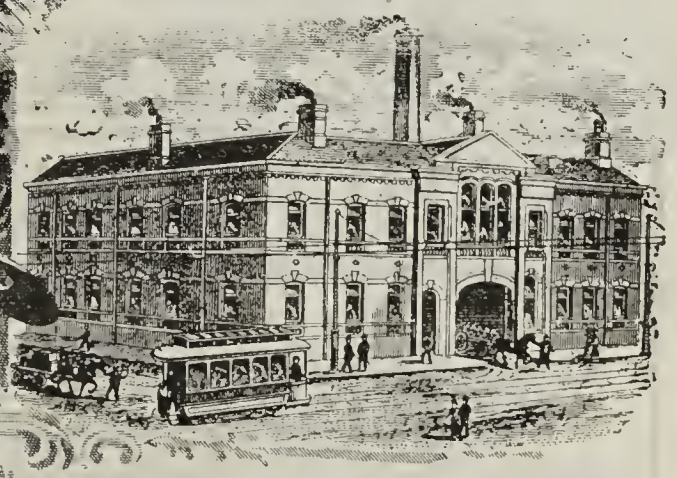


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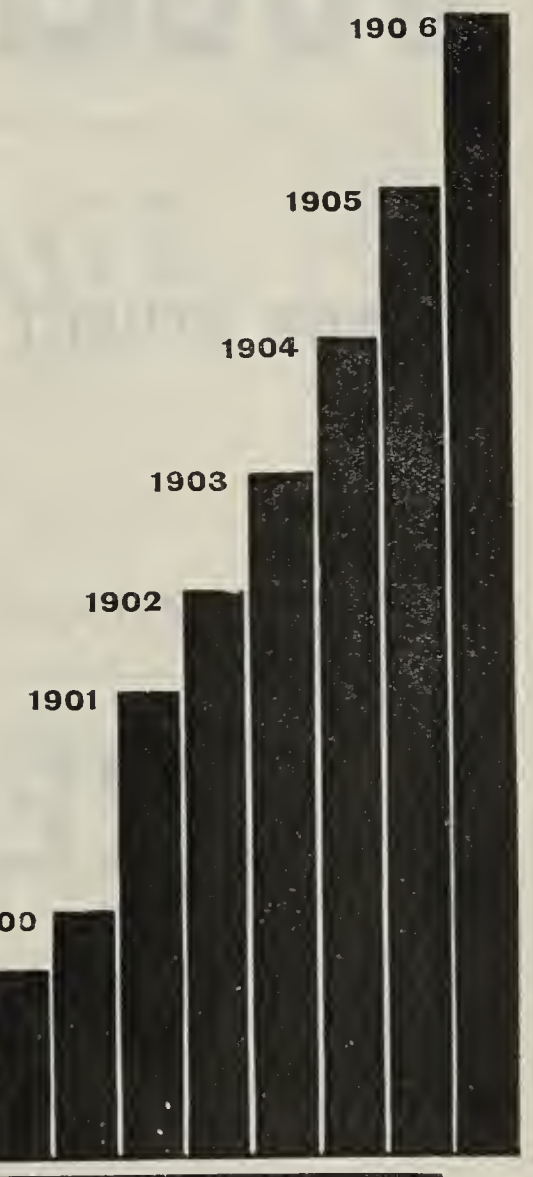
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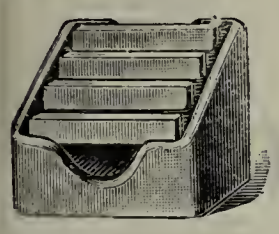
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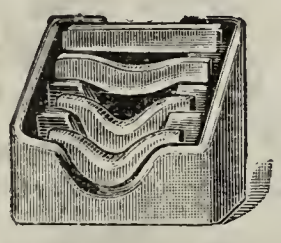
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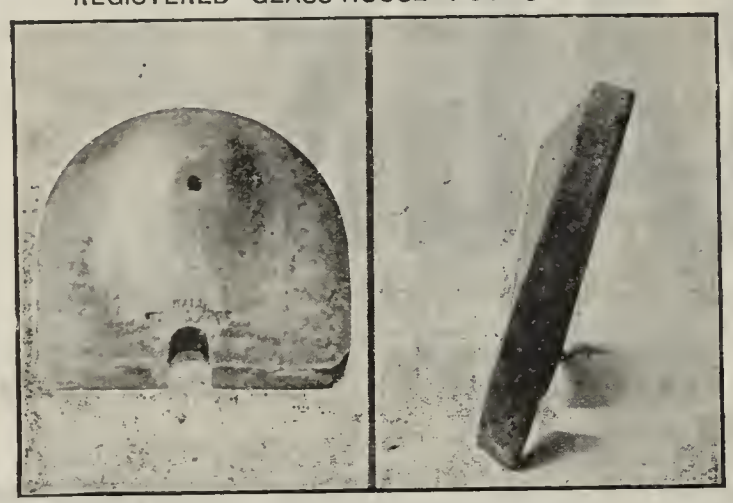
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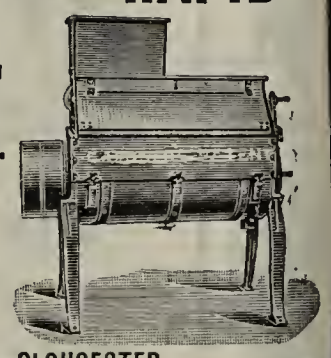
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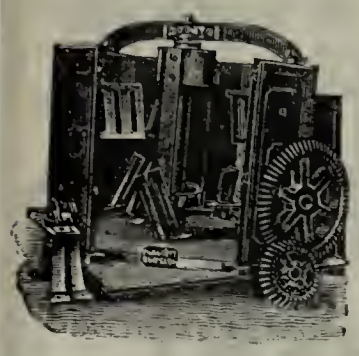
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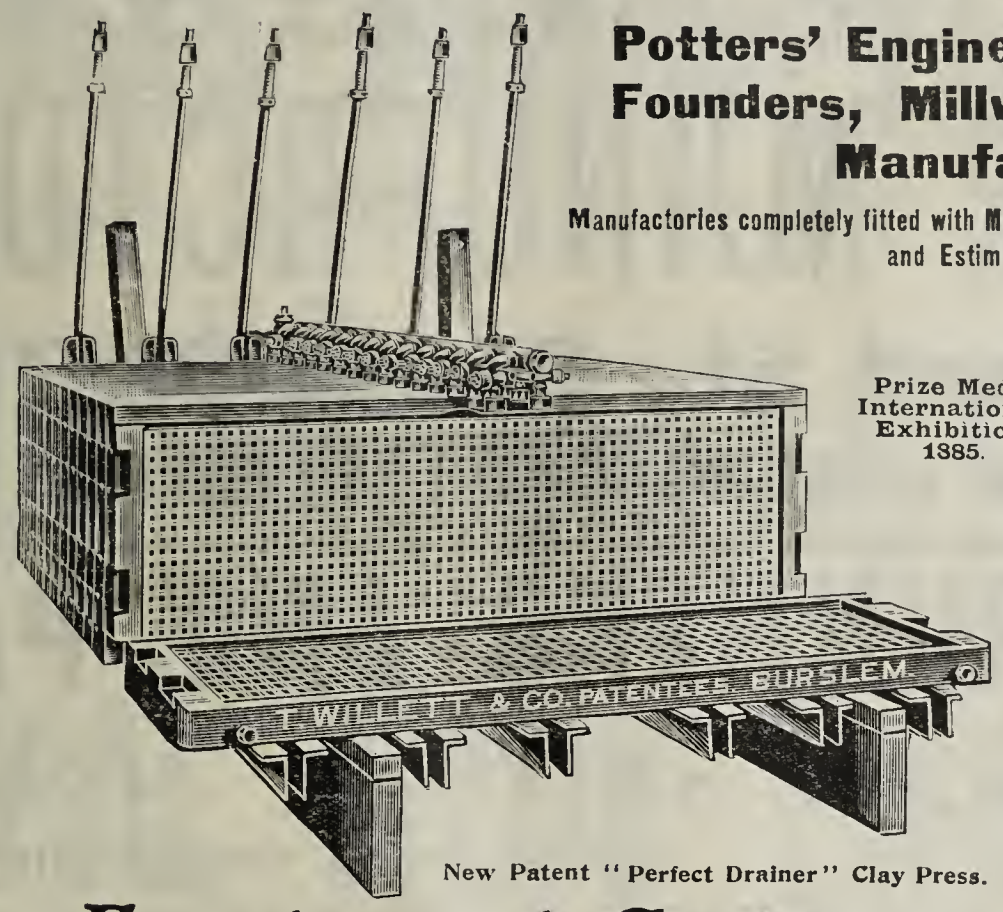
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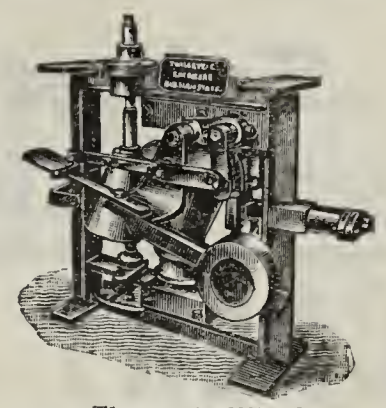


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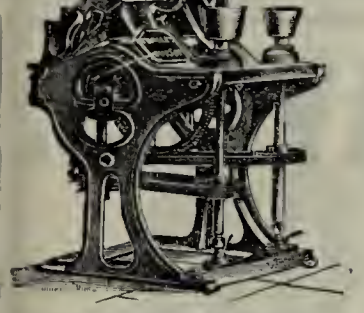


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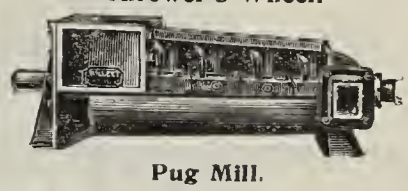
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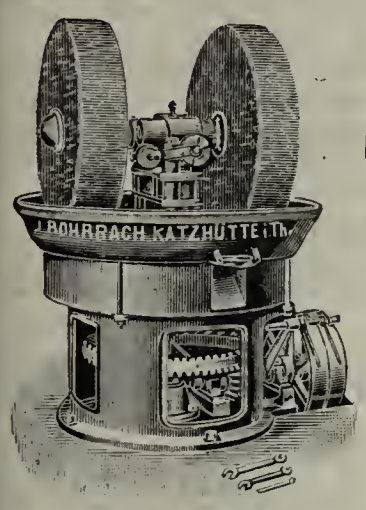
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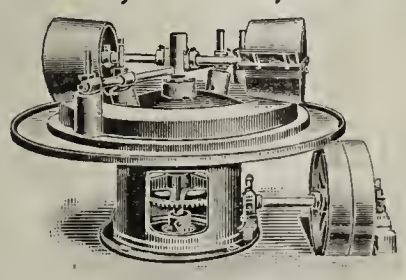
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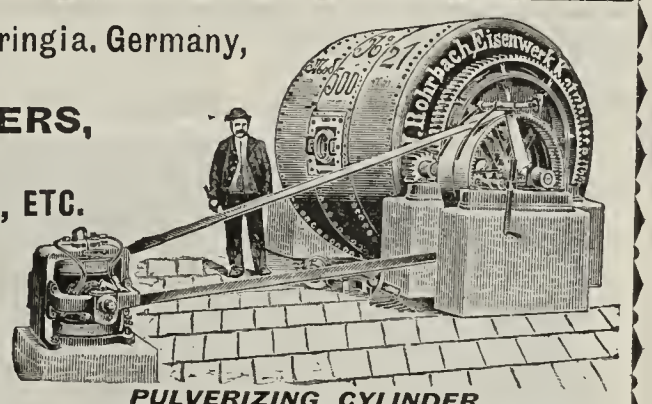
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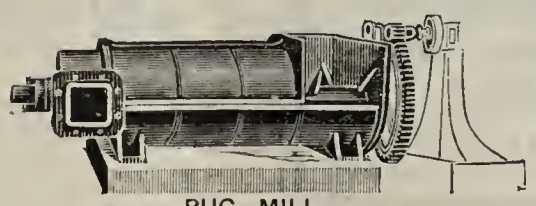


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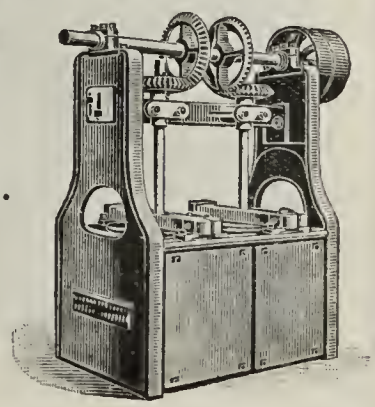
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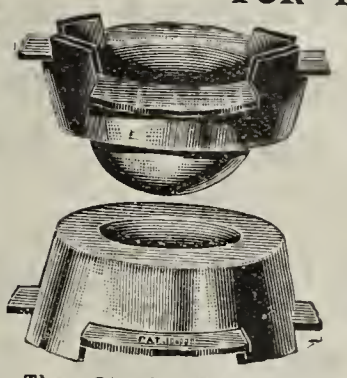
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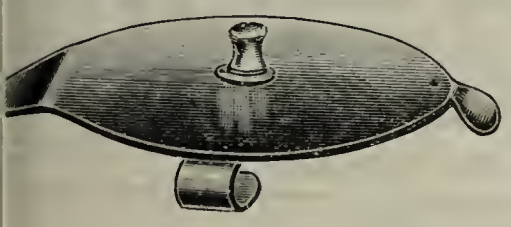
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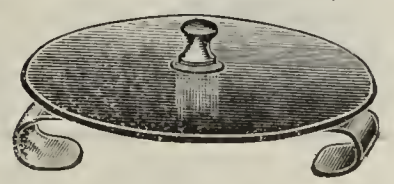
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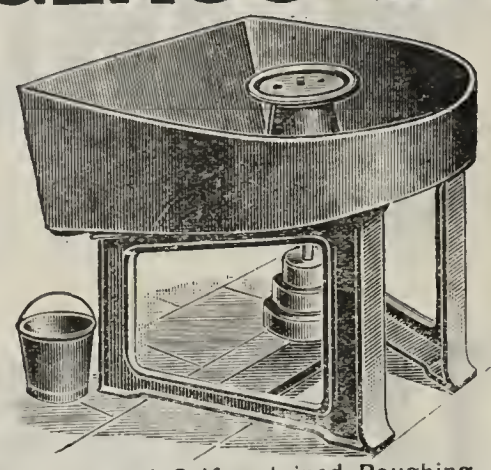
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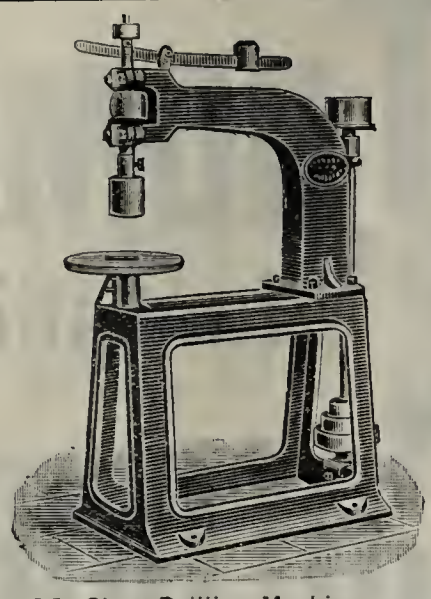
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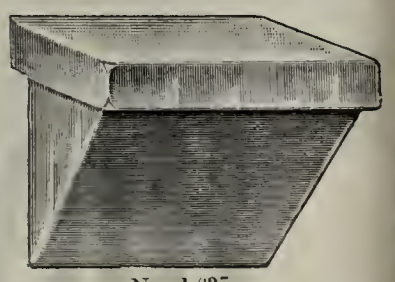
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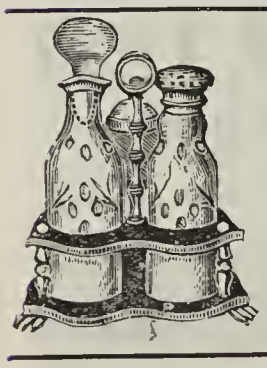
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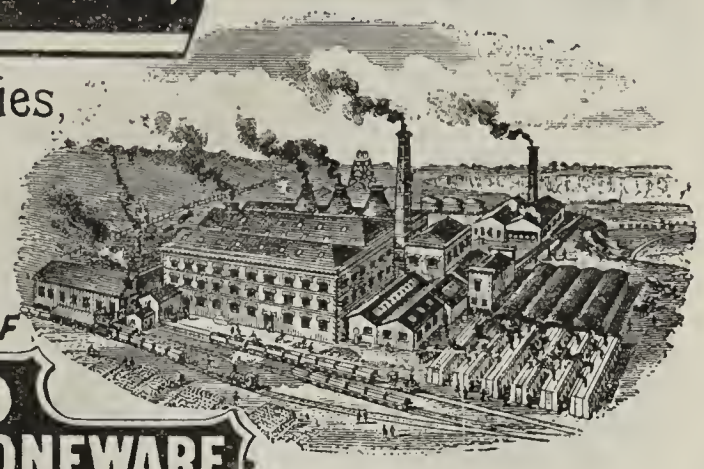
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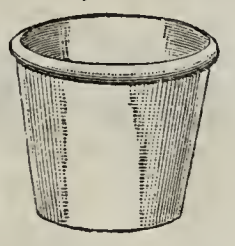
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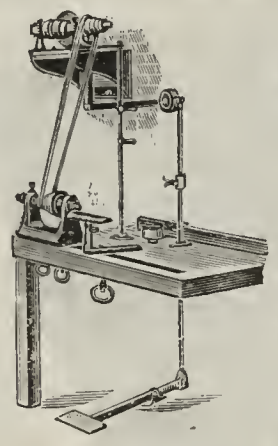
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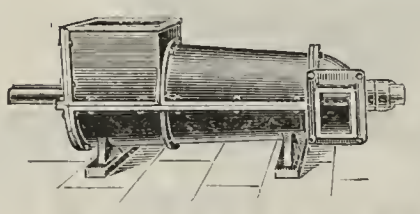
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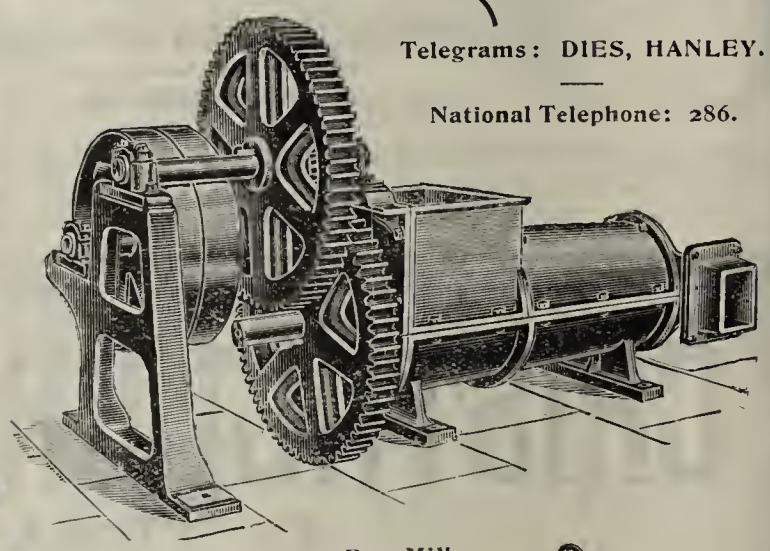


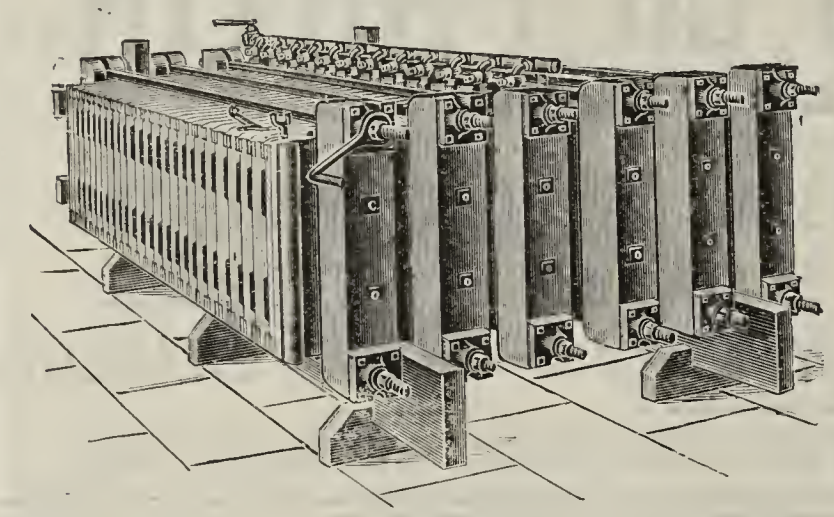
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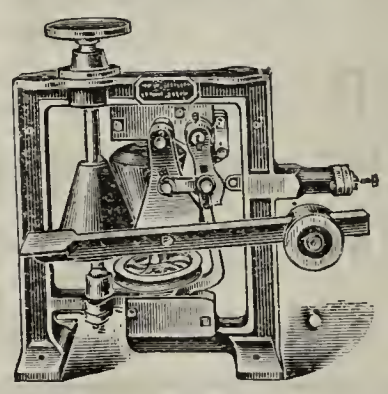


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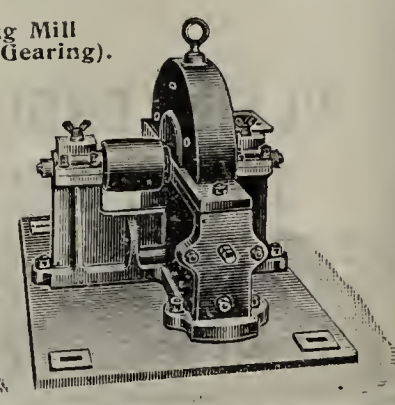


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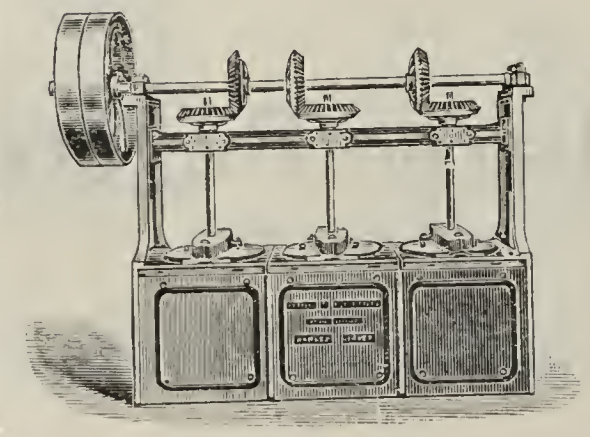


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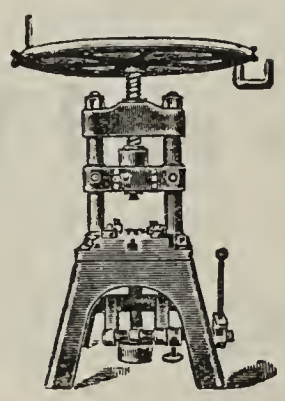
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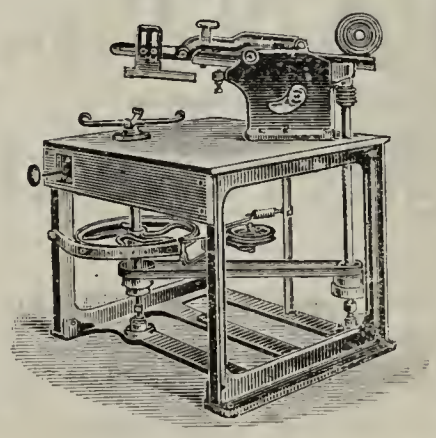
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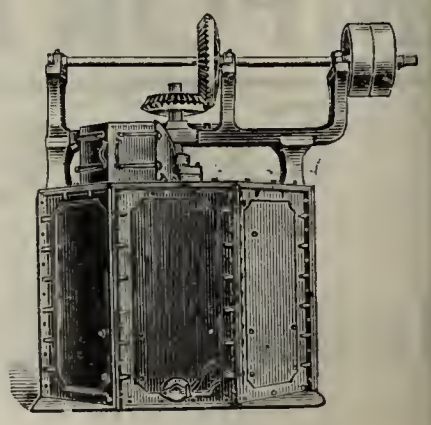
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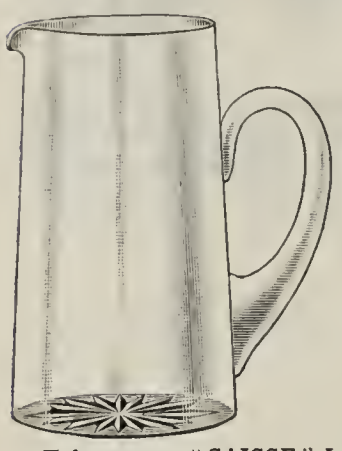
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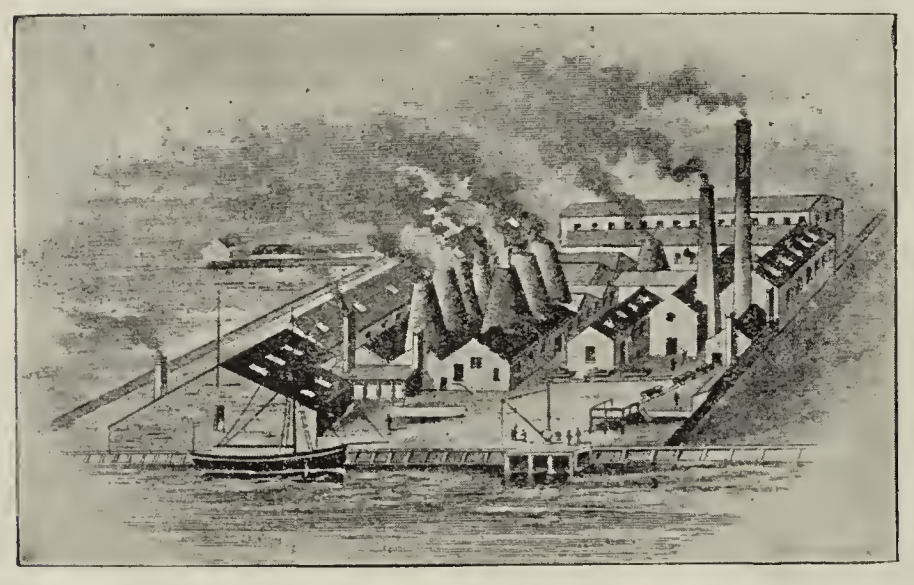
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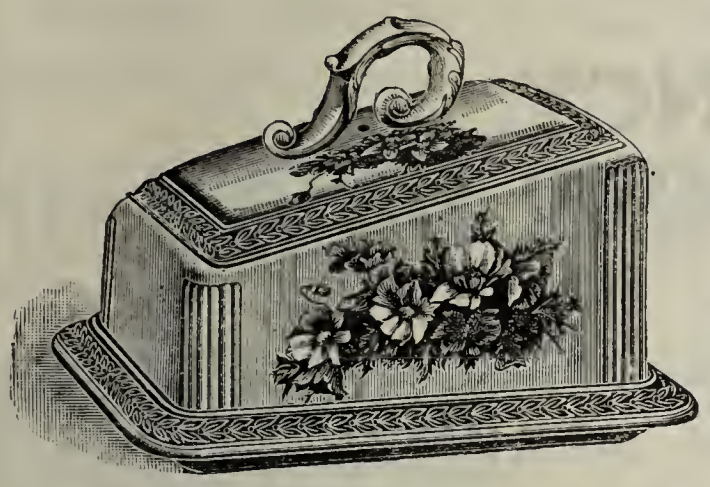
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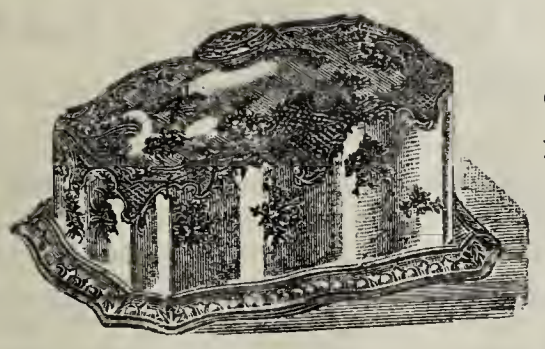
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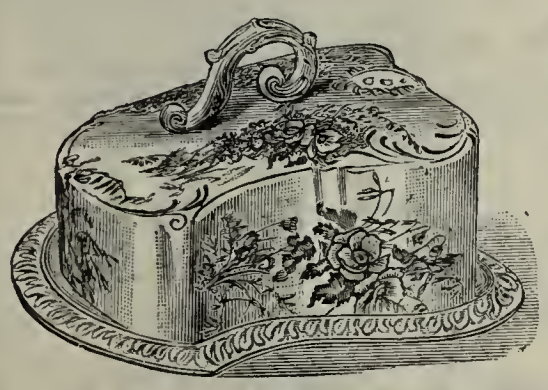


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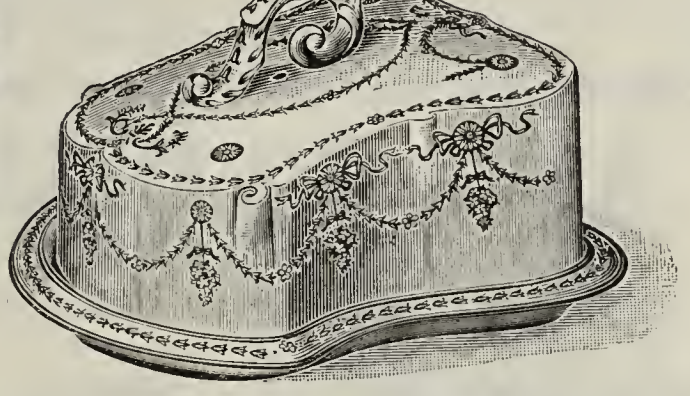


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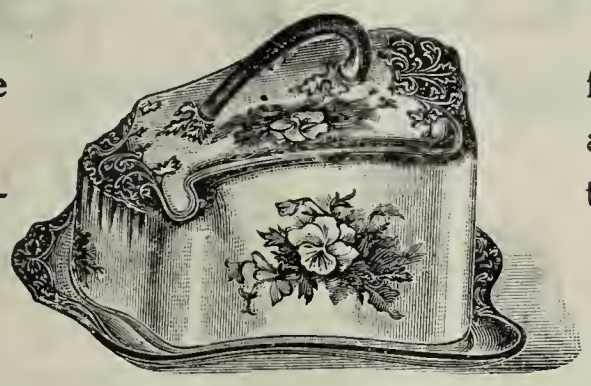
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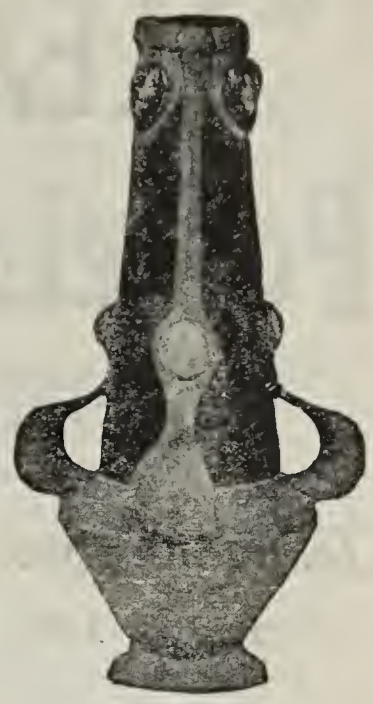
Dinner Sets,	26	pieces	14/3
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,,	61	,,	30/9
,,	70	,,	40/6
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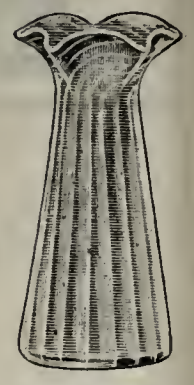
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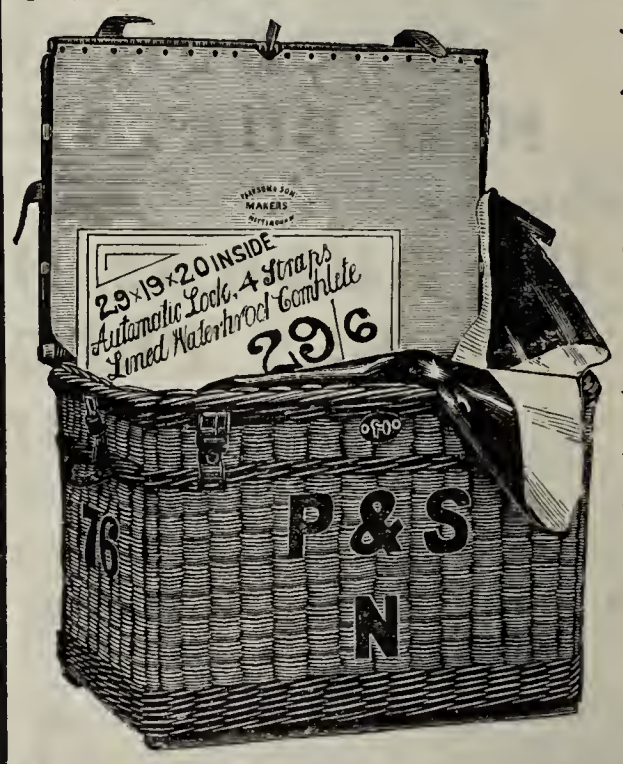
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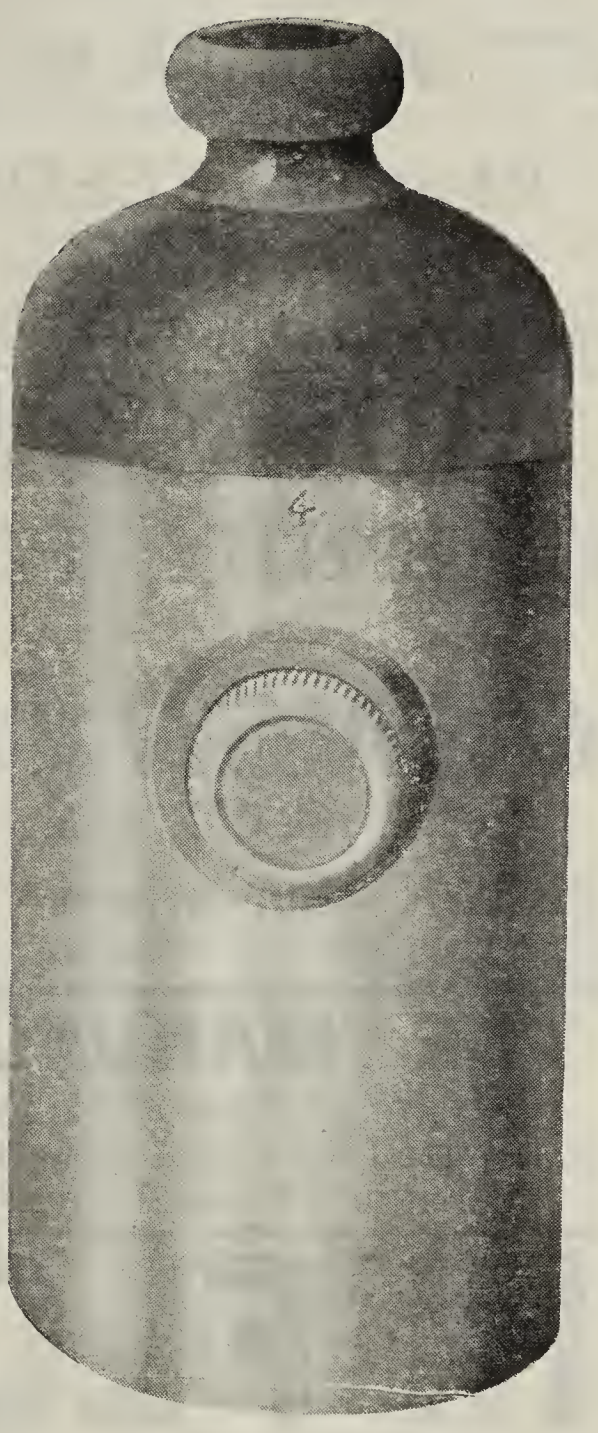
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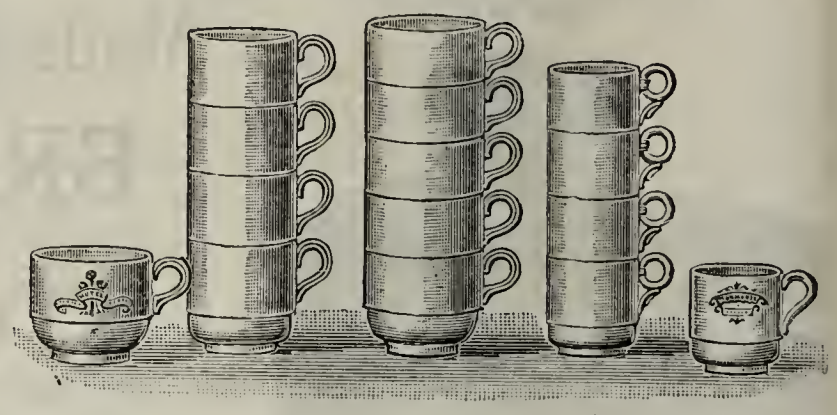
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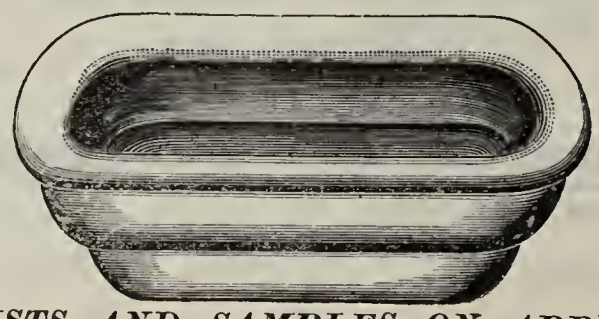
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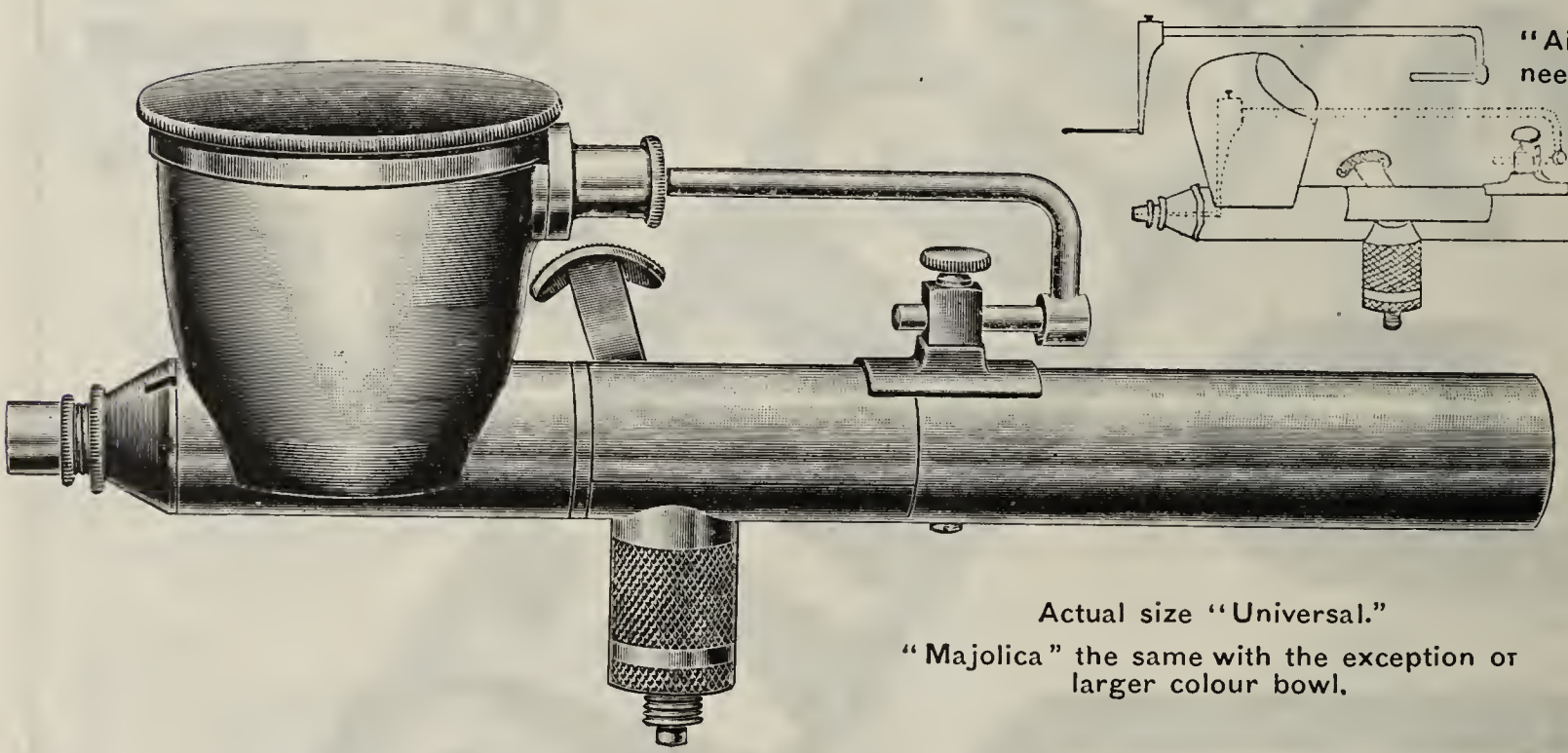
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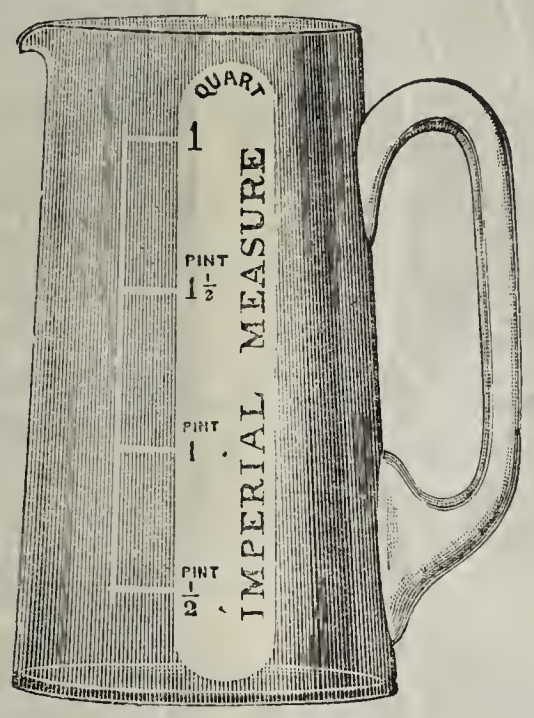
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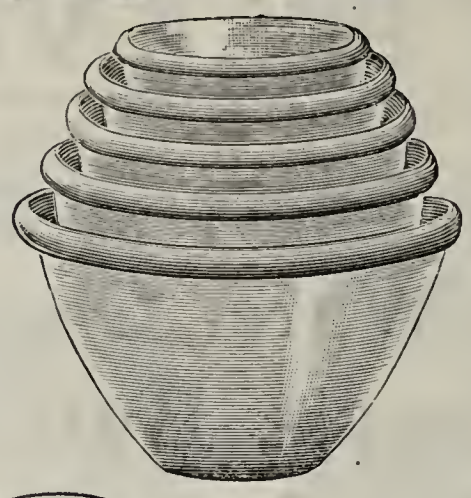
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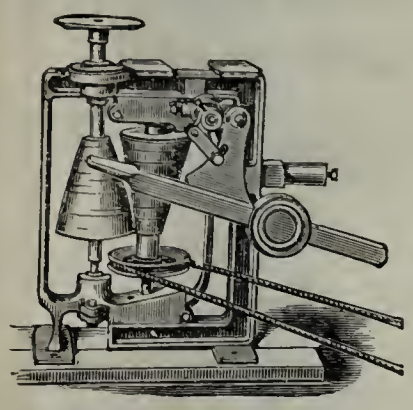




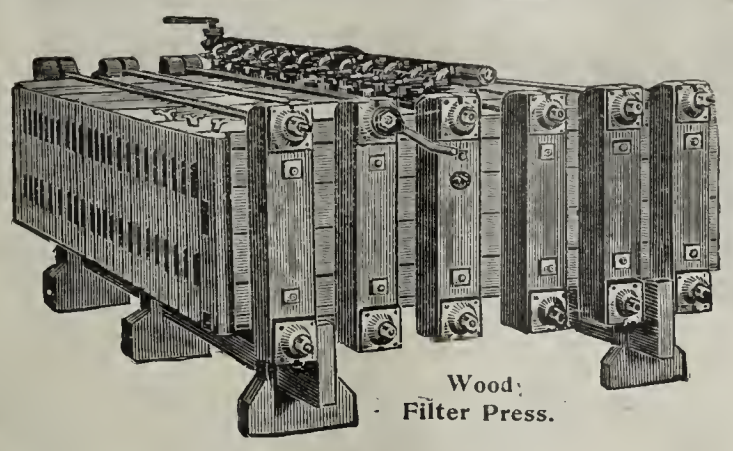
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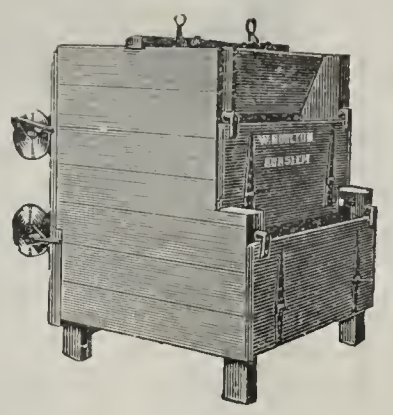
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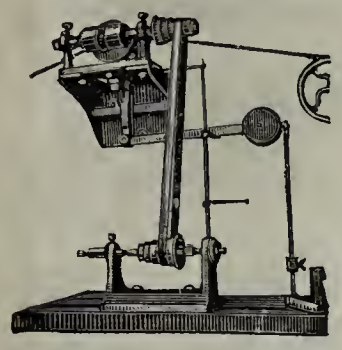
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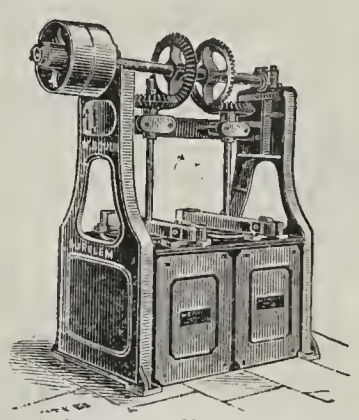
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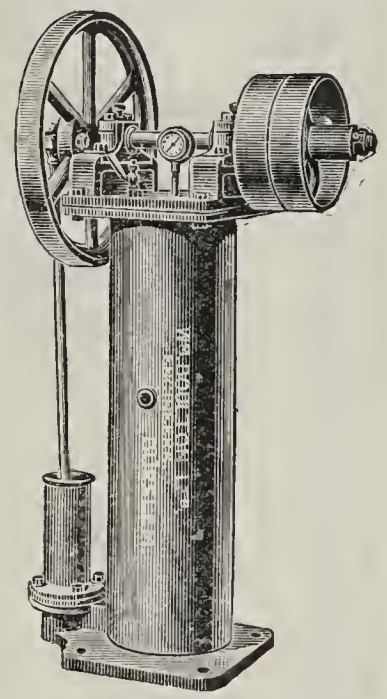
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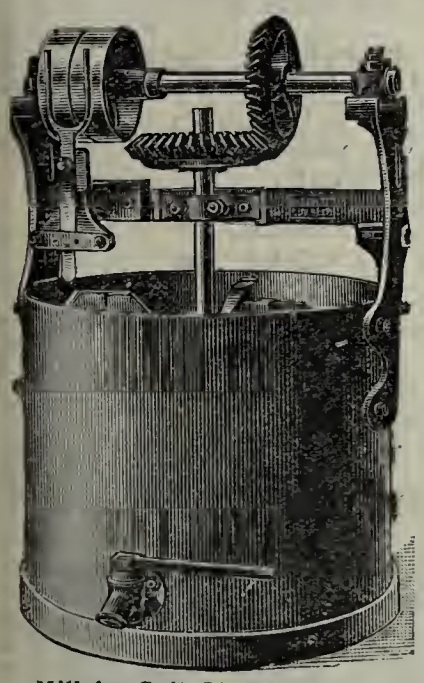
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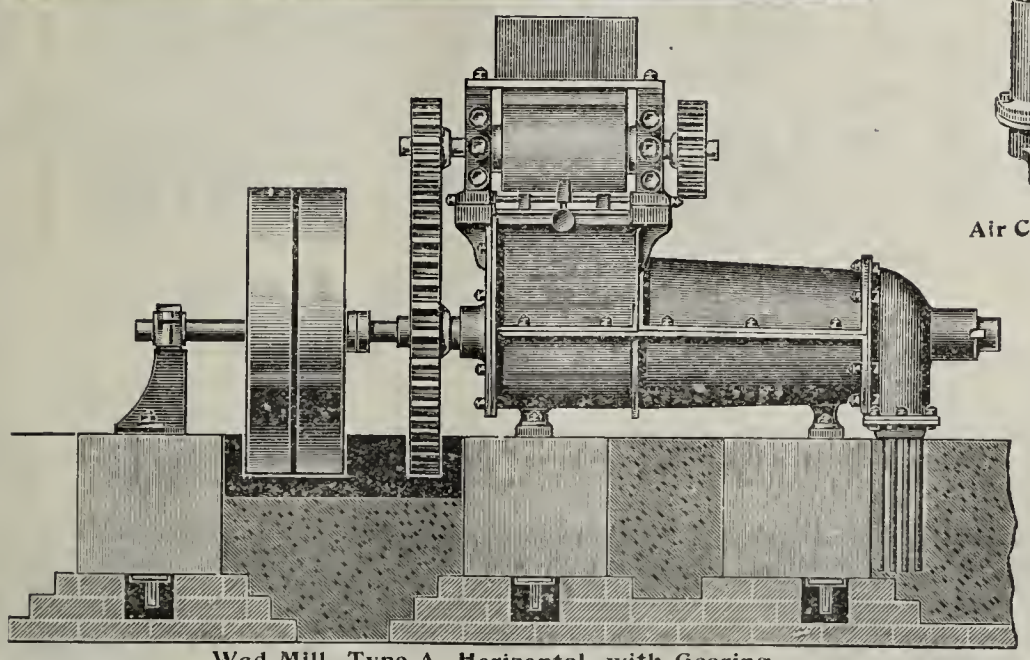
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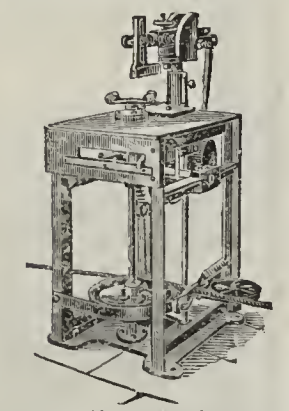
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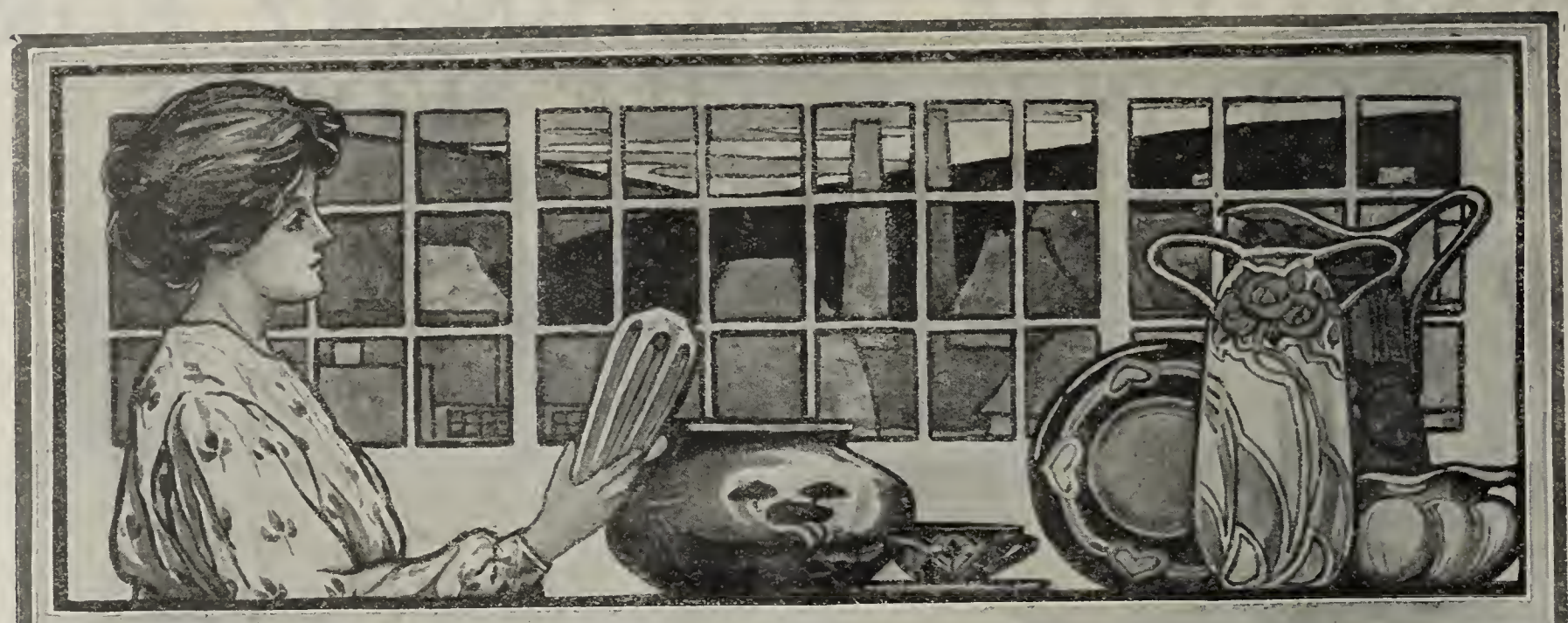
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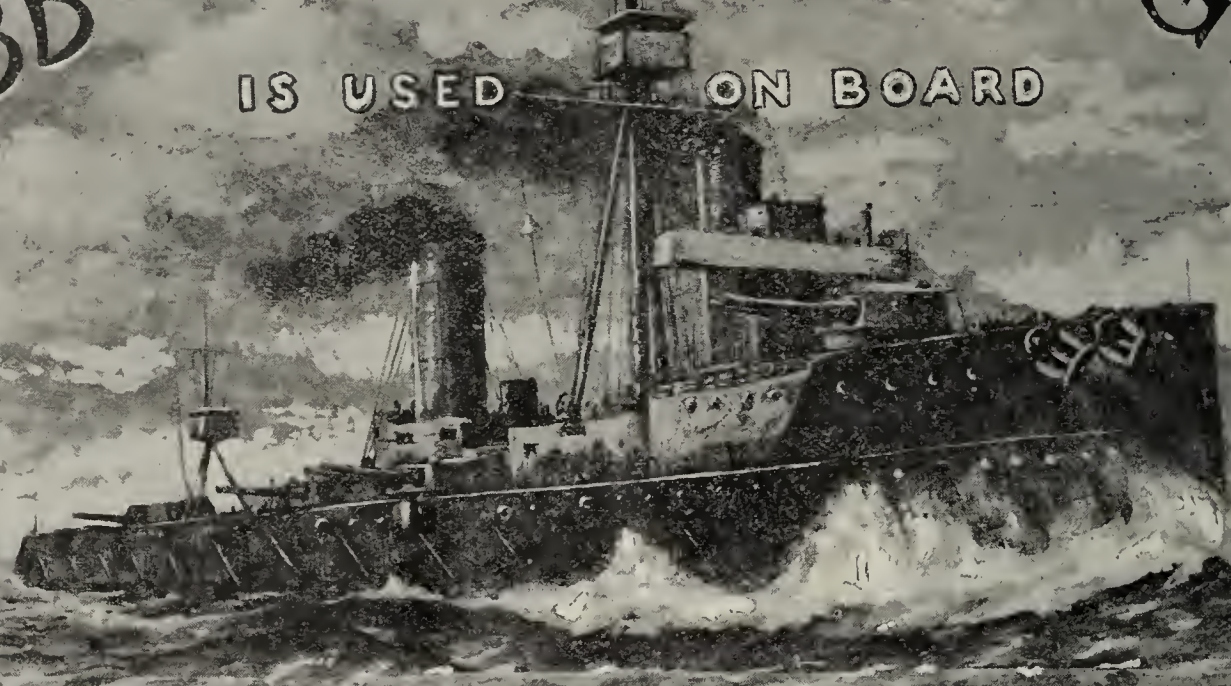
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"Before undergoing her gun-firing trials H.M.S. "DREADNOUGHT" was fitted out exclusively with Glass supplied by THOS. WEBB & SONS, Ltd.; Those trials were exceptionally severe, the concussion being so great as to make the huge vessel heel over, and to drive it sideways several yards through the water. Yet, on her return it was found that no glass whatever had been broken during the time she had been at sea—a remarkable testimony to the strength of hand-made glass, and its power of resisting shocks of no ordinary severity."

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Editorial Notes.

TRADE SHOW DAYS.

WE are glad that members of the trade are now disposed to give this subject the attention it deserves. The letters we published last month, and others in this issue, very properly raise the question of convenience to the buyer, and already opinions differ on this point, although the views of but a small number have yet been expressed. We are glad that the China and Glass Dealers' Association has interested itself in the matter, and Mr. Watson, the energetic secretary, is doing the right thing in endeavouring to ascertain the feeling in the trade. Mr. Walker, in his letter in this issue, says that those who advocate a change cannot be said to have made out a strong case in favour of the proposal. As we are responsible for the initiation of the movement (our action having been suggested by the letter from a correspondent) we venture to say that we made out a very strong case in favour of the substitution of Wednesday and Thursday for Tuesday and Friday from the dealers point of view. All over the kingdom, the majority of towns have their early closing days on Wednesday and Thursday, and from the principal towns excursions to London are mostly on one of those days, so that dealers wishing to see the London showrooms would like to take advantage of the cheap fares. Mr. Watson says that out of 118 towns nearer London, 76 have their early closing on Wednesday, and 40 on Thursday. But Mr. Walker says the fact that these are early closing days furnishes an overwhelming reason why the suggestion to make them show days in London should be rejected. He says if London and suburban buyers are asked to relinquish their weekly half-holiday they will decline to do so. But no one *does* ask them to make that sacrifice. There are two show days in the week and only one early closing day. If a buyer has his early closing day on Wednesday he can come up to town on the Thursday. The agents who have spoken to us on the subject are unanimous in approving the suggested change. So far the majority of dealers who have written to us are of the same opinion. Will as many dealers as possible kindly send us briefly—on a post-card will do—their vote for or against the change of show days in London to Wednesday and Thursday? This will strengthen the action of the China and Glass Dealers' Association.

THE RAILWAY CRISIS.

THE word "crisis" was never more appropriately applied to a point of time than it is to the immediate position of the railway dispute. The tension has been slightly relieved by the intervention, unofficial though it was, of the President of the Board of Trade on Oct. 25, but the anxious uncertainty will not be removed until after the issue of this number. The effect of even a temporary interruption of the railway service of the country would be a serious matter for manufacturers and traders, but it is quite possible they may pay too big a price to prevent it. We will not venture to prophesy, but we may be permitted to state our own opinion for what it is worth. We do not think there will be any serious interruption in the service. The

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,, ,, "IVORY, LONDON."

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question is not one between any particular company and its employees. The only question is, whether the secretary of the amalgamated Society of Railway Servants, shall be permitted to insist on his right to represent the employees of any company in their negotiations with their employers. The companies are quite justified in refusing this permission, and whatever the vote of the employees may be, we think Mr. Bell has sense enough not to advise a strike even if the "recognition" he asks for is refused.

CHRISTMAS HINTS FOR RETAILERS.

THERE are some dealers in our trades who do not need hints. They "know all there is to know about a glass and china shop." But we have other subscribers who are glad of a few hints now and then about the conduct of their business. They have expressed appreciation of former suggestions, and we therefore offer a few more. Omitting those who are located at seaside summer resorts, glass and china dealers generally look forward to the Christmas trade with hopefulness. It should be, and usually is, a busy season with all retail dealers in all trades. It is a present-giving season, and the wise glass and china dealer will take care to have things "suitable for presents" in his window. But apart from that, householders whose dinner and tea ware is defective like to renew it in time for their Christmas visitors. The same applies to their glass ware and ornaments. You should not only be prepared for this trade, but should let the public know that you are prepared for it. How you are to advertise this fact must depend largely upon your neighbourhood, and the class of customers you cater for. If you are in a medium-sized town, or in the suburbs of a larger one, you should advertise in the local paper that "from December 2 you will have a special show of novelties in porcelain and glass suitable for Christmas and New Year's presents at reasonable prices." Then have a neatly printed circular to the same effect enclosed in an envelope and directed to the residents in your neighbourhood and left at their houses. But, above all, you should have an attractive window display. The most effective, most profitable advertisement for a retailer is his window, especially at Christmas-time. Some dealers look upon their window principally as the means of lighting the shop; others make it the store-room for as many goods as they can possibly get into it. Both are wrong. Light in a shop is all very well, but the modern shop window is much too valuable to be used solely for that purpose. If the only medium of obtaining daylight in your shop is through the front window, it will be far better to use artificial light in the shop than lose your best advertising medium. For your Christmas display you will dress your window in a special manner. Two or three tea-sets, parts of two or three dinner services, and parts of two or three toilet-sets. Have one section of the window full of table-glass and another of fancy goods. If you can secure a large grotesque piece for the centre, to arrest attention, so much the better. Put neat price-tickets on some of your pieces. People are interested in prices now, more than in the goods; so, as an attraction, price some of your cheaper lines. If you have in stock some expensive goods that you bought none too wisely and cannot sell at a profit, put them in your window at Christmas and mark them at half cost price; but do not say so on the ticket, simply say "splendid value." They may prove a first-class window item and a notable advertisement—better than remaining "stickers" on your shelves. Take a leaf out of the drapers' book. They know the value of "leading lines." They know that the "bargain counter" attracts ladies to their shop who always buy other goods. You need not put tickets on all your goods, but you will find that a few low prices will fetch people inside when goods alone would not.

MORE MISREPRESENTATIONS.

IT is unfortunate that libels on a district and on an industry cannot be punished as are libels on individuals. Pottery manufacturers have troubles enough to contend with, without having the morality of their employees so frequently and so falsely called in question. Then again their trade conditions are sufficiently harassing without the free advertisement and encouragement given to their foreign competitors by the nonsense written by irresponsible journalists in the yellow press. The reverend author of the "Devil in the Potteries" diatribe at least made his attack on the people of the potteries in their own district. We were astounded to read quite recently in the "Church Family Newspaper," published in London and circulated all over the kingdom, a statement by the Vicar of St. Paul's, Burslem, which cast a most undeserved stigma on the inhabitants of the whole district, and a direct attack upon the morality of the factories. The vicar, having been severely censured for his statements, repeated his calumnies in a letter to a London paper, in which he said:—"I have heard quite enough admissions from some of the most respectable pottery masters to make your readers stand aghast as to things which have taken place on our pot banks." The morality of the Potteries and of the pottery workers has been ably defended in the local press. The vicar, however, made a statement about the trade which comes within our province to contradict. In his communication to the "Church Family Magazine," which took the form of an appeal for financial help in his parish work, he says the efforts to clear off their debt had exhausted their local resources, the 12,000 people among whom he worked being all poor pottery labourers, suffering under a great depression of the local industry. This was absolutely untrue, for at the time this was written, the local industry was better than it had been for many years. Why is the pottery trade singled out for such glaring mis-statements? and why do the London halfpenny papers seize on every opportunity of repeating, and magnifying them? A London paper which published a long letter from the Vicar of Burslem, did not publish a letter from the Rural Dean of Hanley defending the Potteries. Another London paper under the sensational heading, "The Potteries Invaded," publishes an article which says, "Unless British manufacturers wake up, Japan and Germany will ruin for ever the potteries of this country." This is given as the opinion of an expert who has spent his life in the china and earthenware trade. "I learn on good authority," says this nameless expert, "that a German firm intends to establish itself in Staffordshire, employing German workmen and underselling our own manufacturers"—an absolutely groundless statement as any one familiar with the trade knows, but it tends to discredit British manufacturers in the eyes of the public.

Glass telegraph poles are to be made near Cassel, Germany, according to a U.S. Consular Agent, who states that a stock company has been organised and a factory built. The glass mass of which the poles are made is strengthened by interlacing and intertwining with strong wire threads. The poles are designed chiefly for use in tropical countries, where wooden poles are soon destroyed by the ravages of insects and where climatic influences are ruinous to wood. It is stated that the company is willing to accept $6 for a pole of about 23 ft. in length.

THE LATEST DEVELOPMENT IN ARTISTIC GLAZES

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SUPERB EFFECTS IN LUSTRE,
CRYSTALLINE, OPALESCENT,
FLAMBÉ, TRANSMUTATION
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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

RE TRADE SHOW DAYS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I quite endorse the remarks contained in Mr. C. S. Tillston's letter in your last issue. The old show days, Tuesdays and Fridays, are becoming a farce. I should say, from what my customers tell me, that they are the two most inconvenient days of the week. I have more buyers to see me on Wednesdays and Thursdays, and I consider that the present show days are a dead loss to both agents and manufacturers, and especially those dealers who are a few miles out. They like to take advantage of cheap railway fares to London.—Yours truly,

THOS. J. USHER, London Agent.

Showrooms, 37, Gamage-buildings,
Holborn, E.C., Oct. 8, 1907.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—After reading the correspondence in re "Trade Show Days" in your October issue, I had a conversation with several London agents on the subject, and I got the opinion that it was a matter of conservatism. "We always have had Tuesdays and Fridays" was the cry. Yes, that was all very well before we had early closing days and cheap tickets from everywhere to London; but it is different now, and we must move with the times; and if Mr. Buyer, of the People's Stores, wants his half holiday (dear man), let him have it on the day he early closes and go a-buying on the other day—he doesn't early close on both days. Then all we single-handed shopkeepers will have the benefit of being able to meet the agent himself in his showrooms—instead of Miss Duster—without having to write to him for a special appointment, and feeling bound to buy willy-nilly.—Yours, &c.,

WALTER MEEKS.

8, The Broadway, Woking.
October 4, 1907.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Your correspondents who advocate the change of "show days" cannot be said to have made out a very strong case in favour of the proposal, while on the other hand, the fact that Wednesday and Thursday are early closing days is itself an overwhelming reason why their suggestion should be rejected. It is, of course, true that a certain number of tradesmen and buyers, either from necessity or convenience, transact their show room business on early closing days, and with the development of the early closing movement the number of buyers so situated has increased; but that can never be accepted as a substantial reason why the London and suburban buyer should be asked to relinquish their weekly half-holiday, and I am strongly of opinion they will decline to do so. There can be no doubt that we live in a time when ancient institutions and practices are being called upon to justify their existence, and it is possible that this spirit applied in a wrong direction has led some of your correspondents astray.—Yours, &c.,

Barnet, Oct. 21, 1907. F. WALKER.

CARELESS PACKING.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—A few months ago I wrote you about the careless way pottery houses despatch matchings and samples per post. I thought, surely everyone would read and act upon my letter, which you were good enough to publish. Not so. Six out of seven houses send goods per post without either putting the red label marked "fragile," or getting a certificate of postage; and in many cases they fail to advise me that my sample has arrived in pieces. If I were advised at once I could claim. All samples and matchings should be marked "fragile," and a certificate of postage taken; the authorities will then pay for damage.—Yours, &c.,

Oct. 18, 1907. VICTIM.

RETURNING EMPTY CRATES.

DEAR MAISTER EDITUR,—Div ye no think that the potters should dae a that they can tae help the wee dacent honest man wha buys frae them, an retails the goods. A ken a aboot the bothers that crop up sometimes wi Crates and Straw. whit A wid like, is tae see the hale lot o' the pottery's whin senning an invoice fur goods, is tae sen alang wi it a label fur senning back the empy. it could read like this :—

RETURNED EMPTY. CARRIAGE PAID.
To Messrs. Basun Ewer & Co.,
Clay Pottery,
Matchington.

on the back could be written the name and address of wha the empy wis frae. This is a sma item, bit I am shair it would be a great help tae Merchants and Potters alike wha are anxious tae avoid disputes aboot Crates. the English potteries could manage this fine. the wey the Scotch potteries dae is, they stick on a address label an on the wan side is printed so as you can reverse the label whin senning back the empy. bit this is no much use. a suppose they think they are saving labels. Hoping tae see some o' the works senning labels alang wi their invoices soon.—I remain yours trooly,

FRAGILE CRATE.

THE STONEWARE TRADE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—May I venture a few remarks upon factors in the stoneware trade, with which I have been more or less directly connected for well nigh 30 years? The most suitable clay in this industry is obtained from Devonshire; and, judging by the difficulties experienced in obtaining supplies, the output is not keeping pace with the demand. Notwithstanding the fact that prices at Port of shipment have recently been raised fully 15 per cent., and the same firms which have been raising the clay are all still to the fore, cases not unfrequently occur when from one to even six months have been known to elapse before shipment. This uncertainty is acting prejudicially to consumers, whose grievance is aggravated by the fact of their having had to pay all summer more than 30 per cent. over normal summer freights, largely owing to the scarcity of sailing vessels capable of carrying a cargo of 150 to 300 tons deadweight, and the difficulty of getting steamers to exercise sufficient carefulness in manipulating the clay whilst loading and discharging. These extras on cost charges, together with the present high prices for all classes of fuel (bulking very largely in all potteries' expenses) and raw materials generally, and the well known fact that pottery wages seldom, if ever, become less, together with the impossibility of effecting a combination of potters sufficiently comprehensive, will more and more tend to adulteration of said Devon clay by admixture of cheaper qualities—already extensively done in Derbyshire—or drive the industry over the Channel, where in many instances conveyance costs compare favourably to those of home consumers', and where very much cheaper workmanship is obtainable.

As this would be a very undesirable culmination to one of our very oldest trades, I am looking forward hopefully for some amelioration of the existing tension through your columns.—Yours, &c.,

October 15. AN OLD HAND.

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Ford Potteries, NEWCASTLE-ON-TYNE.

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SCOTLAND. - ,, 51, Buchanan Street, GLASGOW. ,, **J. DUNLOP.**

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ANSWERS TO CORRESPONDENTS.

L. V. A.—We send you names of manufacturers of goods you refer to.

A Beginner.—The best advice we can give you is stick to the business you have chosen. There is only one way to succeed in any business—work hard to make it a success.

H. R.—We have said the same thing a dozen times in the GAZETTE. Write us a short letter for publication, and let your fellow dealers see that you agree with us. This will be more useful than a repetition on our part.

Perplexed.—The system of accounts specially adapted to china and glass merchants and dealers, published by McQueen & Co., Leicester, is the best for your purpose. It is easily understood, and saves much book-keeping.

J. N. & Son.—We have given you names and addresses where you can obtain the foreign glass you inquire about. We also send you the names of English manufacturers who can supply English glass to sell at the prices you name.

Birmingham.—A plaintiff is at liberty to conduct his own case in any of the courts—if he thinks he has the ability. But very few plaintiffs have. Unless the case is a simple one even a county court case should be conducted by a solicitor.

B. & S., Longton.—China manufacture was carried on between 1796 and 1818 at the village of Pinxton, in East Derbyshire. A full account will be found in "Jewitt's Ceramic Art of Great Britain," which, no doubt, you will be able to peruse at your local library or at Stoke-on-Trent.

B., Bridgwater.—We cannot trace any firm now in business using the initials F. C. & Co., but many years ago there was a firm, Ford & Challinor, Sandyford Pottery, of Tunstall, afterwards, I think, Ford, Challinor & Co., to whom the letters might apply. They have, however, been out of business many years.

CORRESPONDENT'S INQUIRY.

F. [459] asks for address of makers of Armstrong's Porcelain Cleanser.

Flint Glass Factory for New South Wales.—The Agent-General of New South Wales has been notified by a firm of flint-glass manufacturers in that Colony that they are about to lay down a large up-to-date plant, and would be pleased to enter into correspondence with manufacturers of all classes of raw materials and machinery applicable to that business. For further information regarding the above application should be made to the Agent-General for New South Wales, 123, and 125, Cannon-street, E.C.

A Canadian china window was recently arranged as follows:—It was neatly draped with long curled strips of pink crêpe paper, in front, and on the sides, the electric globes shaded with the paper also throwing a pink light. In the centre was a neat display of Derby ware, also a sign reading: "Royal Crown Derby Ware. The manufacturers have had the proud distinction of catering to the tastes of the Crown family and nobility since 1770."

Canadian Cobalt.—Four years ago, in constructing a short railway in Ontario, some unusual ores were turned up. These were submitted to the Bureau of Mines at Ottawa, when the ore was found to be a rich quality of cobalt silver. Things went on quietly at "Cobalt," as the place was named by the Bureau of Mines, until last year but one, when millions of dollars' worth of ore was dug out. Thousands of prospectors rushed to the district and the wildest reports of the "find" were circulated. With the view to obtain the true facts the Government of Ontario invited a number of English and Scotch journalists to visit the place and report on it. These gentlemen are in Ontario now, and their report from "Cobalt" will doubtless be interesting.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN SEPTEMBER.

THE POTTERY TRADE.—Employment in the pottery trade was good on the whole in September, and about the same as a month and a year ago. It was good in Staffordshire and slightly better than a month ago; it was also good at Bristol, and fairly good in Devonshire; it continued fair at Newcastle-on-Tyne, and moderate in Scotland. With earthenware makers it was moderate in the South Yorkshire and River Aire district, and fair with makers of china at Longton. It was fair with clay tobacco-pipe makers at Glasgow.

THE GLASS TRADE.—Employment was fair on the whole, but showed a decline as compared with a month ago. It was, however, better than a year ago. Returns received from firms employing 10,068 workpeople in the week ended September 28, and paying £11,723 in wages, showed a decrease of 2·7 per cent. in numbers employed, and of 5·3 per cent. in the amount of wages paid, as compared with a month ago, the decreases being shared by all departments, and by all districts except Worcestershire and Warwickshire, and Scotland. Compared with a year ago there was an increase of 8·9 per cent. in numbers employed, and of 12·2 per cent. in the amount of wages paid. The improvement was almost entirely in the glass bottle branch.

Employment with glass bottle makers was good at Bristol and Dublin, and in Scotland; moderate in the North of England and Lancashire, and at Barnsley, Leeds, and Wakefield; quiet at Castleford; bad at Mexborough. It continued moderate with medical glass bottle makers at Leeds. With flint glass makers employment was generally fairly good; with cutters it continued moderate, short time still being worked; in Wordsley and district, however, it was fairly good. Employment with plate glass bevellers at Birmingham was fair. It continued good with sheet glass makers and flatteners at St. Helens. It was fairly good with London glass blowers. Employment with pressed glass makers on the Tyne and Wear was moderate, and a considerable amount of short time was worked.

Table showing the number of persons employed and the amount of wages paid them on the last pay day in September.

Branches.	Number Employed.	Wages Paid.
Glass Bottle	6,981	£8,358
Plate Glass	838	971
Flint Glass Ware (not Bottles)	1,787	1,917
Other Branches	462	477
Total	10,068	£11,723

Number of persons employed in each district and the amount of wages paid to them on the last pay day in September.

Districts.	Number Employed.	Wages Paid.
North of England	933	£1,056
Yorkshire	4,523	5,309
Lancashire	2,223	2,573
Worcester and Warwick ..	1,302	1,518
Scotland	812	991
Other parts of United Kingdom	275	276
Total	10,068	£11,723

British Clay Exports.—During the nine months ending September 30, 1907, unmanufactured clay to the value of £536,020 and weighing 493,015 tons was exported from the United Kingdom. Both quantity and value show a steady increase.

BURGESS & LEIGH,

Middleport Pottery,

BURSLEM.

Manufacturers of

BURLEICH WARE

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NEW ZEALAND—28, FORT STREET, AUCKLAND.

AUSTRALIA—51, PALING'S BUILDINGS, SYDNEY.

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

John Walsh Walsh, Soho and Vesta Glass Works, Birmingham, manufacturers of table and fancy glass, and glass for lighting purposes, have their London showrooms at 4, Holborn-circus, E.C. Their representative, Mr. R. H. Wood, has always something attractive for the Christmas trade, and as usual I called, "Paul Pry" like, to see what there was coming along this year. I happened to hit the time nicely, for Mr. Wood was just showing some choice novelties in cut glass for table ornamentation, which class of work has for many years been a special line in the productions of the Soho Works. We illustrate two of the firm's latest, and certainly their best, table decorations. In Fig. 1, the flower holder is in the form of a tulip, but rather larger than the firm's receptacles for flowers as table decorations usually are. There is a reason for this, and one that will commend itself to all who wish to preserve the bloom on their cut flowers as long as possible, as it has been found that hitherto the flower holders have not held sufficient water for the preservation of the flowers. These tulips are supplied singly, or in groups of two, three, or more, as seen in Fig. 2. The vase, or holder, follows the shape of the flower closely. It is in cut, bright crystal glass, and holds plenty of water, and is made in two sizes. In order to facilitate the arrangement of the flowers in the stand, each "tulip" is provided with a perforated covered lining fitting inside, at the top. The flower stalks are passed through the perforations, so that the flowers themselves are held steadily in position all the time. Another new feature in these flower stands is that the metal sprays are in electro plate. This has a much superior appearance to brass mounts, and is seen to greater advantage in groups, of which many combinations are shown. Another artistic novelty is the firm's "Vesta Venetian" glass. It is a fancy glass which in appearance is a combination of former successful productions. Each piece has lines round it something like fine iridescent Venetian threads. A large variety of fancy pieces is shown in the new "Vesta Venetian," and, of course, any piece can be produced in it if desired. Fig. 3 is an illustration of a rose bowl in this new ware, in which form and material harmonise admirably. It is a capital shape for a rose bowl, and is fitted with a double row of wires for steadying the flowers. The firm are increasing the number of their trinket sets at popular prices. Several very handsome sets are shown. The "Thistle" and the straw-coloured "Rustic" decorations are still selling, and take their place in the showrooms side by side with the latest novelties. Heavy cutting is still popular, and is seen in many designs, both old and new. The firm are makers of all kinds of cut table glass and cut glass forms for silver mounting, and of fancy shades and



FIG. 1.



FIG. 2.

globes for gas, incandescent, and electric lighting purposes. Samples of these are kept at the showrooms in London, but there has not been space to keep them prominently displayed always. This has become a source of inconvenience, and the firm have taken steps to remedy it. Without knowing what was intended, and certainly without any inspiration from Mr. Wood, in my last notes on Messrs. Walsh Walsh's goods I referred to "the dainty—if not large—showroom in Holborn-circus." They have now taken possession of a fine room on the floor above their present one, but facing Holborn-circus, and thus are enabled not only to exhibit a more complete show of their productions, which previously in the small space at their disposal was a matter of some difficulty, but can classify them to the greater convenience of buyers, who can thus pay attention to the specific lines they are interested in. The new room is lofty, and has abundance of light, having several large windows. The firm's name and some typical samples will henceforth be seen from almost any part of the Circus. The additional accommodation has long been wanted, and customers visiting the rooms will appreciate the advantages and convenience secured.



FIG. 3.—VESTA VENETIAN.

The Royal Crown Derby Porcelain Company, Ltd., Derby, are making their usual season's show at their fine London Rooms, 15, Charterhouse-street, E.C. Their representative, Mr. A. H. Folker, has made a very judicious separation between their richly decorated ornamental ware and their useful goods. These two classes of goods are so essentially different that it is very desirable they should be displayed independently. The increased accommodation the Company have at Charterhouse-st. enables this to be done. The company's name is so largely associated with high class ornamental porcelain, that many persons

overlook the fact that they enjoy quite as high a reputation for their useful domestic ware. They are manufacturers of china and vitrified Crown ware in tea, breakfast, dinner, and dessert services for home and export trades. Those who are well up in the history and the productions of the original Derby China Factory, and who know all about the temporary cloud which came over the works, are doubtless also aware of the spirited efforts made just thirty years ago by the present proprietary to revive the fortunes of the famous house. An inspeetion of the samples now displayed by Mr. Folker in Charterhouse-street, will satisfy any one that the prestige of Crown Derby China has been restored. The name "Derby China" stands for a great deal to-day. The beautiful specimens now on show in London, demonstrate beyond question that perfeetion of the ware, artistic pose of figures, graceful shapes of other pieces, and exeellence of painted decorations are common and truthful attributes of Derby china to-day. There are now on show shapes that have been designed and ornamented by persons who have been trained on the works, that are not in the least inferior to old Crown Derby. On the ground floor of their London rooms the artistic productions of the Derby staff are shown under most favourable conditions. There are vases and other artistic forms in the graceful outlines and exquisitely delieate colour treatment for which "Crown Derby" is famous. On the same floor there is a large assortment of those brilliant colour combinations introduced from Japan which because they were first produced at Derby, are generally spoken of as Crown Derby patterns. There are wonderful productions by artists who are eonstantly introducing new sehemes of decoration, new combination of colours. The company are showing a large assortment of miniatures, &c., in high elass ornamentation of which a stock is always kept in London. These are deeorated in the most dainty manner and are suitable for presentation purposes. Thcy are very suitable for additions to a Christmas stock. Dealers ean make their seleetions of small quantities and have them forwarded at once from stoek in London. Although there are many other decorations, the famous Derby blue and gold is everywhere seen on all forms, and in conjunetion with paintings of figures, flowers, and fruits by artists of merit who sign their work. But as other goods are wanted by those of us who cannot afford such luxuries as artistic ornaments, the company have another large room devoted to useful domestic ware. This is as much "Crown Derby" as the ornamental ware. There are most pleasing shapes and patterns in tea and breakfast ware, dessert ware, and dinner services. These are all beautiful, all artistic, but not all expensive. Crown Derby tea-sets are shown from neat, inexpensive patterns, up to the most richly deeorated—with all intermediate grades. There are "Derby" decorations on table ware, as well as on vases and other art forms. There are beautiful painted decorations on tea and dessert ware, on biscuit boxes, sweets, luncheon trays, bells, menus, tiny covered boxes, and serviette rings. To go to larger things, there are China dinner-sets, very suitable for wedding presents and testimonials. Afternoon tea-sets, coffee-sets, and some fancy pieces are in stoek in London, so that buyers who want a few pieces quickly and do not want enough to justify a package from the works, can have their "Crown Derby" on application.

Collingwood Brothers, Ltd., Crown Works, Longton, are one of the oldest china houses in the Potteries. They are manufacturers of high class china tea and breakfast ware, dessert services, trinket sets and vases, in many artistic shapes and an endless variety of decorations. They have no permanent show room in London, but eight times a year their Mr. C. Collingwood visits the City with a large assortment of their latest shapes and patterns, which he displays in show-rooms at the "Saracen's Head," Snow-hill. I saw Mr. Collingwood at the Hotel in the first week of last month and I found he had with him a full range of his company's samples. They were well set out and presented an excellent assortment for buyers to select from. Mr. Collingwood had with him a variety of very pretty déjeûner sets and tea and breakfast services in raised, jewelled, and enamelled decorations. He was showing a nice collection of high-class decorations in tea ware, with several quite new shapes among them. Many of the company's ornamentations are very rich. As a good stock line, the "Devon" shape, in plain white tea and breakfast ware, is suitable for any class of trade. The same attractive decorations which are shown on tea ware are applied to miscellaneous table ware generally. A seasonable decoration for the Christmas trade is the "Robin and Holly," a pretty high-elass combination of bird and berry, each coloured naturally. Messrs. Collingwood have another cheerful range of goods that will add charm to any Christmas display. They are ornamented with views after Kate Greenaway's pleasing and popular drawings. Her famous sketches are always appreciated, and they are reproduced on china with happy effeet. I was shown a new dessert service decorated in various styles. The novel featurc of the service is the substitution of round and oval dishes for the usual comports. The company are noted for their trinket sets, and Mr. Collingwood showed me samples of several new shapes and decorations. On these good use is made of a rich ornamentation in blue and gold. There is, of course, nothing new in this combination, which is perhaps the most effective decoration ever applied to pottery. But the company are very happy in their results with it. For a long time foreign manufaeturers have practically supplied our market with trinket sets, simply because they produced more natty shapes and more dainty deeorations at lower prices than our manufacturers could produce. Recently English makers have energetically taekled the trinket trade, and with most satisfactory results. The trinket sets now shown by Mr. Collingwood have the attractiveness of Continental wares at approximately the same prices—and they are English china. The dealers know what that means. They ought to take some pains to make their customers, the public, realise the value of the difference.

A. J. Wilkinson, Ltd., Royal Staffordshire Pottery, Burslem, manufacturers of general earthenware for the home tradc and for export, are represented in London for both branches of their trade. Mr. F. Hodgson looks after the London business, and shows a full and up-to-date collection of the company's samples at his rooms, 60, Shoe-lane, E.C. The export branch is in the hands of S. Robson & Co., 8, Chiswell-street, London, E.C., and they also show a full line of the company's samples at their rooms. Both show rooms arc open every day. I called at Mr. Hodgson's well filled rooms, a few days ago, and was just in time to see the arrival of some new samples of goods for Christmas. Special lines for the season are already before the trade. Messrs. Wilkinson are always in time with season's goods, but they cannot introduce all the new things at once. Those who have been apprised of the principal shapes brought out early will find other and later novelties worth attention. While they make general earthenware in great variety, their chief productions arc in toilet ware and dinner ware. They can show an excellent assortment of both. One of the new toilet shapes for the present season is the "Grecian" shape, which we illustrate with two out of many decorations. The ewer is a tall one, classical in outline, and of full capacity. It has a deep round basin with a turnover rim. This rim furnishes a safc grip at any place, and dispenses with "tips" for handles. The

plain surface of the pieces admits of great diversity in ornamentations. We illustrate two decorations, dissimilar in character, but each effective in its own way. One is a pleasing coloured subject—exotic birds and foliage on white panels, which are reminiscent of Old Worcester style. The other decoration illustrated is a conventional arrangement of festoons and buds of flowers. This is shown in several colours on white ground. In each of the patterns we illustrate the basins are decorated inside to correspond with the patterns on the ewer. A rich decoration includes celeste jewels on a gold band with white ground. The "Grecian" toilet set is seen in the showroom with a score of ornamentations, including roses, violets, and other flowers, on white ground, and some effective shadings. The display of dinner ware is equally good. We give an illustration of one of the best of several new services. The "Rex" is artistic in shape and handsome in decoration. The outline of the vegetable dish is quite new. The formation of the handles is such as to avoid liability to breakage. The shape is protected by registration, as are most of the special designs of the company. The decoration illustrated makes a handsome set in enamelled colours. In miscellaneous goods there are several new decorations en suite, in which shaded effects are introdueed. There is a very pretty decoration in Japanese style. The large selection of art vases has been augmented by several new shapes with embossments, and others with plain surfaces with bright floral decorations.



[*Photo by the "Pottery Gazette."*

A. J. WILKINSON, LTD.

L. Rene & Co., 8, Plumtree-court, Farringdon-street, London, E.C., are agents for foreign manufacturers. They are well known as representatives of Continental houses of good repute, and have recently undertaken the agency in Great Britain for the sale of Faience manufactured by Mr. J. Verlingue, 165, Rue de Brequerecque, Boulogne-sur-Mer. This maker, I believe, has not previously been represented in this country. He has furnished Rene & Co. with samples of most of his productions, and others are expected to arrive shortly. Mr. Verlingue specialises in reproductions of Old Delft and Rouen terracotta, though he reproduces ancient faience of all kinds. The samples on show in London are of a diversified character, introducing many forms quite new to this country, but, of course, many with which we are familiar. They include figures, single and in groups—classical, mythological, and quaint—candelabra, and a number of miscellaneous fancy pieces L. Rene & Co. do not follow the custom in London showrooms of placing their samples on tables and shelves. They have their pottery samples arranged in cases—with wood, and not glass, doors—ranged all round their room. The doors are easily opened, so that there is no delay in showing the samples, which are thus kept cleaner than if exposed all the time. The reproduction of old styles are well executed, both as to form and colour.

S. Fielding & Co., Railway Pottery, Stoke-on-Trent, manufaeturers of useful and ornamental pottery, prineipally for the middle-class trade, are represented in London and on the South and East Coasts by C. & H. Berry, 25, Ely-place, Holborn-circus, E.C. S. Fielding & Co.'s goods are popular with the "majority," and as the majority have very diversified tastes, the productions of the Railway Pottery are about as varied as those of one earthenware manufactory well could be. The firm's leading lines are toilet ware, flower-pots, art vases, and fancy goods, and of these C. & H. Berry have a very full collection of samples. If they do not keep on show in London samples of all the productions of S. Fielding & Co., they keep all the current lines. At any rate, there are shapes and patterns to suit all tastes, and the newest goods are always on show as soon as they are produced. The show of toilets is both large and varied—many shapes and many more decorations. Two shapes that are given prominence in several decorations are the "Tay" and the "Dart." We give illustrations of them both. The one to the right of the group is the "Tay," a pleasing toilet service in both form and ornamentation. The ewer is a well-modelled tall shape with raised decoration. The light panels and blue ground make a pleasing contrast, while the panels themselves form the ground for many pretty decorations. The toilet ewer and basin on the left are the "Dart" shape. The ewer is rather lower than the "Tay," with four nearly flat panels, separated, or rather formed, by embossments. A very pretty effect is obtained by the repetition of the embossments on the ewer on the outside of the basin, but reversed in position. The unity of design is thus continued from ewer to basin. The same basin—a deep, round one—does duty for both "Tay" and "Dart" services, the added ornamentation affording sufficient distinction. The firm are showing a fine collection of vases, artistic in form and ornamentation. There is a pleasing variety in these—high-class goods, yet



[*Photo by the "Pottery Gazette."*

A. J. WILKINSON, LIMITED.

inexpensive. Our illustration includes a very handsome vase on pedestal. It is a fine form, tastefully ornamented. The firm have added to the number of their art vases considerably since I last noticed their goods. S. Fielding & Co. are noted for their fancy wares, especially for the number of their pretty decorations applied to them and to miscellaneous table ware en suite. The fancy goods include match-strikers in novel shapes, jugs of all kinds, small ash trays, and a number of miniature pieces. The miscellaneous goods include cheese-stands and covers, bread-trays, triple trays, sardines, biscuit boxes, and all articles for table use. They have quite a number of pretty



S. Fielding & Co., Stoke-on-Trent. *Photo by the "Pottery Gazette."*

decorations applied to these en suite. One of the new ones is in brown and gold on vellum ground. Another decoration has medallions in festoons on shaded vellum ground, while the "Royal Devon Ware," which includes the pattern in miscellaneous goods en suite, is one of the best the firm have produced. The decoration consists of blue flowers and gold on cream ground. The firm supply neat trinket sets in pretty patterns; or any of the shapes can be decorated to match toilet-ware patterns.

Grimwades, Ltd., Winton, Stoke and Elgin Potteries, Stoke-on-Trent, and Winton House, 13, St. Andrew-street, Holborn-circus, are manufacturers of all kinds of earthenware for domestic use. They manufacture ornamental pottery as well, but the principal object kept in view in each of their numerous branches of the industry is utility. They are represented in London by Mr. John Sayer, who at the present time is showing not a room-full only but a house-full (a "Winton House" full in fact) of samples of the company's productions. I met Mr. Sydney Grimwade and Mr. Sayer at the London depôt a few days ago, and was shown some of these samples; and, of course, the newest. Dinner ware is given a good position at this time. If Christmas dinners are not yet in the minds of the public it is time the accessories for serving them were in the minds of tradesmen. This is just the season of the year when the enterprising china dealer can score with an attractive display of dinner sets. Those who have not obtained a stock of these seasonable requisities should do so at once. Grimwades have this year a range of new forms and decorations in dinner ware surpassing all their previous efforts in this line. The most noticeable in the group, as I looked at it, was the "Fazan," a beautiful square model. It is worth mentioning that one of Grimwade's newest dinner sets is one of the oldest shapes. We have been running on oval cover dishes for many years now. If we go back to the models of a century ago we find square shapes were accepted by people of refined tastes. There is good reason for introducing them again. They are now out of the common, and the dealer who wants to specialise with novelties in dinner sets will try shapes like the "Fazan." Fig. 1 is an illustration of a novelty Grimwades have just brought

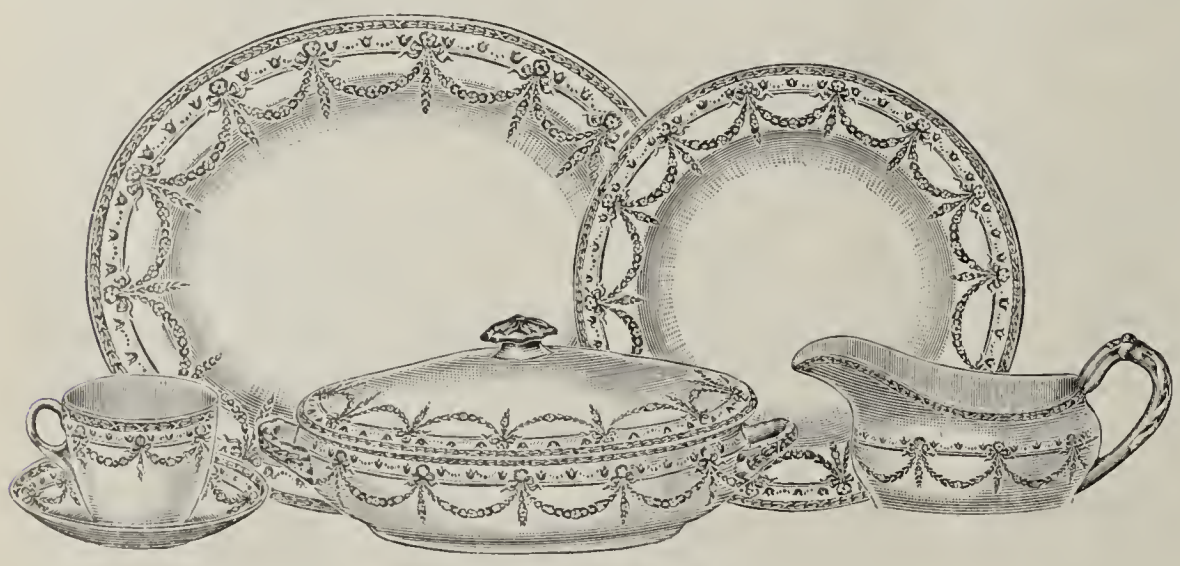


Fig. 1.—Festoon Combination.



Fig. 2.—Bulb Bowl.

out as a popular line for Christmas—the "Festoon" combined tea, dinner and breakfast service. They have a thin, finely modelled cup and saucer, a good size, harmonising with their plain "Royal" shape dinner ware. This combined set is neatly printed in apple green—a bright and charming tone, just the decoration for a flat choicely furnished for a bachelor. The company show a number of novelties in dinner ware suitable for Christmas trade, but I cannot find space to mention them by name. Fig. 2

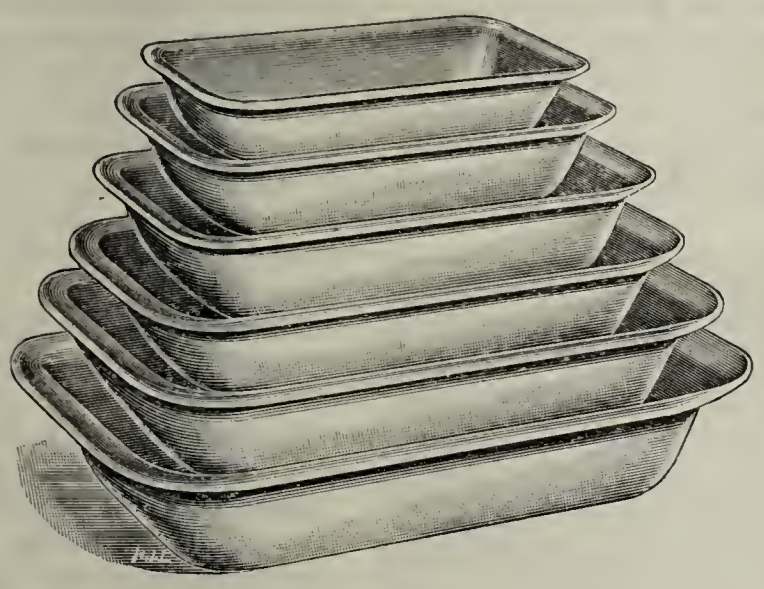


FIG. 3.—NEST OF "BAKERS."

shows a useful bulb bowl the company are supplying in several colours. This is a line that will prove an attraction during the present month, just before the Christmas display. A very useful seasonable line is the square "baker" or piedish, shown in Fig. 3. This is a special hard-fired dish, made in several sizes, from six inches up to twelve inches square. The company's attention to useful pottery is seen in these and other articles in daily requisition. Toilet ware is one of the useful lines in which the



FIG. 4.—THE GROSVENOR.

company is exceptionally strong. In form and decoration there is variety enough to please the most fastidious. The "Grosvenor," one of several new shapes, has a tall ewer and deep round basin. There are embossments round the neck of the ewer and at the bottom of it, and also round the rim of the basin. The body of the jug is plain, and thus admits of varied ornamentations. A special feature of the present show of samples is the number of very pretty decorations applied to all pottery for table use, en suite. There are bread trays, butters, cheese stands, biscuit boxes, fruit dishes, salad bowls, jugs, sardines, teapots and stands, triple trays, &c., in many tastsful decorations. The "Milan" suite is ornamented with pretty sprays of violets, shaded in underglaze golden green and gilt. The "Marlborough" suite is also decorated with violet sprays shaded in bright lettuce green and gold edge. The "Poppy" ware is ornamented with neat sprays of red and white poppies artistically arranged and hand-painted, shaded in dark and light greens. This is a pretty Christmas pattern, and the suite, like all the others, is suitable for the tea, breakfast or supper table. Another suite is the "Wistaria," a decoration for Christmas or the New Year. Lovely sprays of the flower are prettily arranged finished by hand, with painted background and gold edge. The company are showing samples of good lines in flower pots, vases, pedestals and pots, and fancy goods.

The Anglo-Belge Glass Association, Ltd., 13, St. Andrew-street Holborn-circus, E.C., are supplying crystal and demi-crystal table glass in great variety, the produce of Belgian and Swedish glass factories for which they are sole concessionaires. Mr. John Sayer is their London representative, and he is now making a great display with new samples for the Christmas trade. The company have a wonderful range of patterns of goods which they can forward at once from their English warehouse. The increase in this department indicates the appreciation of their customers of their system of holding stocks ready for immediate delivery, and it has necessitated the provision of another room for their case samples. This room is in course of being fitted, and will be ready for occupation early this month. The company are showing samples of tumblers, carafes and ups, wines—plain, cut and engraved, badged—glass jugs in many shapes and decorations,



FIG. 1.



FIG. 3.



FIG. 2.

decanters, spirit bottles, and special cut crystal bottles for liqueurs, oil, vinegar, &c., sugars and creams, butters, cakestands, and miscellaneous table glass in great variety. We give illustrations of three small useful lines that are in constant demand. Fig. 1 is a good shaped and prettily cut glass bottle and stopper, cut star bottom, the "Munich." Fig. 2 is the "Grandee" shape, one of a large number of cut crystal pickle jars and stoppers; and Fig. 3 is a neat cut crystal salt cellar, the "Eitel." There are a score or more differently cut patterns of these at the rooms with a number of cut crystal knife rests, &c., &c. Customers can have small cases of assorted glass at any time, as there is always a stock of popular lines in England for speedy delivery.

"American Posers" is the name of a series of wire easels, stands, "hangers" and "racks" for the more convenient display of pottery, the sole control of which is now placed with the Anglo-Belge Glass Association, Ltd., Their representative, Mr. John Sayer, is showing at 13, St. Andrew-street, Holborn-circus, E.C., a large number of samples of these indispensable requisites in the effective display of china and earthenware. Wire stands for propping up cups and saucers, and wire "hangers" for suspending plaques and plates are not new things. Dealers in

various parts of the country use devices of various kinds; some use wire frames made locally from their own instructions. Some we have seen are but slight, and while useful for showing a plate on the walls of a sitting-room are not well adapted for business purposes. Some years ago we pointed out the advantages of these useful aceessories to window displays of china, and we suggested that some wire worker should specialise in making a variety to suit trade requirements, and we expressed the opinion that there was an openmg for a big business in them. In the United States and in Canada they have long been extensively used in both the wholesale showrooms and in retail shops. Why have they been so little (comparatively) used in this country? If I say what I honestly think, my remarks would read very much like an extract from some British Consular report in which British trading methods are contrasted unfavourably with those of our foreign competitors. British manufacturers and dealers are far too slow to adopt new methods. They are not often enterprising enough to risk anything. They want to see that a thing is a suceess and then they will handle it. Here is a case in point. A glass and china dealer's trade often depends on the way he shows goods in his window; and yet, beyond convenient shelves, no one here has made a speciality of providing and pushing the sale of light, neat and strong wire stands for displaying the china dealer's goods. Three years ago I was so impressed with the need of these things that I took illustrations of half-a-dozen of them to a wire worker, who is interested in our trades, and I said: "Here is a good line for you. If you call on some of the large dealers they will suggest other patterns; make about a dozen or more different stands and hangers for different goods, advertise them in The Pottery Gazette, and you will have plenty of orders." I added, "I don't want anything out of the business; I give you the idea, I know the things are wanted and I should like to see them on the market." He asked me to leave the sketches for a few days and he would go into the matter. Not hearing from him, I called in a few weeks, and he said: "I do not think I will touch them. If you can get me an order for a gross or two I shall be able to see if they will pay." Of course I said I could not do that, and the matter ended. I left the sketches with him, and he will find that the forms I gave him are all included in the "American Posers," now offered by the Anglo-Belge Glass Association. I am glad these useful aids to china display are now being pushed on our market, and am only sorry that they are not "made in England."



Photo by the "Pottery Gazette."

Hewitt & Leadbeater, Longton.

Hewitt & Leadbeater, Willow Pottery, Longton, are manufacturers of artistic and useful specialities in great variety. Mr Leadbeater will be remembered as lately of the firm of Robinson & Leadbeater, Stoke. He has had considerable experience in the production of the class of goods now manufactured at the Willow Pottery. Hewitt & Leadbeater have their London showrooms at Buchanan-buildings, 24, Holborn, E.C., where they are represented by Mr. F. Findlay, who is showing samples of their wares. These include flower holders in many forms, fern pots, and vases in many designs and effective eolours. A special line of theirs is ecclesiastical and art statuary in plain white, in antique ivory, and in art colours. There are some finely modelled pieees on show, and others are expected shortly. The figures are beautiful conceptions well carried out. The firm have an excellent and extensive range of shapes and models, in which a number of novelties will be found. Some happy coloured effects are shown on various forms—one a pretty green ground to white floral designs. Lilies and other open flowers are made good use of as forms for reeeptaeles of cut flowers. The rustic poses of some of these flower holders are very natural. Heraldic ware is one of the firm's leading lines, and they supply a number of miniatures not only in heraldic ware, but with views and other decorations. A number of miniatures with poppy decorations form a pretty group. The light red of the open flower is very attractive. The "Daisy" arms china is another attractive novelty. All the firm's produetions are either purely artistic or highly decorative, and are well suited for bazaars, fancy dealers, and Christmas displays. Dealers who are dressing their windows for Christmas will find

the Willow Pottery novelties of great service. We give an illustration of a group of a few of the samples seen at the London rooms.

Mr. Herbert J. Colclough, of Goddard-street, Longton, has just instituted several important changes in connection with his business. His china specialities will henceforth be known as "Royal Vale China," and the title of the manufactory has been altered from Goddard Works to Vale Works, the name being taken from East Vale, that is the description by which the district wherein the works are situated is commonly known. Mr. Colclough has signalled the occasion by issuing an admirable new catalogue dealing with his standard productions. The catalogue does not pretend to be of any service so far as concerns the new patterns in tea and breakfast sets which the firm is constantly placing on the market. A new range of such patterns is brought out about every six months, and in future Mr. Colclough purposes issuing a supplementary list dealing with these productions as they are made from time to time. The new catalogue deals with the firm's standard lines only, but, at the same time, it gives the fullest information as to packing methods and charges, with hints to customers how to arrange their orders and particulars of abbreviations commonly used in the trade. The catalogue is bound in a striking red cover, and commences with two fine half-tone blocks, which contain illustrations of thirty different shapes of cups and saucers, depicting every shape produced at the works Reference numbers are attached to each illustration, and on turning to another page the buyer can see at a glance exactly what other goods match with any particular shape which catches his fancy. Then there are three other half-tone blocks, which display the whole range of improved "Queen's White" china made at the Vale Works. Mr. Colclough has specialised in "Queen's White" for seven or eight years, and claims that he now makes a larger variety of pieces in this ware than anyone else in the trade. He has recently remodelled the whole range, and to excellent purpose. The central pages of the brochure are a special feature, comprising thirty litho illustrations, in many colours, of a whole range of stock lines, including views, crests, monograms, and litho transfers in bulk goods and tea sets. The general arrangement of the catalogue is capital, and its "get up" reflects much credit upon Hughes & Harber, the printers. That Mr. Colclough should have had the enterprise to undertake such a publication is another testimony to the energy and resource he infuses into his business methods, methods which have been responsible for the building up in a very few years, in Goddard-street, of an extensive and constantly expanding business. It is not so long ago that we remember Mr. Colclough as engaged in a majolica business at the pottery at the bottom of Anchor-road. In 1897 he removed to Goddard-street, and continued the making of majolica in the works which he had built for the purpose. Two years later he doubled the works and commenced the manufacture of china, the business being, for a time, half majolica and half china. A time arrived, however, when Mr. Colclough thought he could see a great opportunity for the china department, and he decided to abandon majolica altogether. It was a bold venture, but has been crowned with entire success. To-day the works have an immense output, with an export trade almost as large as the home sales. At the present time the firm has important business relations with Australia, New Zealand, South Africa, and many of the lesser known Colonies, and Mr. Colclough declares that wherever there is a bit of china to be sold there his wares will be found.

Something New in Bonuses.—A Chicago furniture store has in its window the following sign: "With every brass bed sold we give a marriage licence free." Here is a suggestion for enterprising pottery advertisers!

THE NEW TARIFF OF NEW ZEALAND.

THE Board of Trade have published the new Tariff proposals of the Dominion of New Zealand. At present they are only proposals, and were introduced into the House of Representatives on July 16 last. The new proposals provide for the continuance, for the most part, of the preferential treatment of certain goods when the produce, or the manufacture, of some part of the British dominions. The exceptions include certain kinds of glass which after October 31 are free of duty. Provision is made for preferential treatment after March 31, 1908, to many articles of British production by the imposition of additional duties on foreign goods, the rates on British goods remaining unaltered. It is proposed that crown, sheet and common window glass, upon which there has been a preference of 1s. per 100 superfieial feet, shall be free. Under the old rates of duty the general tariff on china, porcelain, and parian ware was 30 per cent., and on goods of British manufacture 20 per cent. ad valorem. The duties were the same on drainage tiles, earthenware flooring, garden tiles, earthenware, stoneware and brownware; on all these there has been a preference of 10 per cent. in favour of Britain, and that preference remains the same under the proposed altered tariff. The general tariff on filters and the tariff on British made have been the same, namely 20 per cent. ad val. There is to be a preference of 10 per cent. in favour of Britain, by increasing the tariff on other filters to 30 per cent. There has hitherto been a preference of 10 per cent. on imports of glass plate, polished, coloured, and other kinds not otherwise enumerated, from any part of the British dominions; but now they are all to be admitted free. The duty on glassware, globes and chimneys for lamps, on lamps, lanterns, and lamp wick imported from the British dominions, has hitherto been 20 per cent. on value, while the duty on similar goods imported from other places has been 30 per cent., showing a preference of 10 per cent. in favour of our goods. These rates remain unaltered. There has hitherto been a duty on plate glass, bevelled or silvered, mirrors, and looking glasses framed and unframed, of 25 per cent. all round; it is proposed that the duty on British goods shall remain at 25 per cent., but that the duty on those goods from other countries shall be 37½ per cent., thus giving Great Britain a preference of 12½ per cent. In Class IX., after March 31, 1908, there is to be a duty of 10 per cent. on empty bottles, plain glass, not being cut or ground; also on jars, plain glass or plain earthenware, up to three inches diameter at the mouth, imported from other countries; but the same goods, the produce or manufacture of any part of the British dominions, are to be admitted free.

Glass Bricks.—The comparative cheapness of glass, owing to modern discoveries of readily available material, and of improved methods of manufacture, have suggested several novel uses for this highly ornamental and durable material, says a Canadian exchange. The demand for hollow bricks and building blocks for house construction has induced glass manufacturers to put hollow bricks on the market, and they promise to be used extensively for novel and artistic effects. The first glass bricks, being solid, proved a failure on account of their cost, but the hollow glass blocks can be made at much less expense. They are lighter and stronger than clay bricks, and are such excellent non-conductors that walls built of them are proof against dampness, sound, heat and cold. The bricks are sealed hermetically when hot, and are placed in walls with a colourless mortar made of special glass. The bonding strength of the glass mortar is almost as great as the bricks themselves.

MR. HARRY BARNARD ON "WEDGWOOD: HIS LIFE AND WORK."

(BY OUR OWN REPRESENTATIVE.)

IN the course of the annual exhibition of the Royal Photographic Society, held last month at the New Gallery, Regent-street, London, a series of leetures was given three times a week in the North Room of the Gallery. That delivered on October 5 was by Mr. Harry Barnard, and the subject "Wedgwood, His Life and Work." Mr. Barnard is well known to most of our readers as the London representative of Josiah Wedgwood & Sons, Ltd. He has had many years' experience as a designer at the works at Etruria. He is himself a Wedgwood enthusiast, so that it was an easy matter for him to lecture on his favourite theme. The lecture was illustrated by nearly one hundred slides from photographs for the most part taken by Mr. Barnard himself. The room was filled by an attentive and appreciative audience. Lecturers make use of the art of photography for the purpose of illustrating their lecture by views thrown on the screen from photographic slides. The Royal Photographic Society have obtained some sort of compensation by inviting specialists on all sorts of subjects to lecture at their annual exhibition, and have thus constrained them to demonstrate how useful photography is in enabling leeturers to illustrate their several subjects in a pleasant and more intelligible form. Audiences at these special lecturers are interested primarily in photography, but it is due to the lecturer to say that on this occasion they manifested the greatest interest in the subject presented to them. Mr. Macintosh, the secretary of the Royal Photographic Society, in a few well-chosen sentences, introduced the lecturer.

Mr. Barnard judiciously dealt with his subject from the popular and historical point of view. There was but little introduced of a technical character, such as would have been expected by an audience of students of ceramics, and still less of a commercial character, such as an audienee of dealers in pottery might have been interested in. The lecture appealed to "the man in the street," whose appreciation everyone seems so anxious to secure. "Every person of intelligence," said the lecturer, "must be intereсted in the personality of Josiah Wedgwood, who raised the manufacture of artistic and useful pottery to a pitch of excellence, an elegance of form, perfection of material, and beauty of ornamentation that have never been surpassed, nor, indeed, equalled." He announced his intention to give his verbal descriptions as briefly as possible, leaving the slides to speak for themselves—as he expressed it, "in order that you may see more and, therefore, need hear less." The account given of Wedgwood's parentage and early life corrected the rather general misapprehension that he was born and brought up in indigent circumstances. Josiah Wedgwood's father was in an easy, if not an affluent, position, and his relatives were persons of importance in their native place. As the details of Wedgwood's early life were given, several likenesses of him were thrown on the screen. One, after the painting by Sir Joshua Reynolds; another after the painting on pottery by Stubbs, the Royal Aeademician, and another after Harkwood. His home training and his early education were described, and then his commencing work when only eleven years of age. "At that time boys were apprenticed at an early age in every trade—especially to that of a potter, since 'throwing' requires the touch to be trained to an exquisite delicaey." He had a serious illness when he was twelve years of age, whieh left him with an affeetion of the knee from which he suffered for the rest of his life, and which later on necessitated amputation of the lower part of the leg. His father having died in 1739, Josiah was apprenticed to his brother Thomas in 1744, and a photograph of the quaint indenture was shown on the screen.

As Mr. Barnard will probably be lecturing again on this subject, it would not be fair to give copious extracts from the present lecture. But we may say that with lucid brevity he touehed upon all the leading incidents in the business career and personal life of the great potter, whose early dexterity as a workman and subsequent skill as a potter were enlarged upon. Views of the home in which he was reared, the works at which he was first employed, the first works at Etruria, specimens of the early productions, and also examples of the later emanations from the now famous works, were all shown on the screen. Wedgwood's personal connections with Royalties and with leading members of the nobility were recounted, and his numerous failures and successes were dilated upon. "Wedgwood accumulated a large fortune—large, that is to say, for the times in which he lived—which he dispensed with princely benevolence and great public spirit." In one hour Mr. Barnard managed to present a very interesting account of the life of a very remarkable man, from his birth to his funeral. In this he was greatly assisted by the numerous photographie illustrations, the last of the series being a reproduction of the statue of Wedgwood which stands in the square between the railway station and the North Stafford Hotel at Stoke-on-Trent. Mr. Barnard was accorded a hearty vote of thanks for his lecture.

The exhibition of the Royal Photographic Society is a striking object-lesson in the wonderful advanees (I had nearly written "developments") that have been made in photography in the last few years. I am not a photographer, and am ashamed to say I know but little of the art. Mr. Macintosh, the secretary of the society, however, kindly accompanied me around the rooms and enabled me to appreciate some of the latest results shown. The most wonderful of these, to my mind, were those by the "New Colour Process." I refer to this here because I think I see in it some remarkable future possibilities in the ornamentation and illustration of pottery—and particularly of porcelain. By the "New Colour Process" I do not mean what is called the "three-colour process." Even I, a novice, have long been familiar with this, and have admired the patience with which amateur friends have wrestled with the productions of three negatives behind three different colour screens—blue, green, and red. Mr. Macintosh took some pains to explain to me the new "Autochrome" process by Lumiere, of Lyons, which his society was then exhibiting. I asked for some printed matter on the subject, but there was none at that time (October 5). The invention was then being shown for the first time. The inventors and manufacturers appear to have been unprepared for the success of their own invention, for Mr. Macintosh tells me the supply of the new plates was exhausted. As I understood Mr. Macintosh, the position is this: Instead of exposing three plates behind three screens and then producing three positives from the three negatives, the "Autochrome" plate combines all these operations. Only one screen (an orange one) is required, and the plate, developed as a negative, is at onee converted into a positive, and the photograph in colour is accomplished as the result of one exposure. Of course, it is on glass, and a transparency. Mr. Macintosh threw some of these pictures on a miniature screen for me. The results are charming; the beautiful foliage of trees and flowers, autumnal tints of forests, distant hills, and sky, true to nature, are faithfully reproduced. Some beautiful pottery ornamentations were shown. If Mr. Barnard had been able to take his photographs on "Autoehrome" plates, his illustrations of the decorated pieces of Wedgwood, instead of being in black and white, would

have been perfect reproductions of the artistic originals in colours, in tints, and shades. Unfortunately, these effects can only be seen on transparencies. It surely cannot be long before they will be seen on paper, and soon after that we may be able to give "Autochrome" instead of black-and-white illustrations in our "Buyers' Notes."

COMMUNICATIONS FROM THE COUNTY POTTERY LABORATORY, STAFFORDSHIRE.

XI.—THE PLASTICITY OF POTTER'S MATERIALS.*

By J. W. Mellor, D.Sc.

WE have been offered many explanations of that mysterious property of potter's clay—plasticity—but serious objections can be raised against them all. This applies to the prevailing "colloidal" theory, as well as to the older "flat-plate" hypothesis. I do not intend to touch the theoretical side of the question in this short note. I will only recite a few facts. There is a geyser in the Rotorua district, New Zealand, which projects hot water most violently against the side of a granite rock. The *débris* from the rock is quite plastic. Mr. Bernard Moore has seen this geyser, and he informs me that he told one of the Government officials at the time that the *débris* was plastic enough to work on the thrower's wheel. The ejecta from other geysers in the district are also markedly plastic. We know, too, that slip which has been dried in the old-fashioned slip kilns furnishes more plastic materials than when the slip is dried in the modern filter press, although A. Brongniart (*Traité des Arts Céramiques*, Paris, 1, 111, 1844) says that the opposite is the case with hard porcelain. Some sanitary manufacturers boil the "engobe" slip for similar reasons. Mr. L. Solon has also informed me that he thinks the materials employed for making soft porcelain in France in the early days were more plastic than when the boiling was abandoned as a useless complication.

We naturally inquire: what is the one factor common to these different processes? It is the prolonged action of water on the body materials. I have, therefore, tried to exaggerate the effect. I heated separately ground felspar and ground Cornish stone with water under great pressure (below 75 atmospheres) in sealed tubes for a few days, at from 250 deg. to 300 deg. Four important facts were noticed:—

(1) The plasticity of the materials was augmented. The new plasticity is not that pseudo or temporary plasticity which is imparted by the addition of foreign materials like soft soap, tannin, gums, &c.

(2) The outlines of the particles, under the microscope, had lost their clear, sharp definition, and become more or less irregular and blurred. This also applies, in a less degree, when felspar ground in water is compared with dry ground felspar as shown in Figs. 1 and 2. Fig. 1 represents the appearance of dry ground, felspar, Fig. 2 wet ground felspar (x100), stained with safranine. (See A. S. Cushman, *Bull. U.S. Dept. Agric.*, No. 92, 1905).

(3) The outlines could be more readily stained with safranine or with malachite green than before the action.

(4) The water in which the materials were heated, after the action, contained a quantity of soluble salts. This is in harmony with a well-known experiment by A. Daubrée (*Annales des mines* [5], 12, 289, 1857; 16, 155, 393, 1858; or *Ann. Rep. Smithsonian Inst.*, 228, 1862), in which a solution containing potassium silicate was obtained by the prolonged action of water on ground felspar.

The last three observations show that water modifies the surface of the particles in some way. I have also tried the effect of the same treatment upon ground flint, china clay, and on ground earthenware and china pitchers. There was little if any perceptible difference in the flint before and after treatment; the plasticity of the china clay was but slightly improved; the ground pitchers, like felspar and Cornish stone, became relatively quite plastic. We see here that only those materials have been made appreciably plastic which contain alkalis in combination with silica and alumina. In spite of the fact that G. Forchhammer (*Pogg. Ann.*, 35, 331, 1835) was able to decompose felspar into alkaline silicates and clay by the agency of heated steam, I would here emphasise my belief that *liquid* water, and not steam, is the more potent agent. I have elsewhere contrasted the relative chemical activity of liquids and vapours (*Chemical Statics and Dynamics*, London, 261, 1904). This also recalls an observation of C. Barus (*Amer. Journ. Science* [3], 38, 407, 1889; 41, 110, 1891), where liquid water was found to attack glass so rapidly about 185 deg. as to choke up glass tubes in which it was confined, with separations of hydrated silicic acid.

It is also interesting to notice that the process works better if the water be changed. I suppose that there is a back action. The water becomes charged with soluble alkaline silicates, and these re-combine with the materials from which they have been removed, just as A. Daubrée was able to make felspar by heating a china clay with an aqueous solution of potassium silicate up to 400 deg.

The plasticity was determined by rolling the materials into pellets, and finding the deformation they could be made to undergo without rupture; and also by the bending of small cylinders. The experiments were only done on a small scale with a few grams of materials. I do not think that it would pay to work up ground pitchers into the plastic state by treatment in large digestors, and I regret to say that I have not facilities to follow this up on a large scale. I hope, however, to conduct other experiments on this interesting subject.



FIG. 1.

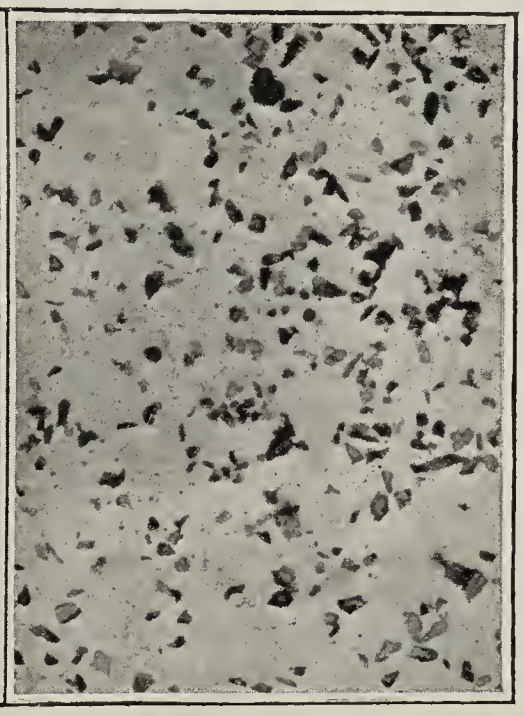


FIG. 2.

Discussion.

Mr. Bernard Moore:—I reported in writing, in 1879, to the New Zealand Government on the plasticity of the *débris* from the rock caused by the geyser near the white terraces. It seems to me that the great cohesion of the particles of water is an important factor in plasticity. The action of alkalis on thick slip is very remarkable. It will make a thick slip, which is almost too thick to pour, quite fluid. Clay made to a certain consistency with such a slip would contain less water than if mixed with pure water, and it would be less plastic. One of the fluids that rises to a greater height in a capillary tube than water is a weak solution of ammonium chloride, and I suggest that it should be tried to see if it increases plasticity. That most accurate observer, Père D'Entrecolles, reported that it was used in some Chinese bodies. It may have been used with this object. There is an extraordinary difference between the plasticity and working qualities of a china body made with slop bone ash, and bone ash which has been dried first and then re-mixed in the body; the latter is very much more plastic. Some kinds of ash cannot be worked without great loss unless they are dried first. I think it likely that the improvement is due to a change which the normal phosphate, $Ca_3(PO_4)_2$, undergoes with prolonged boiling. According to R. Warrington (*Journ. Chem. Soc.*, 26, 983, 1873), it is converted into $2Ca_3(OH)(PO_4)_3$, or $3Ca_3(PO_4)_2 + Ca(OH)_2$.

Dr. J. W. Mellor:—I may add to Mr. Moore's remarks that ammonium and related salts seem to have a marked effect upon silicates. F. W. Clarke, for instance, has an interesting memoir on the decomposition of silicates by the vapour of ammonium chloride. This also reminds us of the use of ammonium chloride in Lawrence Smith's process for alkalis; of the effects of ammonia, tannin, &c., on the plasticity and tensile strength of clay observed by A. S. Cushman; of the somewhat unattractive method occasionally applied for retarding the settling of felspar in the pans; and of the corrosive effects of ammonia vapours on the exposed surface of glass windows in the vicinity of stables and manure heaps.

* From paper in *Trans. Eng. Cer.* Soc., 5, 72, 1905.

Five Bauxite Deposits have been discovered in the island of Lesina, Dalmatia. They are reported to be of considerable extent, and are situated near the sea.

Two china figures were among the gifts at a recent Cornish harvest festival. Very appropriate they were, too, seeing how rich a harvest Cornwall reaps from the china clay deposits.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Tudor Bros., glass merchants, have opened new premises at 699, High-road, Leyton, E.

Mr. J. Assersohn, china and glass merchant, is relinquishing business at 59, High-road, Lee, S.E.

Perring & Co., china and glass merchants, have opened new premises at 80, High-road, Chiswick, W.

Mr. M. Bolsom, china, glass and earthenware merchant, is about to open premises at 302, City-road, E.C.

N. M. Shimberg & Co., china and glass importers, have acquired the premises, 77 & 78, Chiswell-street, E.C.

The will of the late Mr. Enoch Massey, of Goole, father of Mr. E. Massey, of Fenton, has been proved for £5,024.

Mr. J. Humberstone, china and glass merchant, has reopened the premises, 254, High-road, Willesden, N.W.

Williams' China and Glass Stores have recently been opened at 2, Royal-parade, London-road, Croydon, S.E.

Miss A. G. Lightfoot has opened premises 6, Yarm-lane, Stockton-on-Tees, as a glass, china, and earthenware dealer.

Clark's China and Glass Stores have been removed from No. 43 to more extensive premises at 35, Cranbrook-road, Ilford, E.

Watson & Son, of Minster-street, Reading, are holding their annual sale of china, glass, and earthenware during November.

Mr. Shozo Kato, dealer in Japanese works of art, has removed from 77, New Oxford-street, W.C., to 203, Oxford-street, London, W.

Mr. Wm. Cheshire, of the glass and china stores, 24, St. Botolph-street, Colchester, has been returned unopposed to the Town Council.

Soundy & Co. have recently opened a new china and glass department at their premises, 200, Holland Park-avenue, Notting Hill, W.

A fire occurred last month at the London Pottery, Shipley-street, Brampton, Chesterfield, belonging to Pearson & Co., but very little damage resulted.

Ardeshir & Co., dealers in Indian art ware, have removed from 25, Oxford-street, W., to their original premises at No. 22 in the same thoroughfare, which have been rebuilt.

Nottingham's china, glass and earthenware stores are about to be removed from 62, High-road, Balham, S.W., to more extensive premises at No. 72, in the same thoroughfare.

Mr. Albion Spanner will carry on the business of Spanner Bros., glass and china dealers, 144, High-street, Newport, Isle of Wight, from which Mr. Frederick Spanner has retired.

Haynes & Co., glass, china, &c., dealers, 15, Exchange-street, St. Anne's-square, Manchester, are retiring from business. Their stock has been purchased by Owen Owen, Ltd., 119, London-road, Liverpool.

Mrs. F. Mellor, of the firm of Thos. Aidney & Co., potter's colour manufacturers, &c., West-avenue, Hartshill, Stoke-on-Trent, died on September 11. By a slip, the name was given in our last issue as Mr. F. Mellor.

Mrs. R. Donner, who took over the business lately belonging to Mr. P. Donner, at 2 and 8, Watney-street, Commercial-road, E., on Oct. 12, 1905, wishes to point out that Mr. P. Donner is in no way connected with her business.

Pottery and Glass at the Brewers' Exhibition.—At the exhibition held at Islington last month, there was less pottery and glass than we have ever seen at this the most popular of the many trade exhibitions held at the Agricultural Hall.

Mr. Wm. Burton, the famous chemist-potter of Clifton Junction, Manchester, has been co-opted a member of the joint committee of the County Education Committee and the Joint Association of Pottery Manufacturers to consider the provision of a county pottery school at Stoke.

Fletchers (Shipley), Ltd.—Registered capital, £20,000 in £1 shares. Objects, to acquire the business of a wholesale drysalter, sauce manufacturer, and glass bottle manufacturer carried on by T. Fletcher at Airedale Works, Shipley, as W. Fletcher & Son. Registered office, Airedale Works, Shipley.

Bankruptcy Statistics.—No china, glass and earthenware dealers were gazetted as bankrupt in England or Wales during the month of September last. In September, 1906, four were gazetted. During the first nine months of 1907 the number gazetted was 18, being just double the figures for the nine months ending September 30, 1906.

The Shop Hours Act, 1904.—This Act has not been taken advantage of by tradesmen in London and the suburbs. There are twenty-four boroughs in London, and in eighteen of them not a single trade has by a majority asked for its shops to be closed under the Act. In six boroughs, barbers alone are subject to a closing order.

F. Dennis & Co., Ltd.—This company has just been registered, with a capital of £5,000 in £1 shares, to acquire the business of an earthenware manufacturer carried on by S. Dennis at Alexandra Pottery, King-street, Fenton, Staffordshire, as "F. Dennis & Co.," and to carry on the business of manufacturers of earthenware, porcelain, china, and other articles made from marl or clay.

Mr. Henry Mudford, glass and china merchant, has consented to continue in office as Mayor of Tiverton for another year. On only one other previous occasion has the same gentleman held the office for the fourth year in succession. Mr. Mudford has filled the mayoralty with great tact, impartiality, and ability, and his renomination will give satisfaction to the burgesses generally.

Mr. W. H. Richardson, of Glasgow, has made another very handsome gift to the Wordsley Institute. We understand he has acquired the Drill Hall, Wordsley, with the premises attached, and that he intends to present it to the village in memory of his sister, the late Miss Martha Richardson. It is probable the funds will be invested and the income applied to the foundation of scholarships in the Technical Institute.

Fashion in Flower Vases.—King Edward has introduced a new fashion in floral decoration for dinner tables. When dining out his Majesty likes to have a clear view of everyone at the table, and once he asked his hostess to remove some tall vases filled with flowers, which obstructed the view. Hence it has become the correct thing to have only low vases, lightly filled, on the table when the King is a guest, and now the fashion is general.

Company Liens Registered.—Frank Butcher, Ltd. (glass manufacturers, Burslem), £2,000 6 per cent. debentures, charged on the company's undertaking and property, present and future, including uncalled capital (if any), have been registered.——W. A. Morris & Co., Ltd. (potters, Hanley). Issue of £100 6 per cent debentures, part of series created March 1, 1907, to secure £1,000, charged on the company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £325.——Venice and Murano Glass Co., Ltd. (London, W.). Lien registered for a series of £3,000 debentures, charged on the undertaking and assets.

The Organisation of Glass Workers.—We understand that it is proposed to convene a meeting of all the organised sections of the glass trades. The movement is at present only in the initial stage, and is, so far, confined to negotiations between the general secretaries of the "Pressed Glass Makers' Society," the "Bottle Makers' Society," and the "National Flint Glass Makers' Society." At present there is no other object than the primary one of

bringing the various sections of the trade into touch. If such a meeting can be arranged the representatives will meet on purely undefined lines, and will be free to consider any questions of mutual advantage as may then be suggested.

Non-Unionists and the Railway Crisis.—At the Congress of the National Free Labour Association, held in London on Monday, Oct. 28, the following amongst other resolutions was submitted: "That this Congress, on behalf of the non-union workers of the country, protests against the impudent presumption of the Socialist and Trade Union members of Parliament in claiming to represent the whole of the wage-earners of the country, seeing that 85 per cent. of the most competent and intelligent working men are outside the Socialist and trade union ranks, and have no confidence in the so-called labour representatives' plea of furthering the best interests of the working classes, when their sole intention is really to further the principles of trade union socialism."

Tenders Accepted.—Brentford Board of Guardians have accepted the tender of Finney Bros., of Hammersmith for the half-yearly supply of earthenware, glass, &c., at £114 11s. 7½d.——Camberwell Guardians have accepted the tender of Mr. W. Huntsman, 42, Upper-street, N., for the annual supply of earthenware.——For the supply of earthenware, for the new infirmary and other buildings at the union workhouse, Hillingdon East, near Uxbridge, for the Guardians of Uxbridge Union: Atkinson & Co., Addington-street, S.E., £14.——For the Guardians of the Shoreditch Union, Atkinson & Co., earthenware.——For the Guardians of Wrexham Union, T. Hughes & Co., Bridge Works, Wrexham, earthenware, £34 7s.——The Romford Guardians have accepted the tender of Mr. F. W. Currie, 63A, Cranbrook-road, Ilford, E., for the supply of earthenware.

Hoods, Ltd.—The directors have paid an interim dividend at the rate of 8 per cent. per annum, less income tax, on the ordinary shares, to July 31, 1907. The end of the financial year has been put forward to December 31, 1907, when a further dividend will be declared for the remainder of the seventeen months. Eight per cent. is the average dividend since the business was transferred to the company thirteen years ago. When the International Exchange was built no more preference shares were issued than were necessary for the purpose. Since then, the establishing of a branch in Manchester for the development of the textile trade and the growth of business in the potteries, now dealt with at the company's commodious premises in King-street, Longton, have led the directors to offer to the shareholders a limited number of preference share at par.

Mobberley & Perry, Ltd.—Registered capital, £75,000 in £10 shares. Objects: To adopt an agreement with J. Mobberley, H. Perry, Phœbe L. Perry, G. H. P. Perry, and J. E. Perry, to acquire and amalgamate (1) the business of firebrick manufacturers, &c., carried on at the Hayes Works partly in the parish of Oldswinford, and partly in the township of Cradley, Worcs., at the Hurst Works, Woodside, Dudley, at the Fire Brick Works, Himley, Staffs., and at Merry Hill and the Thorns, both in the parish of Kingswinford, and at other places in Worcester and Stafford, as Mobberley & Perry, and (2) the undertaking of the Oldnall Colliery Company, carried on at the Oldnall Colliery in the parishes of Cradley and Wollescote, Worcs., and to carry on the business of fireclay, porcelain, bath, glazed brick and glazed earthenware manufacturers, crucible, glass house, pot and retort manufacturers, vendors of fireclay, colliery proprietors, coal merchants, &c.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office under the Factory and Workshops Acts in September was 49, and there were 3 deaths. In addition to these there were 18 cases among house painters and plumbers and four deaths during the month. During the nine months ending September 30 last, the total number of cases reported under the Act was 369 and 21 deaths from lead poisoning, as compared with 478 reported cases and 29 deaths in the first nine months last year. In addition to these there were 122 reported cases and 30 deaths during the nine months among house painters and plumbers, compared with 131 cases reported and 28 deaths among house painters and plumbers in the same month last year. In the china and earthenware trades there were 12 reported cases of lead poisoning and one death in September as compared with 3 reported cases and no deaths in August. For the first nine months of the year there were 65 reported cases and 8 deaths in the pottery trades as compared with 82 cases and 3 deaths in the corresponding nine months last year.

Death of Mr. Alexander Myers.—A large number of firms in the Potteries will learn with genuine regret of the death, which took place on October 17, at Holland Park-gardens, W., of the above gentleman. Mr. Myers was a member of the late firm of Myers & Cantor, of Sydney, New South Wales, a name, for years past, well known and respected by very many of the leading china, glass and earthenware manufacturers in the Staffordshire district. For nearly half a century the firm of Myers & Cantor stood in the foremost rank of merchants in the city of Sydney, N.S.W., where, as well as throughout Australia, they were held in the utmost esteem and enjoyed the highest reputation for their probity and commercial morality—a reputation which the whole course of their business career, from its inception to its end, justly merited. The sudden death some few years ago of his partner and lifelong friend, the late Mr. Coleman Cantor, came as a great shock and severe trial to the deceased, and he never recovered from the grief which this untoward event inflicted on him. Mr. Myers was unmarried, but he leaves a large number of relatives and friends to mourn his loss.

The Pottery and Glass Trades' Benevolent Institution.—The board of management announce a Grand Bohemian Concert to be held at the King's Hall, Holborn Restaurant, on Thursday, November 28, at 8 p.m. The concert will be under the patronage of many of the leading firms in the trade. An exceptionally good programme is being arranged, and will include such well-known artists as Mr. Barclay Gammon (from the Egyptian Hall), Miss Lee Laurie Madame Buttifant, Mr. Randell Jackson, Mr. Robert Dennant, and Miss Margaret Cooper, one of the leading favourites at the Palace Theatre. Miss Cooper, who is deservedly popular as a charming vocalist and a capable musician, will contribute songs at the piano. The claims upon this excellent Institution have increased considerably lately, and we wish the board of management every success in their efforts to correspondingly increase the funds at their disposal for affording relief. Applications for tickets for the concert should be addressed to the secretary, Mr. A. J. Prickett, 6, Thavies-inn, Holborn-circus, E.C., who, we are sure, will be pleased to receive donations from any well wishers of the Institution who may be unable to attend the concert.

The Supply of Glassware for the L.C.C.—The Stores Committee have made the following recommendation:—We have considered tenders received for the supply of glassware required for the Council's schools. Arrangements were made for firms to submit prices for articles of English and of foreign manufacture, and the total amounts of the lowest complete tenders received, as calculated on the estimated quantities required, are as follows:—Glassware of English manufacture, £146 12s. 3d., foreign manufacture, £89 4s. 6d. After careful consideration of the matter, we do not feel justified in recommending the Council to incur

the additional expense involved in purchasing glassware of English manufacture, and think the lowest complete tender for foreign glassware should be accepted. We therefore recommend—That the tender, dated Oct 27, 1907, of Risdon, Locke & Co., Ltd., 165-173, Newington-causeway, S.E., for the supply from Nov. 1, 1907, until Oct. 31, 1908, of glassware of foreign manufacture, so far as regards items Nos. 20 to 37 inclusive, be accepted. Notice of the following amendment to the recommendation was given by Mr. Gosling—That all words after the word "That" in line 1 be omittted, and that the following words be substituted therefore—"the recommendation be referred back to the Committee for further consideration with a view to a contract for the supply of glass of British manufacture being entered into in lieu of a contract for glass of foreign manufacture." The recommendation and amendment came before the Council on Oct. 29. An account of the discussion will appear in our next issue.

A MACHINE FOR SCOURING CHINA BISCUIT.

(SPECIALLY CONTRIBUTED.)

IT is intended in this article to give some account of the china scouring machine invented by Mr. R. Wainford, and mechanically improved and manufactured by Mr. J. W. Hartley, engineer, Fenton. The need for such a machine as this has been co-existent with the English china trade, for few operations are more harmful to human health than the cleaning or scouring of articles of porcelain from the dry flint clinging to them after such articles have been taken from the potter's oven in which they have been fired biscuit. It is the custom—a custom based upon a trade necessity—to "bed" English china when it is undergoing its first fire, in dry flint powder, and this powder clings to the articles tenaciously when they are drawn from the oven. It has for generations been the practice of the trade to employ women to scour the particles of flint from the pieces of ware, and as this has been done by the workers immediately under their breathing organs, it is obvious that the inhalation of the flint dust has been inevitable, and ill-health and shortened life has resulted.

The special trade rules instituted some years ago, which compelled fans for taking away the dust produced in scouring the ware, considerably improved the old conditions and reduced their destructive character; but Mr. Wainford's invention makes the scouring of china ware a perfectly harmless operation. A few days ago (continues our correspondent) I had the opportunity of seeing this machine at work at Wileman & Co.'s china works, Fenton. The machine is shaped like a drum, and may be compared in some measure, both in shape and movement, to an Alsing grinding cylinder. It is $4\frac{1}{2}$ ft. in diameter, and is fitted with detachable doors at the side. These doors are really sections of the cylinder, and each section is divided into a number of shelves, which are as long as the diameter of the machine. At the other side of the cylinder there is an air connecting pipe through which any dust in the cylinder is drawn away. The cylinder is mounted upon three rollers, and by means of these rollers the cylinder is revolved from 13 to 15 times per minute. Inside the drum or cylinder are placed about 100 lbs. of broken china pitchers or flint chippings, graded to pass through a $\frac{1}{4}$-in. mesh; and these are the abrading material or means used. At one works the process of scouring is completed in fifteen minutes, at another in twenty, and at a third in half an hour, the variation in time being proportionate to the hardness of the biscuit fire. In the cylinder there are 16 shelves or racks, and the output of ware varies from 50 to 100 dozens per hour. There is ample room inside the cylinder and between the racks and each individual piece of ware for the abrading material to circulate as the cylinder revolves. All dust created in the process is drawn off by means of a fan.

The output varies according to the size of the pieces to be scoured, but may be reckoned at 75 dozen per hour as an average on general china flint-bedded biscuit ware, including proportions of bread and butter plates, saucers, breakfast and tea cups, slop basins, cream jugs, and teapots and miniatures. The size and shape of the article to be scoured makes no difference in the time and quality of the work. A plate or muffin or teapot or a miniature ornament are just as easily and effectively dealt with, whether plain, embossed, or perforated. The work is completed in one operation, and the ware after scouring has a smooth, clean face, quite ready for the dipper or the decorator.

It was impossible not to be convinced of the efficiency and economy of the work done as we watched the ware put in the racks, circulated for 15 minutes or more, and taken out and submitted to our inspection; and it was easy to see the basis of the claim that ware, so perfectly clean and smooth, would take less glaze to give it the necessary brightness and glossiness in the glost oven. There is also less likelihood of imperfect pieces of ware being passed, because the scouring is so effective that defects are more clearly exposed and there are fewer seconds sent through the glost oven. The finest crack is now easily detected and is put on one side to be made good by "stopping." Any results of bad moulds or defective workmanship are exposed, and so the scouring of the ware by this machine makes it a "detective" that ensures a better class of goods in the warehouse.

Mr. Shelley, the principal of Wileman & Co., gave his verdict upon the new scouring machine by saying that it was "a very good thing, both for ensuring healthy conditions of working and economy and efficiency for the manufacturer." One woman attendant does the work of four women scourers, and the surface of the ware is refined by the operation, while the health of the worker is uninjured. Although the "Wainford Hygienic Scouring Cylinder" has been on the market for a few months only, it is already in practical use at Wileman & Co.'s and other works; while machines have been ordered for quick delivery by several manufacturers. One of the machines has also been ordered by a Swedish firm. Mr. Hartley has laid down special plant to produce one or two of these machines weekly. Several important firms have tried the effect of the Wainford scouring machine on pieces of biscuit earthenware with what they consider very encouraging results in cleaning, and especially in improving the face of the ware.

A Russian Glass Factory.—The "Torg. Prom. Gazeta" says that the Losnowics Glass Flactory (Petroff Government) is about to be re-opened on practically the old terms after being closed about two years owing to labour troubles.

Tripoli Pottery Imports.—Less china, earthenware, and pottery were imported into Tripoli during 1906 than in the previous year, £1,680 being the total value of the import from Italy, France, Tunisia, the United Kingdom, Malta, Belgium, and Austria-Hungary.

The Japanese Porcelain Trade.—Returns made by the guild of porcelain manufacturers and dealers, of Seto, a noted porcelain centre near Nogoya, show that the output of ware in Seto from April, 1906, to March, 1907, was valued at $661,120. There were 564 manufacturing establishments and 48 dealers. Of the output, 53 per cent. was for the American market (American in such cases always including the North American continent), 28 per cent. for the home market, and 19 per cent. for the Chinese market.

SOME CHINA SHOPS NEAR LONDON.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

UNDER the above heading it would be quite in order for me to give accounts of glass and china shops in any parts of the busy district encircling the metropolis. As usual, however, I confined my recent tour within a comparatively small area, yet the few towns visited were in more than one county, and, as I purpose to make further excursions round London, I shall probably be several times in and out of some of the counties. The way the home counties get mixed up at certain points where two or three of them meet is rather perplexing, so I shall deal with the towns in rotation. Sometimes I have found it convenient to speak of glass and china shops "in the provinces," and at others of shops in "the suburbs." These distinctions hold good when we are very near the City or a long distance from it. A peculiarity of London, however, is the difficulty of deciding just where the suburbs end and the provinces begin. My "first stop" (as they say on country lines) was



MR. WALTER MEEKS, WOKING.

WOKING.

Woking is about twenty-five miles from London, yet we can hardly call it a country town. Like many other Surrey towns, it is an overflow from London, and it owes its importance chiefly to its contiguity to the capital city. Surrey is, perhaps, better supplied with railways than any other county in England. The South-Eastern and Chatham and Dover, the London, Brighton and South Coast, and the South-Western railways intersect it by their main lines, from which branches and loop lines run in all directions. This statement is not a digression here, as the condition of things indicated by these facilities has a very important bearing upon the trade, and especially upon the retail trade of the county towns. The population of Woking at the last census was 16,222, just double the number recorded at the previous census. This remarkable increase in population in so short a period is due to the building of residences for persons who have business or professional interests in London. Notwithstanding its proximity to London Woking does not seem to have been associated with any great events in English history, but it bids fair to become an important adjunct to London in the near future. The greater portion of the town is modern, and there are many new buildings, including a handsome range of public offices. Many of the shops are also new. An important business street is like Princes-street, Edinburgh, in one respect—it has shops on one side only, the London and South-Western railway running parallel with the roadway on the other side. As the train passed this street on entering the station I noticed the words, in very large letters, "China and Glass" on the front of one of the shops. I concluded the proprietor was an enterprising man who knew the value of advertisement, and I naturally made my first call on him.

Mr. Walter Meeks has a handsome shop at No. 8, Broadway—the first street to the right on coming out of the station. It has a double front, and the window display is really a very fine one. Mr. Meeks deals principally in high-class goods, and the whole of the fittings, inside and outside, are quite in keeping with his stock. His windows are not

too crowded. He secures the attention of those who pass his shop, not by the quantity of goods shown, but by their quality and the artistic arrangement of them. The entrance is a wide one, and has an air of refinement about it. Standing on one side of the doorway is a finely modelled bull-dog, with a dainty silk ribbon round its neck. Mr. Meeks says this has been a great attraction, and is looked for with pleasure by the children of his patrons, who are fond of caressing it. He says his dog is now so much talked about that he would not dispense with it. When he sold it once he immediately replaced it by another, and he says he should do so again. The shop is beautifully fitted, and the goods are tastefully displayed. Whoever designed the fittings fully appreciated the importance of judicious arrangement. Mr. Meeks had a photograph of the interior of his shop taken for us, and we give a reproduction of it. At my request the doggie was moved inside during the visit of the photographer, so that he is included in the illustration. It will be seen that useful china and earthenware are arranged on one side of the front shop, and ornamental ware on the other side. The stand seen on the right of the illustration is a fine one and contains samples of the best productions of some of the best houses. The artistic display on this stand is an indication of the class of customers for whom Mr. Meeks caters principally. He has among his regular customers a number of aristocratic families who live in the district round Woking. He says he aimed at showing the gentry residing in the neighbourhood that he could supply as good china and glass as they could get in London, and at London prices. He was some time in making this fact known in the district, but he says it is known now, and he is quite satisfied with the results for which he waited. He keeps a large selection of medium-class goods, but none of the very common kinds. He finds, however (as so many others have found), that even the better class families are more economical in their disbursements than they used to be, and are making good medium-class ware take place of the more expensive they used to buy. Mr. Meeks has been established at Woking for twelve years, and has made his business himself. There was no glass and china trade where he is until he opened there. I ventured to remark that I presumed he had some considerable experience in the trade before he went to Woking, but he very frankly said he knew nothing at all about the business until he began to keep shop. He wanted a retail business. A friend, who knew something of the trade, suggested a glass and china shop. Having looked about, he considered there was an opening for a good business in high-class goods at Woking, and he went there. Mr. Meeks' experience should be useful to beginners. He says he took some trouble to find out houses that were reliable, and he placed his orders with them, and asked their advice. He says he found them always willing to assist him, even to the extent of advising him as to manufacturers of other goods he wanted. He is now competent to make his own selection, but says he is still disposed to trust his manufacturers, who have used him well. He announces in his shop that he keeps the goods of some of the best makers whom he names; but, as I noticed in his stock the wares of other first-class houses, I think it best not to mention the names of any here. Mr. Meeks' business card is an exceedingly neat one.

Skeet & Foots, Ltd., are china and glass merchants and also builders' material merchants. They have recently erected extensive new premises in Cobham-road, where they have much greater facilities than they had at High-street, under the name of Mr. W. R. Skeet. They keep a large and varied stock of domestic pottery and glass, principally of the useful lines.

R. & S. Colman, 28 to 34, Goldsworth-road, have a glass and china department that is replete with all household requisites in great variety. They are old-established complete house furnishers, dealing in carpets, furniture, ironmongery, and linoleum, so that pottery and glass form but a comparatively small section of their large business. As is the case with other houses of this description, one department feeds the other. If they do not have the same class of customers as dealers in glass and china only, they specialise in supplying everything that is wanted in a house, and pottery and glass are, of course, included. They also undertake the storage and removal of household goods.

WEYBRIDGE

is a favourite up-the-river resort for health and recreation, the latter mostly taking the form of fishing and boating. It is well situated for both. The river Wey is delightfully erratic in its course—a fact which adds greatly to the enjoyment of boating. It has a good reputation as a health resort, and the number of pine trees flourishing there would lead even a stranger to think the reputation was well founded. The last official returns give the population of Weybridge as 5,329. Personally, I should like to know exactly where Weybridge ends, and also where it begins. When I came out of the railway station I found myself in the middle of an extensive heath—a very fine place, no doubt. It stands very high, and some good views are to be obtained from it; but it was not a likely place for china shops—or, indeed, any other shops. There was the Weybridge Heath Hotel close at hand, but it was the only building visible. I inquired the way to the town, and was directed down the Heath-road—a very charming road a little more than a mile long, with no house at all on one side, and a few—very few—villas on the other. There was not a single place of business within sight, and yet half-way down this long road through the Heath there was a post office, telegraph office, and money order office. I made use of the telegraph office, but it seemed to me the most unlikely place I had ever seen for such postal accommodation. The Heath-road, however, brought me to the older part of the town, though a considerable portion of it has evidently been re-built very recently.

Mr. W. H. Cocks has a glass and china shop in Baker-street, one of the principal thoroughfares. He makes a fairly good display of medium-class household requisites in pottery and glass, and his shop is well situated for the purpose. Mr. Cocks, however, is a fine-art dealer and also a picture-frame manufacturer. He has other premises devoted to these businesses, but one half of his Baker-street shop is also given over to pictures and picture frames. Whatever it has been in the past, the glass and china business, though it has been established for more than one generation, is now only an adjunct to the picture-frame business. The trade done is principally with families who have long dealt at the shop. I suppose Mr. Cocks is content to maintain his family connection for glass and china while devoting his energies to the extension of his other business. I find the Cocks family is one of the oldest in Weybridge, and various members of it are amongst the leading business people in the town.

C. C. Wallace & Co., Baker-street, are house furnishers, upholsterers, and decorators, who have a department for china and glass. They have entensive premises, but do not make much front show of goods in our trades. I only noticed their pottery as I was leaving the town, and did not call on them. I had the address of

Johnson & Miller, Queen's-road, Weybridge, and on inquiring my way there I was directed to what is evidently a new district a considerable distance from Weybridge proper. It is prettily situated, with abundance of fine trees. Queen's-road itself is long and wide, running literally through a grove. The road seemed to me so long that

several times I asked how far it was to Johnson & Miller's. One reply I received was to the effect that "Johnson's place was before you get to America." This, of course, was satisfactory, though at the time not very intelligible. I discovered, however, that "America" down at Weybridge refers to a very pleasant walk leading out of Queen's-road, on to a common. It is still very picturesque, with beautiful pine trees, but building operations are rapidly spoiling its loveliness. This is what is now called "improving" a district. Johnson & Miller are dealers in pottery and glass, but they are general house furnishers as well, and have a large ironmongery business. Their stock of goods in our lines is a good one, and includes everything useful about a house, as well as many things ornamental. I could see no other china shop near them, so they are well situated for an increased trade. They are builders and decorators, sanitary, water, and electrical engineers. All these departments should introduce customers to their retail shops.

Mrs. G. M. Levi, Proprietress of the Holstein Stores, 5, Holstein-parade, has a large shop with a fine window for show purposes. Next door is "Holstein Hall," quite a new building. This is one in a range of new shops, and it is fitted up very judiciously for a retail business. Mr. Levi, who assists her in the business, has other duties, but he happened to be there at the time I called, and it was he who showed me over the premises. There is a stand in the centre of the shop, but ample space for customers to walk freely round it. The stock includes useful and ornamental china and earthenware and glass and fancy lines, with a little hardware. The assortment of fancy goods, including heraldic and present ware, is a large and varied one. Mrs. Levi has only been established a year, but is making a connection amongst the gentry in the district. They give special attention to matchings, and, from what I could see, they spare no trouble to please customers. Mrs. Levi has typewriting offices adjacent to her shop, which will probably be the means of introducing customers for china and glass. Mr. S. H. Levi acts as wholesale agent for the Hammer Vale Pottery, Haslemere, and Mrs. Levi has a selection of its wares on show in her shop. I understand it is gradually acquiring favour with the public. It is an earthenware body fashioned in original shapes, decorated with unique colour combinations. The most striking feature about the pieces of "Haslemere Ware" shown me is the rich red glaze employed in some of the colour schemes. There are vases, candlesticks, jugs, bowls, and a number of other ornamental and useful articles in green and other colours. As a local product, "Haslemere Ware" is very suitable for visitors as souvenirs and for presents generally. I understand Mr. Levi is not only agent in Weybridge for the ware, but travels with it. I hope some day to visit the Pottery. The proprietor, Mr. W. W. Stallworthy, is always pleased to see visitors in business hours. Mrs. Levi also stocks the "Wrecclesham Art Ware."

ALDERSHOT.

The site now occupied by this town of something like 31,000 inhabitants was not very long ago the centre of an extensive open heath country, intersected by the Basingstoke Canal and dotted about at intervals by fir woods. At the time of the Crimean War the Crown acquired an immense tract of that wild heath, and established there the huge military camp for which the place is now famous. It was at first divided into two great sections, the North and the South Camps. Since then the military Aldershot has changed but little in its principal features. The great camp robbed the district of the grandeur which characterised its wildness, but another Aldershot has arisen. Farnham was the nearest town to the camps, and it was four miles distant. Naturally the presence of so large a military colony attracted civilians to Aldershot Heath, and the new town sprang up close to the camp and increased rapidly. Now, all the professions and trades are well represented. there are plenty of shops, and innumerable semi-detached red brick and blue-slated villas. People do not now go to Aldershot for the natural beauties of its surroundings, as they do to Farnham and Weybridge, for instance, but in the summer months, or "drill season," the camp is the scene of incessant activity, and field days and parades follow in quick succession, attracting crowds of visitors from London. These visitors and the military, therefore, account for the trade of the retail shopkeepers at Aldershot. In speaking of the glass and china shops of Aldershot (or, indeed, of any other town) it is very necessary to have regard to the classes of customers they cater for.

Stanley & Co., china and glass stores, 73, High-street, Aldershot, like other distributors in the town, depend so largely upon the military that they stock many other household requisites in addition to pottery and glass. They, however, have a large stock of our goods of the ordinary useful varieties and in all qualities. Toilet ware, dinner, tea, and beakfast ware are shown suitable for all classes, but they have a number of specialities for the residents in the camps, which include regulation delf plates and basins. They also keep a number of substitutes for pottery in the shape of enamel basins, plates, mugs, jugs, &c. Ironmongery and hardware are important departments, and with them Stanley & Co. supply all materials for cleaning them. They cater specially for messes and regimental institutes, as well as for the quarters and the homes of the officers and men. A glass and china shop in ordinary towns has to make a connection amongst the resident population, and the longer the business is continued the larger that connection becomes. But Aldershot is not an ordinary town, and I wondered how firms like Stanley & Co. secured their customers I was told that as soon as a fresh regiment is quartered at the camp representatives of the firm canvass the new arrivals, and as many of them want their houses furnished throughout, the location of a fresh regiment is a busy time for the dealers. The soldiers—officers and men—do not want to be bothered more than is necessary, so a great deal is left to the discretion of the tradesman. The object of the dealer is to give satisfaction in the first instance, and then he can rely upon his customers' orders as long as the regiment stays at the camp.

Mr. J. A. Staines, china and glass merchant, Victoria-road, Aldershot, has a very attractive shop in a good position. This is a glass and china shop proper—that is to say, business seems to be strictly confined to those goods. The shop is under the management of a lady, and her trade is about equally divided between the military and civil residents. The business has been established six years, and it is interesting to note that in the face of so much competition with firms and stores dealing in everything, it is possible for a tradesman to hold his own with pottery and glass alone. Mr. Staines claims to be one of the cheapest houses in the district for pottery and glass. He makes a special feature of supplies for hotels, canteens, and messes, and keeps a large stock of goods expressly for those purposes, and also for letting out on hire.

Thomas White & Co., Ltd., china and glass dealers and complete house furnishers, have one of the oldest businesses in Aldershot. They have an extensive range of premises in Union-street, consisting of five separate shops, and between them an entrance to the stores in the rear. They have also three shops in High-street, and branch stores at Lynchford- and Camp-roads. They hold a very heavy stock of glass and pottery of all descriptions. Their trade is about equally divided between the camps and

private residents, and consequently they keep stock suitable for both. Their household china, earthenware, and glass departments contain every household requisite in those lines. They have an immense stock of dinner, tea, breakfast, and toilet ware, trinket sets, dessert sets, and other useful household goods. They display a very nice selection of decorative china and art pottery, and everything useful, and many things ornamental in glassware. The different classes of customers are indicated in the different grades of earthenware, china, and glass as prominently as in any other of their departments. Dinner services by well-known manufacturers, and toilet sets, from elegantly decorated and richly gilt patterns down to neat and inexpensive five-piece servants' sets, show the wide department is in Victoria-road. They are complete house and camp furnishers, cabinet makers and upholsterers, and have specialities for the supply of messes, canteens, &c. I am only interested at present in their china and glass shop in High-street. Here they have a large stock of our goods that would do for any provincial town, supplemented by special lines for their military customers. They give special attention to badge and crest ware, and show many lines that have been produced expressly for them. They are contractors to Government, lend goods on hire, and have extensive accommodation for storing goods.

Miles & Miles, 49, Queen's-road, are house and camp furnishers, that is to say, they can supply everything that is wanted for a house or for officers' quarters in barracks



MILES & MILES, ALDERSHOT.

range in these lines. Table glass in complete suites, and stock lines in plain and cut and engraved tumblers, decanters, wines, jugs, cake stands, and oval and round dishes, is well arranged. Altogether the company's show of goods in our lines is a very complete one. What I have already said as to the nature of business with the military is applicable to White & Co. They furnish houses and quarters on hire, or on the hire-purchase system, and they are also contractors for removing furniture to any part of the kingdom.

Solomon Brothers have a fine glass, china, and earthenware shop at 5, High-street. They have cabinet and upholstering works at Queen's-road, while their hire at very short notice. They have separate departments for upholstery, cabinet-making, hardware, and pottery and glass. I confined myself to our own trades, and found that they are under the management of Mr. C. S. Farmbrough, who showed me over the premises. Much that I was told as to the conditions which affect the trade of Miles & Miles is equally applicable to the other dealers in our trades, and, in fact, to retail dealers in all trades in Aldershot. There are residents in the neighbourhood to be catered for, of course, but the principal retail trade in Aldershot is with the military. Regiments are not permanently stationed at Aldershot. Some are frequently leaving and others coming in their places. If a regiment comes to Aldershot

from a distanee, it is most likely that the officers sold off the most fragile of their household effects at their last station, and will require to buy new ones. Frequently they do not trouble to transport any of their belongings, but sell off all, and refurnish in their new quarters. Miles & Miles have a very attractive show room for china and glass. It is not large enough for their requirements, but it is very well arranged. They stock every grade of china and glass for useful purposes, and a niee variety of ornamental goods. They have a good display of fancy wares, British and foreign, and have just received a consignment of Japanese goods for the Christmas trade. They have a large stock of pottery and glass suitable for presents, and as mementos of the place. Mr. Farmbrough mentioned another important braneh of his firm's business, and that is the lending of goods on hire and the letting of fully furnished houses. Officers whose stay at one place is somewhat uncertain do not always take the trouble to buy household goods, but rent them. We give an illustration of the firm's quaint shop. It is, perhaps, rather too crowded, but they are very short of room. The stock, however, is judiciously shown.



LINTERN AND PETERS.

FARNHAM.

Farnham is a town with plenty of historic interest, and is situated in a wide valley in the western portion of Surrey, in the centre of an important hop producing district, about 35 miles from London. At the last census the population was 6,200. The business portion is limited to one thoroughfare running through the town from east to west in very nearly a straight line, and to one very wide street crossing it at right angles. The main road is divided into three sections—West-street, The Borough, and East-street; the wide street crossing this line is South-street. The River Wey runs irregularly through the valley, at the opposite side to the town. On the other side of the river, and near the railway station, there is a new suburban district of slate roofed villas. The railway service makes it quite easy to run up to London and back the same day—a fact which some of the residents who have business in London rejoice in, but which the shopkeepers of the town complain of. There is a fine old eastle overlooking the valley and town; and visitors are reminded that William Cobbett, the famous writer and reformer, and the Rev. Augustus Toplady, the author of several beautiful hymns, were born in the town. There are reeords and local reminiscences of visits by Queen Elizabeth and other monarchs to Farnham, but they have no relation to retail business there to-day; and that happens to be the special object of my present visit, so I must write about it.

Lintern & Peters, 14, Borough, have one of the oldest businesses in the town. They are wholesale and retail china, earthenware, and glass merchants, and have a eapital position for business purposes. "The Borough," though not quite so wide as the streets at each end of it—East-street and West-street—is still the ehief street in the town, and the firm have an excellent shop opposite one of the principal hotels. The proprietors are comparatively young men, but they control a once famous business, which they are rapidly restoring to its former position. It belonged to a well-known Surrey firm, G. & A. Hewitt, in whose family the business and premises had remained for two or three generations; it has always been a high class glass and china shop, and Lintern & Peters are maintaining the best traditions of the house. The shop was ele-



LINTERN AND PETERS.

gantly fitted expressly for the business. The stands and shelves are at once ornamental, substantial and convenient, and they are judiciously arranged. There is an air of superiority about the shop front even now—with its paint and varnish. It must have been attractive at first, for I am told the whole front (doors, door posts, and window frames) is of solid mahogany. Years ago care was not taken to preserve the beautiful wood, and paint and varnish were applied to conceal blemishes caused by neglect. A polished mahogany shop front would last for generations with periodical attention. However, Lintern & Peters have a handsome front and a first-rate window display as it is. The shop is quaintly fitted, but the whole arrangement of it meets the great essential of a retail place of business. The goods are attractively displayed and are easily accessible. Of course, a modern builder or shop-fitter would say the shop was old-fashioned and the fittings out of date, but I question whether, from the point of utility, the arrangement of it could be improved by any scheme which modernised it. We are able to give an illustration showing a portion of the interior from a photograph taken expressly for us. Quite in keeping with all the surroundings, there are two tall stands, circular, with shelves in tiers tapering to the top. These are seen to the right and left in the illustration, and between them is the primitive "counter." I understand some friend of the firm has been advising the removal of these and the substitution of a "nice stand" in the centre of the shop. Surely no one but a shop-fitter, who wanted an order, would suggest such a ruthless act. The firm have a fine shop, with a convenient office in the rear, and are not likely to destroy its absolutely unique feature. There is a well stocked showroom on the first floor, where the principal lines can be comfortably inspected. There is ample choice in useful and ornamental pottery and glass for domestic purposes, including some of the firm's own specialities. They show a large collection of heraldic china, in which Farnham crest china is conspicuous. Some of the best houses in china and glass are represented, and all the latest shapes and patterns in good medium class dinner, tea, and breakfast ware, dessert ware, and toilet sets are on show. In the wholesale branch they do a good trade in the cheaper varieties. Hospital ware and Government stamped measures are kept in stock, and pottery and glass are lent on hire for excursions, dinners, suppers, fêtes &c. The firm have also a business at Tunbridge Wells, so that they get all the advantages of buying in bulk. It was not found possible to get a good view of the interior of the shop in one photograph. Two views are given. It will be noticed that if they are placed close together they give the two tall circular stands and the small counter between them. This is quite a unique and interesting interior.

William Kingham & Sons have extensive stores, of which the china and glass department forms an important feature. It is true pottery and glass form one in a dozen different branches into which their business is divided, still the company cater with spirit for medium class trade. They are large dealers in groceries, provisions, brooms, brushes and baskets, and customers for these necessities naturally have pottery and glass brought to their notice. The firm has businesses in London and at Reading. Overlapping in retail trade is very noticeable in Farnham. One enterprising oilman stocks tin, iron and hardware; "every description (so he says) of china, glass and earthenwares"; and also sells tea. This is a little retaliation on the "tea shops," but it would be more effective if he could see his way to give the tea with the crockery and hardware he sells. Several furnishing houses stock earthenware and china, but I did not call on them. On my way to the station I noticed the window of a dealer in curios in which there was a nice collection of old blue china, but I had not time to inspect it.

TARIFF COMMISSION REPORT ON THE NEW AUSTRALIAN TARIFF.

IN an analysis of the new Australian Tariff, recently published by the Tariff Commission, it is said :—A complete examination of the new Australian tariff shows that while it will probably lead to a transference of trade from foreign countries to the United Kingdom, and affect the relative proportions of the different branches of the exports of the United Kingdom to Australia, it is not likely to diminish and may, on the whole, increase the total volume of those exports. Under the previous tariffs the British share of the Australian import market was steadily diminishing. In the three years ending 1896 70 per cent. of the Australian imports came from the United Kingdom, and 16 per cent. from foreign countries; in the three years ending 1906 the percentages were 60 and 26 respectively. At the Colonial Conference of 1907, Mr. Deakin, dealing with a longer period, said :—"While British exports to Australia fell away during the twenty years (1881–85 to 1901-05) to the extent of £4,000,000, foreign exports were increased by £7,000,000." In the earthenware, china and glass group the duties against United Kingdom goods have been increased by 6·1 per cent. *ad val*; against other goods the increase is 9·6 per cent. *ad val.* In glass and glassware, Germany holds a preponderating portion of the Australian import trade, the 1906 imports being distributed as follows :—Germany, £114,000, United Kingdom, £96,000, Belgium £66,000, and United States £29,000. The imports as a whole show a declining tendency, and the British supply has declined to a somewhat larger extent than the foreign. Taking glass and glassware as a whole the average duties in the case of the United Kingdom have risen from 16·4 to 19·4 per cent. and in the case of other countries from 15·5 to 23·2 per cent.; thus, in place of approximate equality of tariff, there is a margin amounting to nearly 4 per cent. in favour of the United Kingdom. In miscellaneous glassware also foreign countries predominate, one-third only of the imports coming from the United Kingdom. The total of £150,000 is distributed thus :—Germany £61,000, United Kingdom £50,000, United States £25,000. The old duty was 20 per cent. and the new duty is 25 per cent. against the United Kingdom and 35 per cent. against other countries. The United Kingdom holds two-thirds of the Australian import trade in china, earthenware and fireclay manufacturers, viz., £162,000 out of £249,000. The importation as a whole has declined by £80,000 since 1901, or 25 per cent., and the decline is far more marked in the case of the United Kingdom than in that of her chief competitor, Germany. The chief item is earthenware, which accounts for £141,000 out of the total of £249,000. The 1906 imports were distributed as follows :—United Kingdom £116,500, Germany £18,300. The old duty of 20 per cent. has been raised to 30 per cent., against the United Kingdom and 35 per cent. against other countries. Germany holds the first place in the imports of china, parian and porcelain. The total imports in 1906 were of the value of £102,000, consisting of Germany £51,000, United Kingdom £40,000. The old duty was 20 per cent., and has been raised to 25 per cent. against the United Kingdom and 35 per cent. against other countries.

Cobalt Oxide to the value of £2,500 was imported at Nagasaki last year for use in the Japanese potteries.

The Exports from Hamburg to the United Kingdom during 1906 included 439,382 cwt. of bottles, valued at £490,285; 9,392 cwt. of other glass manufactures, valued at £42,720; and 40,920 cwt. of porcelain, valued at £108,879. The first-named item is much above the average; the others show a considerable falling off.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR SEPTEMBER, 1907.

	Quantities.				Value.			
	Month ended September.		Nine Months ended September.		Month ended September.		Nine Months ended September.	
China or Porcelain, and Earthenware.	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany .....cwts.	4,433	10,852	47,163	78,347	£5,459	£8,585	£56,613	£64,885
,, France ..... ,,	8,950	2,226	49,179	42,501	4,416	4,858	44,826	46,904
,, United States of America ..... ,,	36,430	38,614	357,264	389,127	46,195	45,196	425,043	463,340
,, Brazil ..... ,,	15,733	13,819	115,527	153,745	9,181	8,538	87,637	115,948
,, Argentine Republic ..... ,,	28,377	19,297	327,154	258,396	13,566	10,593	131,521	128,446
,, British South Africa ..... ,,	9,845	6,108	164,715	91,385	6,654	5,452	86,487	64,449
,, British East Indies..... ,,	18,690	18,751	213,210	230,820	11,644	13,460	115,224	121,813
,, Australia ..... ,,	14,722	20,019	127,286	159,771	13,312	21,984	128,940	183,152
,, New Zealand ..... ,,	8,047	6,844	50,154	62,551	8,753	10,323	67,711	88,783
,, Canada ..... ,,	23,919	27,731	221,881	242,151	17,935	21,512	175,609	217,628
,, Other Countries ..... ,,	86,386	76,239	688,083	752,528	44,001	50,890	409,007	457,482
Made up as follows :								
Porcelain, Chinaware, and Parian .. ,,	1,640	1,904	18,435	15,608	13,734	17,899	117,753	135,963
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	97,374	119,441	972,663	1,166,330	124,863	149,032	1,213,943	1,456,222
Jet, Rock'm, and Glazed Terra-cotta ,,	7	615	800	960	15	652	1,521	1,290
Red, Stone, Brown and Yellow Ware ,,	142,637	106,648	1,247,705	1,166,679	24,800	19,608	236,861	222,235
Other Sorts (including Electrical and Chemical Ware) ..... ,,	13,874	11,892	122,013	111,745	17,704	14,200	158,540	137,120
Glass.								
To British South Africa.....value £	—	—	—	—	8,741	5,870	65,792	46,761
,, Other Countries ..... ,,	—	—	—	—	104,940	113,781	880,399	996,228
Made up as follows :								
Plate Glass .....cwts.	15,330	9,869	103,375	112,635	20,067	16,532	151,016	185,582
Flint Glass ..... ,,	5,894	6,047	46,043	53,577	20,195	18,318	150,203	159,329
Glass Bottles .....gross	65,637	72,660	559,464	642,406	46,529	49,187	359,806	416,712
Glass Manufactures, other sorts....cwts.	34,006	42,660	328,800	353,626	26,890	35,614	285,166	281,366

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR SEPTEMBER.

	Quantities				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian..cwts.	4,225	4,927	36,743	40,171	£18,759	£24,366	£174,885	£194,464
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	24,244	26,702	235,254	249,513	49,185	52,257	460,840	489,958
Jet, Rock'm, and Glazed Terra-cotta ,,	30	32	6,876	183	94	9	2,329	547
Red, Stone, Brown and Yellow Ware ,,	2,394	4,864	24,896	52,867	611	892	6,955	10,841
Other sorts (including Electrical and Chemical Ware) ..... ,,	1,618	1,957	17,147	19,039	2,470	2,610	25,425	24,970
Window and German Sheet Glass ,,	96,215	74,315	1,020,765	926,735	54,725	45,597	575,276	519,898
Plate Glass ..... ,,	32,781	29,441	297,468	318,172	42,994	36,250	387,758	390,442
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	66,305	59,501	613,188	579,094	99,052	90,059	970,541	855,813
Glass Bottles.....gross	98,138	97,972	1,105,590	1,088,528	40,806	42,498	461,460	455,578
Glass Manufactures, other sorts....cwts.	2,448	505	33,825	10,003	4,307	672	52,257	12,636

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIA MERCHANDISE) FOR SEPTEMBER.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian ...cwts.	2,195	2,462	13,233	13,642	£8,913	£12,395	£56,426	£63,732
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	1,368	2,913	5,743	12,509	1,879	5,890	11,870	25,895
Jet, Rock'm, and Glazed Terra-cotta ,,	1	—	39	15	7	—	164	42
Red, Stone, Brown and Yellow Ware ,,	—	—	405	561	—	—	855	149
Other sorts (including Electrical and Chemical Ware) ..... ,,	—	7	71	125	—	21	371	249
Window and German Sheet Glass ,,	308	994	11,609	6,252	131	424	6,098	2,844
Plate Glass ..... ,,	17	65	2,251	3,749	24	76	3,146	4,170
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	553	403	13,197	5,312	1,138	989	26,613	11,911
Glass Bottles .....gross	2,850	4,576	20,556	37,208	1,759	2,872	12,424	21,629
Glass Manufactures of other sorts ..cwts.	353	497	4,906	5,586	889	1,391	12,193	13,877

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, August 29 to September 25, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 to September 25, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	338	581	5,031	5,407
,, New York	648	729	5,685	4,828
,, Baltimore	1,315	1,362	14,983	11,024
,, Philadelphia	160	41	1,887	900
,, New Orleans	727	335	5,574	3,127
,, Newport News	100	104	1,759	1,080
,, San Francisco	7	149	492	1,298
,, Portland, Me.	275	97	4,751	692
,, Galveston	265	103	1,485	1,081
,, Portland, Or.	—	17	109	705
,, Inland Points	4	927	801	9,109
Total	3,839	4,445	42,557	39,251

Reviews.

Tin Enamelled Pottery. By EDWIN ATLEE BARBER, A.M., &c., Curator of the Pennsylvania Museum and School of Industrial Art, Philadelphia, U.S.A.—London : Hodder & Stoughton. 5s. 0d. net.

Salt Glazed Stoneware. By the same author and publishers, and the same price.

THESE are the first volumes in a series of primers of Industrial Art designed to furnish in a concise form the most reliable information, based on the latest discoveries relating to the various industrial arts. They are compiled with the view to make them useful not only to students and artisans but to collectors and dealers. Each work is complete in itself, and contains a historical sketch of the industry it deals with, a review of the processes employed in it, descriptions of typical examples of its best productions, and such available data as will facilitate the identification of specimens. In reviewing the several branches of ceramics, geographical arrangement has been discarded for the natural or technical classification, which permits the grouping together of similar wares of all countries and all times, whereby pottery or opaque ware is classified according to *glaze*, and porcelain or translucent ware is grouped according to *body* or *paste*. The author of these two "primers," Dr. Barber, is an American expert writer, known and appreciated on this side of the Atlantic, and though the books are published in London, they are printed in the United States, but it is interesting to notice the author's acknowledgment that on preparing the material for the first named—"Tin Enamelled Pottery"—he is particularly indebted to the South Kensington Handbook on "Majolica," by T. D. E. Fortnum; to "English Earthenware and Stoneware," by Wm. Burton; to "French Faience" by M. L. Solon; and to "Old English Pottery, Named, Dated and Inscribed" by J. E. Hodgkin and Edith Hodgkin. He describes the characteristics of Enamelled Pottery (tin enamel) which for convenience of study he divides into three groups: (1) Majolica of Italy, Spain and Mexico; (2) Delph of Holland and England; (3) Stanniferous Faience of other countries. The styles of decoration in each country are enumerated. The marks most frequently found on tin enamelled pottery are illustrated and described, and there is a fairly comprehensive index. The second volume, on "Salt Glazed Stoneware" is uniform in aim and compilation with the first one. In it the author seeks to "clear up certain disputed points, and correct some of the long-accepted traditions of ceramic writers which have been found to be erroneous." We have not space to particularise these corrections, but may say we agree with the author's opinion that the statement that the Elers brothers invented the salt glaze is incorrect. There is no question that "glazing in salt was practised in England before the Dutch potters came to Staffordshire." This is an exceedingly interesting little handbook, and will be found instructive, we venture to think, even to those who "know all about salt glaze." The author deals with the "Stoneware of Germany and the Low Countries," the "Salt Glazed Wares of England," the "Stoneware of the United States," and concludes with an interesting recapitulation, in tabular form, of the principal features of salt glazed stoneware. He gives a brief but (to those unacquainted with it) clear account of the introduction of stoneware at Lambeth in 1751. He says: "Doulton ware has in recent years become justly celebrated. The most characteristic and certainly the most thoroughly artistic style of decoration practised by the Doultons is that revealed in the designs scratched on the plain wet surface of the ware. Among the best artists in this line of work is Miss Hannah B. Barlow, whose . . . work has become familiar to all lovers of art on this side of the Atlantic. Her spirited renderings of horses, dogs, sheep and rustic life, in the fewest possible lines, are truly remarkable, and she has been placed by competent critics next to Rosa Bonheur as a delineator of animal life." Favourable mention is made of other celebrated ceramic artists who have been employed at the Lambeth works—Mr. George Tinworth, Mr. Arthur B. Barlow, Miss Florence Barlow and Mr. Frank A. Butler. Both handbooks are copiously and beautifully illustrated, and are well bound in art blue cloth and gilt.

Old Times in the Potteries. By WILLIAM SCARRATT, Sunnyside, Basford Park, Stoke-on-Trent. 204 pp., royal 8vo. From the Author, 5s. 6d. net.

MANY writers and speakers have given descriptions of the Potteries recently. Some have been professedly in the form of novels, while others have been little else than fiction, though they have not been so described by their authors. The writers referred to have admittedly based their opinions of the Potteries on their experience gained in very hurried, brief visits. The consequence of this modern method of sensational descriptive writing has been that they have published absolutely wrong views of the pottery towns and the residents in them, and their books have been descredited by every one competent to judge them. The author of the present work has resided in the Potteries for 65 years, and having had abundant opportunities for studying the places, persons, and occupations in the district, he is entitled to be heard on the subject. There are 24 interesting views of places in the Potteries and the author gives particulars of each, with references to the persons

residing in and near them. The towns dealt with are Tunstall, Burslem, Hanley, and Shelton. The matter now first published in book form appeared in the *Staffordshire Sentinel* in weekly articles, and as it was warmly received by the public, Mr. Scarratt has acceded to the request of numerous friends to publish it in this way. The author's aim has been to record many of the chief events which have happened since Mrs. Ward's "History of Stoke-on-Trent" was issued, and he has done so in a manner which will be acceptable to the residents. The text is well printed, and the book is strongly bound in boards, pale blue.

THE NEW ART SCHOOL AT BURSLEM.

(COMMUNICATED BY REQUEST.)

THE new School of Art, Burslem, erected on the site presented for the purpose by the late Mr. Thomas Hulme, was formally opened on October 10 by Mr. Samuel Gibson, the Mayor of Burslem. The ceremony was an exceedingly interesting one, and was attended by a large number of people of all classes representing the Potteries generally. There were several notable functions in Burslem the same week, which had reference more or less to the new schools, but we have only space to mention the formal opening itself. Every detail concerning the inception, building, and opening has been so fully and so ably published in the daily press that it is not necessary for anything to be given as "news" in a monthly publication, three weeks after the event. But the incident is of such vital importance to the industries we represent that it is desirable a short account of it should be given in our pages for future reference. Burslem School of Art was erected as a memorial of Josiah Wedgwood. The foundation stone was laid by the late Mr. W. E. Gladstone in October, 1863, and the school was opened by Earl de Grey and Ripon in 1869. The "Wedgwood Institute Buildings," however, became inadequate for the increasing demands upon them, and the late Mr. Thomas Hulme gave a site opposite the Institute, and the new Art School just opened stands upon it. The foundation stone was laid by the Earl of Dartmouth on February 6, 1906. There is a large central hall from which access is obtained to all rooms on the ground floor. These include (in addition to secretarial and other offices) lecture rooms, elementary and model drawing rooms, crafts room, and pottery decoration rooms. On the upper floor, reached by a stone staircase, there is a "life room," painting and antique room, library, model and casting rooms, students' common room, and head-master's office. Above there is a studio, advanced design room, and a conservatory.

The value of the site is estimated at £4,500, and the cost of the building, fitting and equipment at £8,500.

The proceedings at the opening were of an imposing and interesting character, including a stately procession from the Town Hall to the new School.

The Mayor, Mr. S. Gibson, in the course of his address, said the up-to-date, well-designed, and well-equipped building, thanks to the initial generosity of the late Mr. Hulme, would make it possible to extend and develop technical and the higher branches of education which had been so successfully carried on in the old premises. He felt sure that future results would justify the expenditure. Money judiciously spent on education was one of the best investments possible. No industrial centre had more need of an institution of this kind, where so much depended on the individual skill and personal application of the workman. No industry required a larger proportion of skilled labour than the manufacture of pottery. And although labour-saving appliances have been introduced to do some of the heavier and more mechanical work, the fact remained that our workpeople must be something more than mere machines. This district had won for itself a name and fame of which we feel proud, and if we were to maintain our premier position we could not afford to rest on the traditions of the past.

The Mayor formally declared the School open, and a number of interesting speeches were made.

Mr. E. R. Taylor, A.R.C.A., of London, delivered an address. Mr. Taylor is the son of an earthenware manufacturer. He was the first student entered in the Burslem School of Art, and was afterwards trained at what is now the Royal College of Art. He devoted his attention to art teaching, and after several other appointments he filled the position of Head Master at the Birmingham School of Art from 1876 to 1903, when he retired. He has been a regular exhibitor at the Royal Academy, and is now Art Examiner for the Board of Education, and also examiner to the Society of Art Masters. He is the author of works on art education, and in conjunction with his son, Mr. W. Howson Taylor, is engaged in the production of "Ruskin Pottery."

Mr. Taylor acknowledged the honour conferred upon him as an Old Boy in the request that he should take part in the opening of the new school. He made touching reference to the late Mr. Thomas Hulme, and congratulated all who had taken part in providing the new premises, and especially the teachers and students who would make use of them. He regretted the decadence of art in the Victorian period, and appealed to the workers of to-day to infuse more art into their work, and so give dignity and a true artistic sense to the products of their labour. In lamenting the prevalence of ugliness in buildings and manufactures to-day he made some strong comments to the people of the Potteries generally. He said: "You have made pots for all the world, many beautiful, and not a few ugly, and you have sent skilled potters all over the world, but at what a cost to yourselves! You have indeed sold your birthright for a 'mess of pottage.' Is it worth this sacrifice? Is all this sacrifice of your surroundings and lives necessary? If not, what has caused it, and what is the remedy? There is only time to just touch upon these questions to-day, and I should not presume to fully answer them, but many of you here to-day are conscious that something is wrong or this school would not have been built. Complaint is often made of the apathy of some manufacturers to these efforts of yours, but they are quite right, for success in your efforts spells ruin to them. It is they who have thoughtlessly and recklessly contributed most to the ugliness of your present surroundings, for they lack the first essential for the right pursuit of such an artistic craft as is the potter's, and which was possessed by Wedgwood, Enoch Wood, Spode and others, not to mention more recent names. Art has fluctuated during the ages, some periods showing more beautiful results than others. but for nearly a century, and this for the first time in the world's history, ugliness has been dominant, though mercifully not universal. Some of us can remember almost the beginnings of this ugly period, previous to which not only the country was beautiful but also every town and village, from its cathedral or village church, its manor house, its streets and cottages,to their furnishings and the articles of every-day use. Now almost every town is ugly, and nearly every village is marred by rows of workmen's houses and suburban villas. It might be urged that the things we have ventured to call beautiful are so because they are old, and have absorbed some of the beauty of their nature surroundings. Fortunately, there is no need to condemn all new work; but will the ordinary suburban villas or the rows of workmen's houses grow beautiful as they grow old? What brought about this deplorable change? It is easy to blame the use of steam and machinery. But is it not rather their misuse? You may ascribe it to the demand for cheapness, but this demand is as old as the hills, and ugly things are found among expensive as well as among cheap articles; and people could not buy them if you did not first make them, for in these things supply must precede demand in the first instance. Some would throw the blame on our national prosperity; but the prosperity of the reign even of Queen Anne gave us those beautiful houses and other buildings with their furnishings, many of which are still undestroyed in London, Edinburgh, and other places, contrasting with the ugliness resulting from the prosperity of the Victorian era. Others attribute it to the loss of craft power in the workman, but there still survives an unequalled inherited craft skill in Coventry, Birmingham, and the Potteries, to go no further. But there are few to make wise use of it, and it is dying out or is driven to other countries. How many manufacturers, having made a competency out of what they have learned to see is inferior and ugly, have set themselves to lift the artistic quality of their work if they thought that by so doing it would entail a risk to their profits? And are there not some firms, of long standing, whose predecessors knew and made beautiful work, who are now living on the reputations of their ancestors, making inferior work of similar kind, adding nothing to the real wealth of the world, growing nothing, though they may spasmodically import something from outside." Mr. Taylor pointed out how the demand for cheapness and the production of ugliness had given an altogether wrong trend to education, and having asked what was to be the end of this "competition in cheapness and ugliness," he made an eloquent appeal to manufacturers and students to open the windows of the soul not only to the facts of nature, but to its beauties "the mantle of an invisible God" and of Art, the work of that lesser creator, man; which teaches how to make the best use of the work and life nearest us instead of striving at all cost, physical, mental, and moral, to become wealthy and dominant; which cultivates that gentle strength which enobles life and the work for daily bread.

Amongst the other speakers were Mr. A. H. Heath, Mr. E. B. Walker (the American Consul), Mr. Geo Wade and Mr. J. C. Wedgwood.

Technical Instruction for Chinese Potters.—Efforts have been made to revive the once flourishing porcelain industry of Liling, a town some 40 miles south-east of Changsha, and with this object a school for instruction in the art has been opened and a Japanese expert engaged.

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Foreign Notes.

The Bellino & Commerel Porcelain, &c., Co., Odessa, made a loss of £372 in its 22nd (1906-7) working year. The accumulated losses now amount to £6,075. Capital, £36,000.

Guatemala Crockery Imports during 1906 amounted to £1,882 worth of fine wares, nearly all from Germany, and £3,810 worth of ordinary goods, chiefly from Germany and the United States.

Crockery, China, and Earthenware to the value of £5,948 were imported into Tangier during 1906, as compared with £3,828 worth imported in 1905. Most of this was supplied from France and Germany, the United Kingdom having but a small share of the trade.

U.S. Glass Sand Production.—Glass sand, which, on account of the purity of sand required, commands the highest average price, increased in production in the United States from 1,060,334 short tons, valued at $1,107,730, in 1905, to 1,089,430 short tons, valued at $1,208,788, in 1906, an increase in quantity of 29,096 short tons and in value of $101,058. The following are some analyses of American glass sands and moulding sands :—

	Silica (SiO_2).	Alumina (Al_2O_3).	Iron oxide (Fe_2O_3).	Lime (CaO).	Magnesia (MgO).	Colour.	Grain.
Sand for clear flint glass	99·659	0·310	0·011	0·020		White.	Medium($\frac{1}{4}$ in. plus / minus
Sand for window glass	98·87	·21	·08	·24	·12	Gray.	Do.
Sandforgreen bottle glass	97·50	1·50	·50	.....	·50	Pale yellow.	Do.

Glass and Pottery in Santo Domingo.—The reason we make such a poor show in earthenware, &c., here, says H.M. Consul in Santo Domingo in his latest report, is because the German goods are much lighter in weight and much cheaper than ours ; nevertheless, in such articles as plates, basins, &c., there is some business to be done. The value of the imports in 1906 were as follows, in dollars :—Earthen, stone, and chinaware—United Kingdom, (1,915) 2,185 ; United States, (589) 802 ; Germany, (13,144) 19,838 ; France, (1,001) 611 ; other countries, (87) 97 ; total, (16,736) 23,533. The figures in brackets are those for 1905. The United Kingdom does not compete with Germany or Austria-Hungary in glass and glassware, as the statistics show :—United Kingdom, (209) 105; United States, (5,605) 13,473 ; Germany, (3,099) 8,399 ; France, (441) 1,022 ; other countries, (209) 823 ; Total, (9,563) 23,822.

Exhibition of Tiles in St. Petersburg.—During the coming winter, says the "Torg. Prom. Gazeta," quite an original exhibition will be held at the instance of several building societies in St. Petersburg. It will consist exclusively of tiles both hand and machine made. It is prompted by the ever-increasing use in Russia of this material for roofing, as being the most fire-resisting and cheapest way of fighting fire. It is hoped to get samples of peasant tile products from every district in Russia where they are made, and the exhibition will be divided into twenty groups, including the literature of the industry, &c., specimens of fuel used for firing the clay in the various governments, kilns, and the like. It is also intended to show samples of foreign tiles, which for some time back have been more and more used in Russia. During the exhibition, the various materials will, as far as possible, be subjected to a series of tests, That Russia offers an immense market for roofing tiles need not be insisted on. The unprotected roofs of the Russian towns and villages so easily catch fire that it is calculated that all the wooden houses of Russia have to be rebuilt over and over again beeause of fire, long before they would be worn out.

U.S. Fluorspar Production.—The total production of marketed fluorspar in the United States in 1906 is reported at 40,796 short tons, valued at $244,025. Both these totals are less than those of 1905, which surpassed all previous records both in quantity and in average value per ton. This is doubtless due in large part to an overproduction in 1905, the surplus stoek of which was sold throughout the following year, with the result that production was somewhat curtailed, although greater than in 1904. The three principal elasses of consumers of fluorspar are, in order of importanee, smelters and metallurgists, makers of opaleseent glass and enamelled wares, and ehemical manufacturers. The highest grade, which runs less than 1 per cent. silica and is white or clear pale blue in colour, is sold either ground or in lumps for use in the glass, enamelling, and chemical industries, the latter including the manufacture of hydrofluoric acid. Considerable quantities of fluorspar are imported at present. English fluorspar has been cheap at times selling at a price below the present cost of production, the shipments having been made from refuse dumps of abandoned lead mines, besides being brought to America as ballast, duty free. It is expected that the local and the American demand will consume these English fluorspar mill tailings within a few years, and that thenceforth the material cannot be profitably exported to America as the mines are elosed. Good grades of imported fluorspar for chemical use have been recently sold at New York for $7.70 per ton, ex vessel.

BRITISH CLAY PRODUCTION.

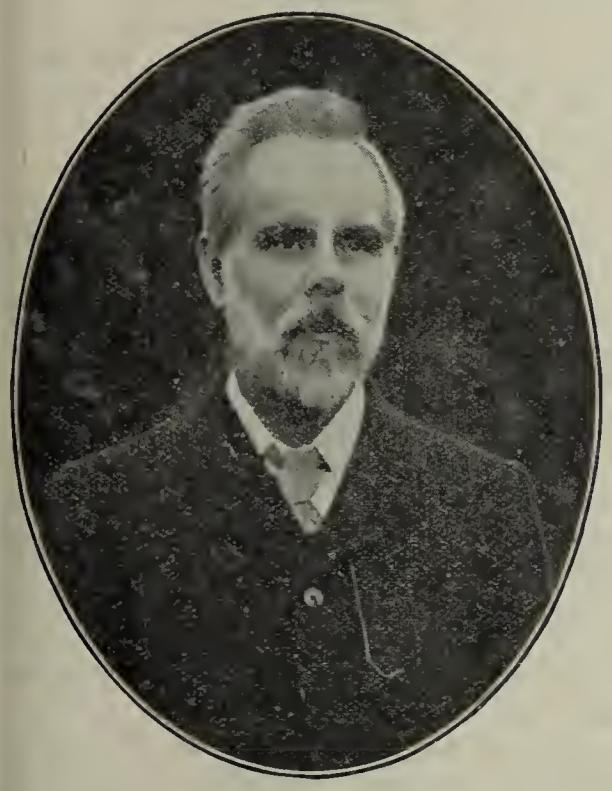
THE third part of the Official Statistics on Mines and Quarries for 1906 shows that the total value of minerals raised during the year was £10,014,180 more than in 1905. The output of coal was 251,067,628 tons, the highest ever recorded. This was an increase of 14,938,692 tons in quantity and of £9,490,713 in value as compared with 1905. The exports of coal in 1906 amounted to 8,000,000 tons more than in the previous year. The total output of clay in the United Kingdom, including china clay, potters' clay, brick clay, and fuller's earth for the year 1906 was 15,291,352 tons, of the value of £1,768,023, as compared with 15,194,754 tons, value £1,763,008 in 1905. The total quantity of china clay and china stone conveyed by rail and sea from Cornwall in 1906 (as ascertained from returns furnished by the various railway companies and harbour masters) was 681,632 tons, as eompared with 657,051 tons in 1905. The total quantity of potters' elay sent from Poole by sea and rail in 1906 (from returns by the Board of Customs) was 56,573 tons, as compared with 59,172 tons in 1905. The total of potters' elay exported to foreign countries from Teignmouth was 27,100 tons in 1906 and 22,789 tons in 1905. The exports from Poole to foreign countries amounted to 14,747 tons in 1906 as against 15,706 tons in 1905. The total exports of clays from the United Kingdom in 1906 (according to returns by the Board of Customs) amounted to 602,496 tons of the value of £653,936, while the total exports in 1905 were 563,963 tons of the value of £585,774 showing an inerease of 38,533 tons in quantity and £68,162 in value in 1906. The report states that CHERT is obtained principally from strata of carboniferous age in Derbyshire and Flintshire. Both these counties supply the Potteries with stones used for grinding up the materials from which china is made. BAUXITE is produced to some extent, and used for the manufacture of aluminium, but not in pottery-making.

TYPICAL POTTERY AND GLASS DEALERS.

MR. R. H. ROWLAND, WOODBRIDGE.

(BY OUR OWN REPRESENTATIVE.)

IT has often been said that the principal obstacles to the further development of trade in Great Britain has been the reluctance of manufacturers, workmen, and dealers to adopt new methods, and their indifference to the changing conditions of the times has been advanced as the reason for the gradual decrease in the number of individual glass and china dealers. My experience in connection with the trade has been both long and varied, and I must confess that, speaking generally, I have for a long time found our retail dealers disinclined to make changes in their business methods. They have been so satisfied with their own ways of doing things that it had to be something striking to induce them to alter them. In recent years, however, this self-satisfaction has given way to an inclination to listen to suggestions, and to adapt business methods to modern conditions. As I have said before in these articles, some men are influenced by their surroundings, while others with stronger wills make the conditions tn which they find themselves conform to their ideas. The latter are more successful because their idea generally is to keep up with the times. The retailer who neglects to do this had better give up business; if he does not, his business will probably give him up. During a recent visit to Suffolk I had an interview with Mr. R. H. Rowland, of Woodbridge, who has developed an immense business chiefly as the result of his untiring energy and attention to modern requirements. There are several remarkable things about the business carried on by Mr. Rowland in The Thoroughfare, Woodbridge, but perhaps the most extraordinary feature about it is that such a business should be possible there at all. I certainly wondered how it happened that a business of the magnitude of that controlled by Mr. Rowland was flourishing in such an apparently out-of-the-way part of the kingdom. I found Mr. Rowland in his office, and, though my visit was quite unexpected, he was able to devote a short time to me, and his flourishing business was soon accounted for. In this case, as in so many others that have come under my notice, the history of the business is the history of the man—or, perhaps, it would be more correct to reverse this order, since the ability and energy of the man have made the business what it was. Mr. Rowland appears to have been possessed of great energy as a youth, and as it influenced his mental as well as his physical powers, he was able to turn it to profitable account. He was born at Halstead, in Essex, in 1845, and now, with a good constitution, he is still in the prime of life at 62. He was educated at the British School, and though he had not many facilities for so doing, the young man supplemented the tuition he received by reading, and, above all, by careful observation of men and things. If not in these exact words, Mr. Rowland in effect admitted to me that one of the principal factors in his success has been his study of men—and their requirements. The world is the best of all schools for those who are content to study there seriously. His first business experience was with Mr. Knight, glass and china dealer, Halstead, one of the best known men in our trades in the country. He went there as a boy, and the engagement seems to have been a satisfactory one to both of them. The youth was not afraid of work, and Mr. Knight was not unreasonable in his demands, consequently there was very rarely anything like friction. Naturally, there were some ruffles, but they could not have been serious, for Mr. Rowland remained long in Mr. Knight's service, occupying successively every position in the business from boy to manager. That he profited by what he learnt under Mr. Knight is evident. It has been a great advantage to him that he mastered the technicalities of the pottery trade in his youth. There are many persons selling china and glass to-day who have never mastered them at all, and others who do not even know of their existence. They think if they know the cost of an article at the works they know the price at which they can sell at a profit in their shops. Everyone who properly understands the trade knows there are many details to be considered between the buying and selling prices. Only a few weeks ago I was asked by the buyer in a large house a question about earthenware counts that the youngest boy or girl engaged at a pottery could have answered without hesitation. Mr. Rowland's acquaintance with the trade is thorough—he knows how to buy pottery and glass, a knowledge much more difficult to acquire than how to sell, and consequently much more valuable when obtained.



[*Photo by H. Welton, Woodbridge.*

MR. R. H. ROWLAND, WOODBRIDGE.

In 1866 Mr. R. H. Rowland left Mr. W. Knight, of Halstead, Essex, and went as an assistant to Mr. Issett, of Woodbridge, Suffolk, hardwareman, with whom he stayed three years. He then returned to Halstead as manager to Mr. H. Knight, who had suceeeded his uncle, Mr. W. Knight, and with whom he stayed seven years. Again returning to Woodbridge, 1876, he took over the business of the late Issett & Minter. It was at first a mystery to me how anyone with the progressive instinct of Mr. Rowland could expect to do a large business at a town like this with only about 4,000 inhabitants. Events have proved, however, that he possessed an intuitive instinct quite as pronounced as his progressive one. His intimate acquaintance with the county enabled him to see trade possibilities at Woodbridge as a centre which a stranger could not see, for the population to-day is still less than 5,000. The town is prettily situated on one side of the river Deben, and in the midst of beautiful and interesting scenery. It has been modernised and improved since I first knew it, though it has not increased as other pretty and healthy places have. The local authorities are apparently doing something to attract summer visitors. There is now a long and broad promenade on the top of a wall which skirts the bank of the river, and a few feet higher than the normal banks. On this promenade there are covered shelters, and many seats are placed at intervals. Of eourse, there is a bandstand (I have said the place has been modernised), and thus the town on the banks of the broad tidal river possesses many of the attractions and has much the appearance of a miniature seaside resort. Woodbridge is a very ancient place, and its streets are quaint, not having yielded to modern influences as the riverside has. I am told it was once a port, and that vessels of 120 tons came up to its wharves. This, however, was before railways ruined its shipping industry, as they have done

that of so many other ports. I wondered whether Mr. Rowland, when selecting Woodbridge as a distributing centre, had in mind its past glories, and looked forward to a revival of them. I am not in a position to say to what extent the trade of Woodbridge generally has increased since I first knew it, but I can say that during the last thirty years Mr. Rowland's business has developed in an extraordinary manner. I remember the not very large, but fully stocked glass and china shop, with its busy and (what was of more importance) business-like proprietor, who thoroughly understood his business. His object was to supply the district all round wholesale, and his efforts in this direction were so successful that in a short time he established regular visits with his own vans to practically all places within 20 miles—excepting, of course, Ipswich. When asked for anything, however unusual, in his own line, he made it a rule never to say he hadn't it in stock. Anything he was asked for in pottery and glass he always supplied, though sometimes at considerable inconvenience to himself. Glass and china continued for some time his staple trade, but he established regular side lines in other goods. In my notes of visits to other districts I have often regretted that dealers in so many other trades included pottery and glass in their stocks, to the detriment of those who dealt in pottery and glass only. If this overlapping of trades is an offence, then Mr. Rowland is an offender. He gradually undertook the distribution of other goods, but devoting absolutely separate departments to each, so that while he is still a legitimate china and glass dealer, doing a large and increasing business in those lines, he is also a wholesale and retail ironmonger, cabinet maker, upholsterer—and, in fact, a complete house furnisher, employing experienced assistants in each branch. His china and glass business is now something like seven or eight times as large as it was when I first knew it, but instead of being "his business," as it used to be, it is now but one section of his large and flourishing undertaking.

I had formed my own opinion that this wonderful expansion was due to the forethought, energy, and tact of the proprietor, but I asked him if there were any factors which he considered had contributed specially to his success. He gave me the whole secret in a few concise sentences. "Business has always been a pleasure to me. I have been an abstainer all my life. I have made it a rule always to keep my stock up to date, and have never hesitated to strike out a new line if I saw there was business in it. My plan right through has been to find out exactly what the people of Suffolk (whom I desired to make my customers) wanted, and then to stock those things for them. Thus I have added one department after another." Mr. Rowland explained to me how he came to open the "Woodbridge Sporting Stores." Woodbridge for many years supported a renowned gunmaker named Berry. On his decease the business passed into other hands. Some three or four others tried to make it go, but failed. Mr. R. H. Rowland then took it up and placed it in the hands of a competent manager, and it is growing yearly. Now he publishes a handsome catalogue of this department, consisting of 20 pages of well executed illustrations of guns, rifles, revolvers, cleaning rods, cartridge bags, cartridge belts and cartridges, and all kinds of ammunition. He has the very newest things in guns, and his manager showed me one of which he seemed especially proud. He explained that this one was a "Hammerless Ejector" gun, with cross bolt action and Damascus barrels. He described other special points about it, but I am sorry to say I could not follow him. All I know is that it was a beautiful weapon, well finished, and exquisitely engraved on the stock. I have made this digression from my own domain merely to show how the various departments of this great business have been created, as the result of Mr. Rowland's policy of finding out what people wanted, and of his determination to supply it. The fault of many manufacturers and distributors of pottery and glass is, that they do not sufficiently study the exact requirements of those whom they wish to keep as customers. Mr. Rowland does this in every department of his business, and has taught his sons to do the same. He has four in the business with him. The eldest is buyer and manager in the cabinet department, the second has charge of the manufacturing, and two others of the furnishing and ironmongery branches. Each one seems as energetic as his father—he could not be more so. The firm do their own upholstering on the premises. One of the sons was superintending the cutting out of "ticks" from material made specially for them, to be made up into bolster and pillow cases and bed covers—work which is done by their own employees on the premises. They manufacture furniture as well, but I cannot spare room to describe the many branches of manufacture and distribution now controlled by one whom I remember as a glass and china dealer only.

Mr. Rowland has erected handsome, extensive, and convenient premises for his multifarious business, the front, with large and uniform plate glass windows, consisting of separate shops for the retail branches of the different sections. I was pleased to notice that Mr. Rowland had not engaged in these numerous branches of trade to the neglect of his first love, the glass and china trade. Right in the centre of the handsome range of buildings there is the china, glass and earthenware shop, with an attractive window full of goods selected to suit the general and special requirements of the locality. These requirements are very varied, and both in the front window and in the showrooms upstairs there are goods to meet them all. The glass and china department is under the management of the nephew of the proprietor, who has had a life-long experience in the trade. So far from this branch having suffered from the addition of the others, Mr. Rowland has developed it most thoroughly, and a large stock is kept of almost every line he handles. I soon found that the buyer had profited by his uncle's tuition, for he also believes in studying the wishes and even the prejudices of his customers. There are some old-fashioned people in the places visited by the travellers of the firm, and they frequently ask for curious and antiquated things. Mr. Rowland says: "I let them have them. I could sometimes sell them things that would answer their purpose better, but probably I should not please them so well." This appears to me to be the "string" upon which Mr. Rowland has played most and best. He has mastered the great secret of success in business—"Study to please your customers." As his customers for china and glass belong to all classes, so his stock includes goods of all grades. In his showrooms I saw tea sets from 7s. 6d. up to £4 4s. a set, with samples at all intermediate prices; dinner sets for six persons at 8s. 6d., and dinner services of 70 pieces at £10 10s. There is the same wide range in toilet services, dessert ware, and trinket sets, and, in fact, in all earthenware, china and glass for household purposes, useful and ornamental. After the showrooms I was taken round the stock-rooms. If Mr. Rowland had devoted his energies exclusively to pottery and glass he could hardly have developed the business more fully. His pottery business alone is a striking testimony to his thoroughness and energy.

Whenever I meet with an exceptionally busy man, I always like to know what he does in his "spare time." From inqury made in the town I came to the conclusion that Mr. Rowland must have had a lot of spare time, and that his fellow townsmen have taken advantage of

the fact. He has long been prominent in most of the local religious and philanthropic movements. He is connected with and takes an active interest in the various institutions in the town. He is chairman of the British Schools, chairman of the Building Society, and vice-president of the Liberal Association. He is a member of the Urban District Council, and is on many of the committees. He is also on the Bench of Magistrates. Mr. Rowland is held in high esteem by his fellow townsmen of all shades of opinion. He was the recipient of a handsome testimonial from the members of the Temperance Society on his silver wedding day, and another from the Sunday-school on his retirement from the office of superintendent, which he had held for many years. Mr. Rowland is as "thorough" out of business, as in it. It is natural to him—he cannot do anything by halves. Leaving his other businesses out of present consideration, his wholesale and retail china and glass business to-day is an object lesson in the results of shrewd tact and hard work, and, and most of all, in the wisdom of painstaking effort to supply just what customers want.

THE CHINA AND GLASS DEALERS' ASSOCIATION OF THE UNITED KINGDOM.

THE report of the committee of the China and Glass Dealers' Association (Birmingham Branch) has recently been issued as follows :— "Your committee beg to report that some progress has been made. Although numerically we are not what we should be, we are glad to say that some of the principal members of the trade, who previously held aloof, have during the last year joined our ranks. The financial condition of the Association, I am glad to say, is sound. Most of the real work has been done by the Central Association in London ; but your secretary was honoured by being elected to represent you in this district, at the Board of Trade inquiry as to railway charges on crates and cases, held at Whitehall early in the year, the result of which has not yet been made known. We have held three meetings during the year, and discussed matters affecting the welfare of the trade. Numerous letters have been written to the manufacturers in respect to the supply of seconds, the weight of packages on the invoices, and direct trading. A motion was carried at the last meeting, requesting manufacturers to consider their charges for packages and straw, and although there has not been time to hear from all, some of the houses have adopted a more reasonable tariff. With regard to the rise in the price of china and earthenware, I think we most of us are prepared to fall in with the 5 per cent arrangement, on the foot of invoice, although it is somewhat confusing, and most of us would prefer the advance being put on the goods, but we trust it may only be temporary, and that the 5 per cent. added on the foot of the invoice may soon be withdrawn again. Trade generally has improved, although slowly, none the less surely, and we are looking for a much better season and a busy Christmas trade."

The annual meeting of the above branch was held at the Swan Hotel, Birmingham, on Thursday, September 26. In the absence of the president (Mr. A. J. White) through pressure of business Mr. A. E. Watson was voted to the chair. The secretary read letters of apology from Mr. Hands, Rugby, Mr. Knowles, Mr. White, and other members unable to be present.

The Chairman said it gave him great pleasure to come to Birmingham and to meet so many members of their trade as were present there that evening, and from appearances they would require a larger room for their meeting next year. Mr. Church, their secretary, had given up a large amount of time to the branch, and they were lucky in having such a hard working gentleman as their secretary ; he knew more than anyone else in the room the immense amount of work that Mr. Church had accomplished. He then gave a few details of the work that had been accomplished by the Central Association.

The Secretary read the report for the past year as given above, and laid the balance sheet before the meeting, and stated that, taking all things into consideration, they had had a successful year and, financially, they had a small balance in hand.

The election of officers for the coming year was proceeded with, it being proposed by Mr. Le Couter and seconded by Mr. Beardmore that the same officers and committee who had served in the past year be re-elected.

Several complaints were made by members present of manufacturers supplying direct, the indiscriminate supply of seconds, and the bad effects this had on the trade in best goods. A long discussion took place on these subjects, and the question of packing charges, railway rates, introduction of minimum selling prices in specialities, was discussed.

One member present said that he considered it was a bad day for the china dealer when they found a manufacturer interested in retail shops. That day had arrived for them in Birmingham. To-day they could see the statement on a certain window as follows : "Manufacturers and Retailers, Contractors to the Admiralty, &c." If this movement was allowed to spread, he continued, it would not only be harmful to the retailers, but other manufacturers must suffer through having a smaller output for their goods, and he hoped that some arrangement would be come to by the Association and the manufacturers generally on the subject. Where this combine opened shops or took them over, no dealer was safe with a sole agency, as goods were being shifted from one district to another ; and he was glad that the Association had passed a strong resolution on the question at their annual meeting held in London last May.

Other members also spoke on this subject, and the general opinion of the meeting was that the introduction of the company shop system (especially when a manufacturer was interested in it) was prejudicial to the interests of the individual china and glass dealer.

The secretary was instructed to write to the various associations of manufacturers in the Potteries, and suggest that a meeting be arranged with representatives of the Association to discuss matters of interest to retailers and manufacturers. The pending railway crisis was discussed, and a resolution passed, "That this meeting trust that a strike be averted, as such would be most disastrous to the country, and that those in authority do all in their power to bring the present difficulty to a peaceful solution." A vote of thanks was passed, thanking the chairman for his attendance.

Mr. Watson, in replying, said that he was certain that trade associations were a good thing. He stated that in Reading the various associations had combined, and, by sending a circular to every shopkeeper in the town, had put a stop to the stamp trading with which they were threatened. The shop was opened, but now there was a notice in the window that it would be closed on Saturday, the 28th. If other towns took the same action when they were thus threatened, they could stop this evil, and the China and Glass Dealers' Association would always be ready to help any town where they had members.

The Pottery Imports of Quezaltenango, in Guatemala, are reported by the British Vice-Consul as being principally supplied from the United Kingdom.

AMONG PROVINCIAL DEALERS.

(FROM OUR OWN CORRESPONDENT.)

WHITEHAVEN.

AN old steam shipping connection with northern and southern ports, and a close association with the coal, iron, and steel industries of West Cumberland, have given to Whitehaven more vitality and prosperity than one looks for in a town with a population such as it now has, numbering some 22,000. Business, as represented by shops doing a good middle-class trade, may be said to have been satisfactory and generally prosperous in Whitehaven for years past. Glass and china shops have kept pace with the others, and have prospered, quietly, it may be, but surely. Brief descriptive and historic notes of the principal houses in this trade are given hereafter.

Tangier-street, Whitehaven, is one of the important shopping thoroughfares of the town. The street forms the direct main connection between the railway station and the centre of Whitehaven, and is much used by residents and visitors. For many years the street has contained one of the principal glass and china warehouses of the town. This is carried on by MR. WM. WORKMAN. On the occasion of my visit, he received me with cordiality appearing to appreciate a visit from a representative of the POTTERY GAZETTE. Mr. Workman conducted me to his private office, at the rear of the extensive ground floor show-room, and there we conversed of affairs of the trade. I learned that his father had been in the business at Penrith for about thirty years, and that he himself had been in it twenty-eight years in February last; twenty-two years of that time being spent in a shop in Tangier-street, nearly opposite the premises now held, and five years in the present shop. A large connection had been established with families in the town, and in the country around, in the period. Our conversation touched on questions of interest to the trade at the present time. "The crate question," said Mr. Workman, "is a subject I have been arguing about for the last twenty-seven years, and I think I shall have to argue about it to the end of the chapter. It is an imposition, but manufacturers cannot do without it. It ought to be a first charge on the ware, and not come on the purchaser. Then, the charge for straw and packing is a big thing. It is a question I have taken up and fight very tenaciously about. We cannot get a crate of brown tea-pots delivered at less than twenty-five per cent. in expenses, and it is too much. One earthenware house has never charged me more than three shillings for a crate. If the smaller houses can do it, the bigger ones can. If they would get rid of the charge for straw and packing, the question would settle itself directly." Mr. Workman contrasted the ease of the dealer in glass and china with that of the plumber or builder, to whom sanitary ware, when twenty per cent. more costly than it now is, was set down free at the door, without any charge for straw or packing. A crate was returned and the full amount was allowed. But, "taking the manufacturers through as a body," he said, "we have not much to complain of; on the other hand, there are a few isolated people, especially among the better houses, who have no conscience. I had a china cup sent to me some time ago"—Mr. Workman was speaking of "matchings"—"the cup itself was fourpence-halfpenny. It was put in a small box that somebody else had sent them. Fourpence-halfpenny was charged for postage, and threepence for the box, so that sevenpence-halfpenny was what I had to pay on the fourpence-halfpenny thing." "There is one matter which I have impressed on our manufacturers," Mr. Workman went on. "Take the ironmongers. A manufacturer will say: 'Here is an article, if you will take that up we will send you any amount of matter for advertising.' Ours say: 'If you take that up, we will print your name on the matter for two shillings a hundred.' Anyone who understands business must see how far behind our manufacturers are in matters which affect their own interests. Manufacturers don't realise the great advantage they get from illustrated advertisements. They would find they would have a much quicker sale for many of their specialities if they used them. It is very unfair for merchants to have to take up manufacturers' ware and advertise it for them. One said to me a short time ago: 'We want you to take up these goods and to advertise them, and we will print your name on the bills at two shillings a hundred.' I said, 'I will neither take the advertising business up, nor the ware; I will leave it.'" Mr. Workman showed me a teapot of white ware, of foreign make. "I buy many things of this description from time to time, as special lines, and do very well with them," he went on. "When all is said and done, we have to buy quantities. If we were met by English manufacturers as regards packing charges, we would be quite prepared to buy the quantity. Manufacturers often bring that up against us; they say: 'Why don't you give us the quantity?' We give an order and we have six or eight weeks to wait for the goods; we don't know when they will come to hand. Then English manufacturers want monthly settlements, and it is very hard on us. We have greater credit with foreigners than with the English houses on the present monthly system." I found that Mr. Workman's premises were very extensive. On the ground floor there was the large shop with its bright and varied stock. Above the shop and at the back were other show-rooms. A passage led through to the dock-side, which lay a short distance beyond the farther limit of the premises. At the front were a pair of fine windows, each containing a beautiful display of china and glass. A feature of the window as regards construction was the use of an unusually large and bold "sweep," or rounded corner, of plate-glass fixed upright on each side, at the entrance. Mr. Workman was the first tradesman in the town to introduce the large "bow," or rounded corner in the windows. When the rounded sheets in question were first set up, to be left without any protection night or day, Mr. Workman's friends predicted disaster. "They wanted to charge me twenty-five per cent. more for insurance," said Mr. Workman, "but I told them I was under the impression that it was a much stronger window than the flat, and they gave way. I was right, too, it is stronger than a flat window." As I was on the point of bidding Mr. Workman adieu, he gave me a little homily. He had been speaking of the good relations between members of the trade in the district. "If in anything we can help each other, it is best to do it," he said warmly. "We are only here in this life to benefit each other. As soo as we get on the knife-edge of serving self, our usefulness drops out; it is no longer accounted to us."

King-street, a very busy trading thoroughfare of Whitehaven, contains some handsome shops, which are wholly or partly devoted to the glass and pottery business. One of these, which has been devoted to the business entirely for a long term of years, is No. 68, and is carried on in the name of JOHN KITCHEN. The business was founded by Mr. John Kitchen, father of the present proprietor, Mr. Robert Nicholson Kitchen, in 1821. An old advertisement of the business in its early days was shown to me, and it stated that "glass and china of every description, at moderate prices, including the best English and foreign makes," and "breakfast, dinner, dessert, toilet sets, table and ornamental glass, trinket sets, flower-pots, pedestals,

vases, wedding and birthday sets, hotel and licensed victuallers' goods, were dealt in.'' The shop is a long one, furnished at the right-hand side with spacious glass cases literally stocked with china vases, fruit services, sugar bowls, coffee pots, and a large collection of glass, chiefly tumblers. At the left-hand side, extensive shelves afforded store space for pottery ware in great variety, and on a stand near the rear stood an attractive collection of fire-proof brown ware. Beyond the shop was another spacious, very light and fully stocked show-room, in which pottery goods, in great variety, stood displayed to excellent advantage. At the front, two spacious windows provided the means of making admirable displays of pottery ware and glass.

Roper-street, Whitehaven, contains a warehouse of large extent, which is carried on by Mr. Randle Wilkinson as a wholesale glass and pottery depôt. The business was founded by Mr. Wilkinson in 1878, prior to which date he had been for some time associated with an uncle who carried on the "White Pottery" at Whitehaven. Useful household goods are dealt in, a large clientèle in Whitehaven and the north country being supplied.

An imposing corner block of premises, No. 64, King-street, known by the name of "Holloway's," forms a general emporium at which glass, pottery, toys and other goods are held in large variety. The pottery ware is chiefly of the ornamental kinds.

The Potteries.—At Whitehaven, within comparatively recent date, two potteries have produced goods for local and north country markets. One of these, known as the "Brown Pottery," continues to be carried on under the style of F. Patman & Co., brown ware being produced. The other, known as the "White Pottery," from the fact of white ware being made at it, has been closed as a pottery for some years. In the course of the conversation which I had with glass and china dealers in the district, the closing of the White Pottery was referred to by them in tones and terms of regret. "It was a pity the Whitehaven Pottery went down," Mr. William Workman said at the interview which I had with him. "It had been in existence twenty-three years, and made white ware, and there was nothing to touch it round about here. There is a really good opening for common, white kitchen ware in this district." Mr. Workman's views were fully corroborated by a brief story of the White Pottery given to me by a well-to-do tradesman of Whitehaven, who is not in any way connected with the pottery trade, but who was interested in the White Pottery through a relative being directly connected with it, when working. "When the proprietor died," said my informant, "the pottery was going on very well indeed, I don't know how it occurred, but it was thrown into Chancery and went down. There was an established trade here, for ordinary earthenware and for stone china. It sold well in Scotland, and they had the Irish market, and did the Isle of Man trade." References to the White Pottery and its productions were made to me by other parties who were interested in the trade in the district, and all seemed to regret the disappearance of the old white pottery industry.

BARROW-IN-FURNESS.

The town of Barrow-in-Furness stands at the extreme north-west of the county of Lancashire, on the sea-coast. To its position as a seaport, much of the progress and prosperity of modern Barrow has been due. The chief industries are the shipbuilding and naval ordnance yard and works of Vickers, Sons & Maxim, Ltd., and the very extensive iron smelting and steel making industry of the Barrow Hematite Iron and Steel Works, Ltd. Within the last twenty years the population of Barrow has increased rapidly, and now numbers about 70,000 persons. From these has come a steady and increasing demand for glass and pottery ware.

A well-stocked glass and pottery depôt in Forshaw-street, a second depôt in Crellin-street, and a stand in the public market-hall at Barrow, are carried on by Mr. Fred Powell, glass and china merchant. I visited each of the two depôts first named, and found them to be well stocked with useful and ornamental goods for table, toilet and decorative uses. At the Crellin-street depôt I had an interview with Mr. Powell, and heard an expression of his views on some important trade questions. "I would like to see the railway companies cut the rates down a bit. I think the rates are far too heavy. They amount to a lot when you have to fetch the things from Staffordshire to Barrow." "It is likely that manufacturers would cut prices and make specialities for dealers," Mr. Powell went on, alluding to the cheapness of some foreign goods. "If dealers took in the same proportion from foreign manufacturers as they take from English manufacturers, the foreigners could not do the trade at a lower price than English manufacturers do it at. With the long distance to bring the stuff over, they must work for a mere nothing. I don't think it is wise to cut prices, but we as traders have to go to the cheapest markets. If they all had one price, and would send articles we could rely on, we could get on without cutting. I think the trade would do quite as well if there was not the spirit of cutting one another down and selling below one another. I must say that, generally speaking, English goods are much preferred to those of foreigners." In reply to a question as to the class of trade done at his own depôts, Mr. Powell said: "I am in the household, domestic line, but I keep first-class goods in the market and supply either first or second class."

Duke-street, Barrow, is a very fine street, straight, wide, airy, and cheerful, and contains some of the larger retail business premises of the town. An establishment of large dimensions, and of up-to-date architectural aspect and construction, is maintained by Walch & Pohl, as a house-furnishing emporium. A spacious department has been equipped and stocked for carrying on a large and comprehensive business in glass, china, and earthenware. I was astonished by the extent and character of the goods held in this department, when I visited the premises. Range beyond range of toilet services, showing the most captivating variety in form and decoration, stood displayed to view. In that large stock I had evidence of the progress made by the trade in Barrow.

An attractive and well-appointed glass, china and earthenware depôt is carried on by Mrs. Atkinson, in Church-street, Barrow. A trade in the more useful goods is done with the shipyard, with works in the vicinity, with licensed houses, and also with residents in the district. A pleasing window display was being made at the time of my call, some very pretty tea sets in flowered green and blue being shown as special lines. Inside, a large and varied stock appeared; tea, dinner, dessert, toilet, and trinket sets, and ornamental articles being displayed on wall shelves and on a large stand which occupied a prominent position in the shop. In the course of a conversation which I had with a representative who was in charge of the establishment, the trade in foreign glass and china was touched upon. "I find no fault with it," said the representative, "because we cannot get our English people to make stuff which we want. The foreigners deal very well with us. Of course, you have to select your houses." Tea and grocery firms were spoken of as having gone very largely into the glass and china trade in Barrow. This had altered the character of the business, somewhat, to the old and recognised

dealers. In good years, also, many people opened places in Barrow for the sale of china and earthenware, but, these, it was said, usually gave up after a short trial of the trade. With respect to the older houses their business was governed by the state of the trade generally in the town, more especially at the shipyard. The town had, however, continued to expand, as the good years had far exceeded the poor ones in number.

A business-like and well-patronised glass and china depôt, No. 13, Caxton-terrace, is carried on by Mrs. Hayton. I found an adequate and well arranged stock of goods of the more useful kinds, forming an attractive display. The business was confined to glass and pottery ware, and had been carried on in the premises for about sixteen years. I inferred that a quietly steady and satisfactory trade had been done.

Mr. J. Male is one of the members of the glass and pottery trade who have, for some considerable time, sustained a representation for the trade in the public market-hall, Barrow. Mr. Male holds a "stand" or place of business in the hall, at which a large stock of goods of the kinds named is kept on hand, the variety being great enough to meet the different tastes and means of the many persons who frequent the hall. The second member of the trade who carries on a place of business in the market hall, is Mr. F. Powell, whose "stand" in the hall was mentioned earlier.

MARYPORT.

Maryport, like its sister town of Workington, owes its prosperity to the mineral wealth of the district, and to its proximity to the sea, which has afforded means of exporting coal and manufactured iron, and of importing such commodities as could be usefully landed at this point on the coast of Cumberland. The town has now a population of rather more than 12,000. Iron smelting and working, the handling of coal obtained from mines in the district and of heavy railway freight traffic, and the general shipping trade of the port, find occupation for many of the male residents in Maryport, and give the town its industrial life and character. A fair and steady trade is done in glass and pottery ware.

Mrs. Whillans', Senhouse-street, Maryport, is the principal shopping centre. Among the many places of business in Senhouse-street, which attract attention is a glass, china, and earthenware depôt carried on by Mrs. Mary Jane Whillans, with the assistance of her son. I learned from Mrs. Whillans that she had been in the business nineteen years, seventeen of which had been spent in that shop. Her first venture in trade had been made by purchasing the business of a glass and china dealer at Carlisle. With respect to the state of trade in the district, Mrs. Whillans informed me that up to three-and-a-half years ago it was good, but that there had been a strike of dock workers which had dislocated the entire trade of the town. Then there had been a second strike which had further interfered with trade, and the town had not quite recovered from these unfavourable influences. It was, however, gradually recovering, and if there were no further dislocations, would, no doubt, shortly be back again to the old standard of prosperity. Another change, I was informed, had taken place in the proprietorship of the old pottery at Dearham, Maryport. In 1903 the pottery was taken over by Mr. David Keir, and in November last, Mr. Aaron Whillans, son of Mrs. Whillans, of the Senhouse-street depôt, had joined Mr. Keir in the proprietorship of the pottery, the style then becoming Keir & Whillans. This Dearham pottery, it may be mentioned, was started by a Mr. William Ostle some 25 years ago, to make brownware out of the local clay. The pottery passed into the hands of a Mr. Batty, who later, was joined by his sons, the style of the firm becoming Batty & Sons. At a still later date, the style became Batty & Co. Then came Mr. Keir's time of control, and then, the new and present partnership. The ordinary brown ware for household uses is still being produced at the pottery. The shop and its stock presented a most interesting aspect. At the right-hand side extended a glass case for some three-quarters of the height of the shop. This was quite filled with collections of tea-sets, tea-pots, vases, flower holders, dessert plates, and dishes; and other articles of glass and pottery ware. Above the case was a gorgeous array of toilet-sets, and of the larger jugs in a numerous variety of charming designs and colours. On the left hand side was another glass case containing a large collection of table and flower glass; jugs of the more ornamental kind; tea-pots of a superior class, and ornamental china ware. The window contained specimens of very choice tea-sets and other table ware, vases and glass ware. "I deal with most of the best houses in glass and china," Mrs. Whillans remarked, as she observed me viewing a choice tea-set. China by some of the best known makers stood there on either hand, and in the window, forming an admirable display.

Crosby-street, Maryport, contains a very bright corner shop, which is carried on by Mr. B. Eilbeck, in the stock of which glass and pottery ware figure largely. The goods were, I found, mainly of the useful household kind, though a fair number of vases and other items of ornamental pottery gave representation to goods of this class. Mr. Eilbeck, in the course of a talk which I had with him, informed me that he had been in the glass and china trade upwards of twenty-three years, and that there had not been much change in the character of the trade in Maryport during that period. The most noticeable change had been the opening up and the growth of the stores and tea-shop branch, which now existed largely in the town and district. With regard to the condition of trade apart from this, Mr. Eilbeck stated that he had found it steady. There were no big rushes; things just went steadily on, in a quiet and uneventful way, and were normal at the time.

Mrs. Hodgson, proprietress of a trimly kept glass and china depôt in High-street, had, I learned, carried on business there for about fifteen years. I regret that I had not the pleasure of seeing her at the time of my call, she being then in poor health. A pleasing display of tea-sets in different designs, of trinket-sets, jugs, dinner ware, and glass ware, was being made in the window, this, and the stock in the shop, appearing to be kept trim and tastefully by the young lady whom I found in charge of the establishment.

BRISLINGTON (BRISTOL).

The suburb, or village, of Brislington is situated about 1½ miles from the centre of the city of Bristol, and is a very populous and growing neighbourhood, having increased rapidly during the last few years. Mr. Joseph Corrigan, of the Red House Stores, has one of the finest business houses in that district, and has lately engaged as his manager, Mr. Frederick Augustus Adams, the younger son of Mr. Harvey Adams, of Longton, who, up to a few years ago, was engaged as a china manufacturer in Longton. Mr. Frederick Adams has had a considerable and varied experience in the china and earthenware trades, having been employed in his younger days by several of the pottery firms, including Forester & Sons and Grindley & Co., Tunstall. He left the latter firm about 12 years ago to take up a valuable appointment with Pountney & Co., Ltd., Bristol, where he had charge of the decorative department; leaving there after some years he entered the employ of Geo. Jones & Co., of Castle-street, Bristol, where he obtained a good insight into the retail trade, and also the

general hardware trade, Jones & Co. being one of the largest wholesale china, glass and hardware merchants in the city of Bristol. Mr. Adams, who is now about 40 years of age, married a daughter of the late Mr. Thomas Bosanquet, of Bristol, who was formerly in the Navy, and retired as a Lieutenant. The Red House Stores contains every description of china, glass and hardware, and as Mr. Adams has had such a varied experience we trust he will be able to make a position for himself that will cheer his aged parents in their retirement at Southport.

Legal.

Creditors' Grievances.—In the City of London County Court, on October 4, before his Honour, Judge Lumley Smith, K.C., a claim was made by Jules Lang & Son, china and glass merchants, 16, Bury-street, St. Mary Axe, to enforce payment of £20 due for china and glass supplied to the defendant, Mr. George Fordree, china and glass dealer, 2, Vesey-street, East India Dock-road. Defendant said he could not pay the amount. He was now doing no business. Plaintiffs' representative said that the defendant had a shop in Poplar where he sold china and glass. There the defendant sold everything and put the money into his pocket, and paid nobody. Then he left. Defendant said that trade was so bad he could not promise the plaintiffs anything. Judge Lumley Smith, K.C., said that as there was no evidence of the defendant's means he could make no order against him.

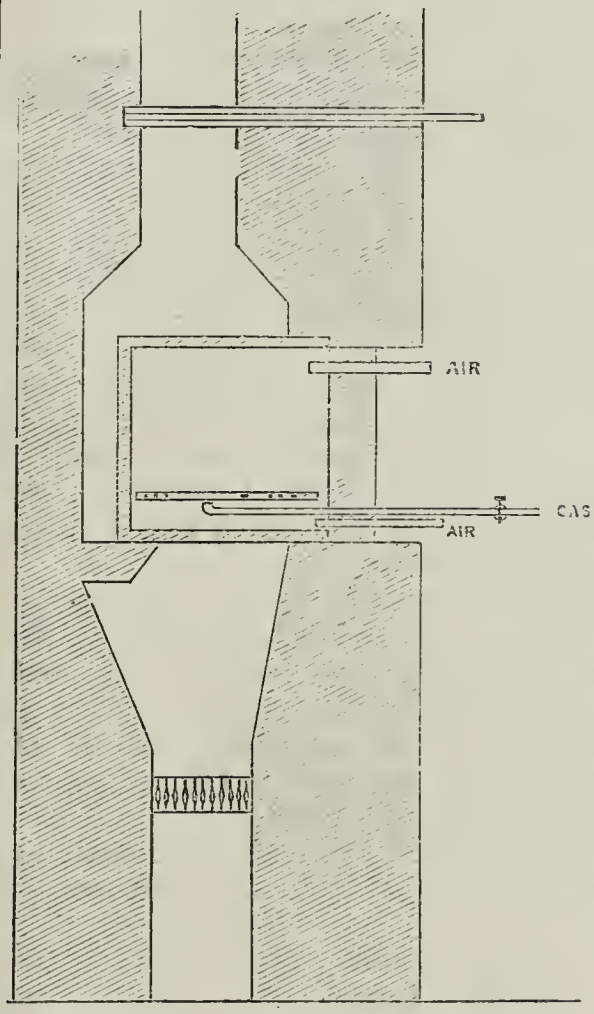
Claim for Damaged Goods.—At the County Court, Manchester, on October 7, James Hewson, china and furniture, dealer, of 152A, Rochdale-road, sued Sutton & Co., carriers, to recover £5 17s. for damages to certain china carried by the defendants for him from the Royal Hotel, Piccadilly, to his place in Rochdale-road. That the goods were damaged was not disputed by the defendants, but they pleaded that the goods were of greater value to the plaintiff than £10, and that therefore, under the Carriers' Act, they were not liable, seeing that no notice of the excess value had been given them by the plaintiff. In support of this contention, Mr. Cunningham, for the defendants, called Mr. Jackson, claims clerk to Messrs. Sutton, who stated that when he called on the plaintiff he (plaintiff) said that the value of the goods would be between £12 10s. and £15. With a view to getting this in writing a letter was sent to the plaintiff saying that inadvertently the value of the goods had not been ascertained in the interview. The plaintiff, as Mr. Cunningham admitted, did not fall into the "trap," but replied that the value of the goods would be about £9. Nevertheless, Mr. Cunningham contended that the goods' value, plus the trader's profit, amounted to over £10, and that therefore the defendants under the Act were not liable. The profits of retailers, he contended, averaged 25 per cent. The plaintiff denied this, and said his profits averaged only 12½ per cent. The judge found that the goods were not of greater value to the plaintiff than £10, and gave judgment for him.

The Truck Act in the Potteries.—Booths, Ltd., earthenware manufacturers, of Tunstall, were summoned under the Truck Act, at Tunstall Stipendiary Court, on October 3, for making a deduction from the wages of a youth named Cook without a proper contract having been entered into on August 21. The evidence showed that the stoppage was made because the lad had not seen that scraps and clay, broken moulds, and other refuse and dirt were removed from a certain workship each night. Cook admitted, in cross-examination, that it was part of his duty to remove the refuse, but Mr. Hollingshead, who appeared for the firm, was forced to admit that he was unable to dispute that a shilling was stopped, and that there was no contract to stop it. The fine levied, he urged in extenuation, did not go into the masters' pocket, but went to a sick club, and in making the stoppage the manager had only been actuated by a desire to carry out the Home Office regulations for the protection of the workers from the dust. Notwithstanding this explanation, the Stipendiary imposed a fine of £2 and costs, and inflicted a similar penalty in three other cases of a like kind, the total amount the firm were called upon to pay being £11 5s. In giving his decision, the Stipendiary remarked that it was a serious thing in a district like the Potteries to commit a breach of the Truck Act, and he had heard of cases where it allowed a very great fraud to be perpetrated on the workpeople.

TWO METHODS OF PRODUCING LUSTRES AND PRISMATIC COLOURS ON POTTERY.

(SPECIALLY CONTRIBUTED.)

HAVING read in the July issue of the POTTERY GAZETTE Mr. Burton's excellent lecture on lustre pottery, it occurred to me that the interest which such an article is bound to arouse in your readers might justify me in putting before them a few further practical details on the manufacture of Lustres. Mr. Burton touches upon two distinct methods of producing lustres and prismatic colourings, the first: The ancient method of mixing metals with an inert substance, painting this on the finished surface of the piece, and relying on the volatile properties of the metal, to stain the surface of the glaze during a reducing fire. The second:—The "Brianchon" process," of coating the glazed ware with a thin film of mixture, composed of certain metallic salts in intimate combination with reducing agents. In this latter process the piece is fired in an oxidising atmosphere, the reduction of the metallic salts being brought about by the vapours given off during the combustion of the reducing agents. There is, however, a third process which differs materially from the two foregoing methods, in which the metals are introduced in the glaze, forming lustre glazes. It is of this process, which has been perfected by M. Franchet, that I propose to give a few particulars.



Before passing to a brief description of the "Franchet method," it might be interesting to give details of the Brianchon process, which, up to the present, I have not met with in the English press. M. Brianchon claimed for his invention the manner of producing all kinds of lustres, "pearl" effects, and prismatic colourings, by the action of hydrocarbons upon metallic salts, preferably the nitrates. He divided his process into two parts:—(1) The preparation of the flux. (2) The preparation of the colouring agents. The flux might be either composed of lead or bismuth, the latter being adopted as having been found to withstand better slight variations in temperature.

Great importance seems to have been attributed to the mechanical treatment of the flux and the manner in which

the different materials were mixed together. The composition of the flux was as follows (by weight): —

10 parts nitrate of bismuth,
30 parts resin,
75 parts essence of lavender,

(the latter to be replaced by any other essence, provided that it does not precipitate the other ingredients). The 30 parts of resin are placed in a receptacle already bedded in a sand bath. The heat of the sand bath is gradually raised until the resin is melted. Little by little the nitrate of bismuth is added to the molten resin, care being taken to stir the mixture constantly with a glass rod. This stirring is continued until the whole of the bismuth is added and the mixture has turned a deep brown. Forty parts of lavender are then introduced, the whole being stirred *continually*. After these ingredients are well mixed the receptacle is removed from the sand bath, and while cooling the further 35 parts of lavender are added. When cold the flux is ready for use.

The colouring agents are principally the salts of platinum, silver, antimony, tin, uranium, copper, iron, nickel and gold, the latter producing the "mother of pearl" effect or prismatic colours. "Mother of pearl" lustre, if it can be so-called, is a mixture of yellow lustre and gold. The preparation of the yellow lustre is similar to that of the flux, 30 parts of resin being melted in the manner already described, ten parts of nitrate of uranium introduced whilst stirring, followed by 35 to 40 parts of essence of lavender, a further 30 to 35 parts of lavender being again added whilst the mixture is cooling. A small quantity of cyanide of gold is then mixed with a palette knife with "fat oil" into a thick paste. This is allowed to dry and then remixed with essence of lavender. Varying proportions of this gold mixture are made with the bismuth flux, varying from 1 to 10 of flux to gold. The piece to be treated is then painted with a thin coat of the gold preparation and then repainted with the solution of yellow lustre. The heat required to develop the pearl lustre is an easy enamel kiln fire and oxidising atmosphere. Similar methods are adopted for the production of other colours, the metallic salt being combined with resin and essence of lavender in the manner described.

The Franchet system is, however, totally different to that adopted by M. Brianchon, and is, according to M. Franchet, the outcome of experiments based, in the first place, upon the early Italian methods. After producing similar effects to the Italians, by applying mixtures of carbonate of copper, silver, and red ochre to the surface of the piece and submitting these to a reducing atmosphere, this chemist hit upon the idea of combining the metallic salts with the glaze, making the following mixtures :—

Glaze A.	
Quartz	12
Pegmatite	10·500
Kaolin	2
Lynn sand	20
Red lead	30
Borax crystals	19·200
Boracic acid crystals	2
Carbonate of potash	2
Chloride of sodium	1·800

No. 1.	
Glaze A	100
Kaolin	10
Carbonate of silver ..	2

No. 2.	
Glaze A	100
Kaolin	10
Oxide of zinc	1
Protoxide of tin....	1
Carbonate of silver..	0·500
Oxide of copper....	3

No. 3.	
Glaze A	100
Kaolin	10
Subnitrate of bismuth	4
Carbonate of silver ..	2
Carbonate of copper..	1

Having dipped or pencilled the ware with one or more of these glazes, the pieces are placed in a special kiln fitted with a damper which can hermetically close the main flue. The section below is the form adopted by the writer, which gives satisfactory results.

It will be noticed that the front of the kiln is pierced with three small holes, one conveying the coal gas to the under part of the chamber, the other two being respectively air inlets and outlets. The gas striking the fireclay plate A is deflected along the bottom of the kiln, rising through perforations and becoming more or less evenly distributed. The heat of the kiln is raised gradually with an oxidising atmosphere until the glazes are molten or "fired up." The success of lustre making now depends upon (1) the heat at which the reducing gases are introduced, and (2) the length of time they are allowed to act upon the glaze. With regard to the correct temperature this may vary a little with the melting point of the glaze, but in all cases may be said to be between 525 and 600 degrees. During the period of reduction the temperature should, as far as possible, remain constant, and this fact has undoubtedly contributed a great deal towards the many failures in lustre making, when the manufacturer has used as reducing agents such materials as heather and rosemary. The atmosphere brought about by the burning of these substances in the kiln, although reducing, is only slightly so compared with that produced by coal gas. Whereas, when the former is used the process of reduction occupies sometimes hours; with coal gas 10 to 20 minutes is ample. It will be easily understood that it is a simpler matter to ascertain when the kiln cools down to 525° (or just red heat) and maintain this for 10 to 20 minutes, than to keep this degree of heat constant for a much greater time. In a word, then, after the lustre glazes have been fired to the correct heat the kiln is allowed to cool until dull red, when the coal gas is allowed to flow into the muffle for about 10 to 20 minutes. One or two minutes may be allowed to "clear" the kiln by shutting off the gas and opening the two cocks B B. The damper C is closed previous to the introduction of the coal gas, and must remain so until the kiln is ready to "draw." Undoubtedly a great deal depends upon the equal distribution of gas in the kiln, and for this purpose M. Franchet pierces his kiln with four holes, causing the gas to enter in four different directions. For experimental purpose I think the form I have suggested, distributing from the bottom, will be found to act satisfactorily, and does not entail any elaborate construction. By adopting this method of lustre making, it becomes an easy matter to produce an endless variety of colours. The silver is, of course, responsible for the yellows and gold lustres, copper for all tones of red and red browns, and bismuth, which is a most powerful colouring agent, for intense blues. This latter stain, when mixed with silver, gives different tones of green, and also has a tendency to become matt in surface, and gives the "pearly" appearance to the glaze as explained with Brianchon process. Patches of grey and celadon are obtained by painting on nickel oxide. It goes without saying that the effects produced by the foregoing method are brilliant when drawn from the kiln, and do not, as in the "Italian" process, require scouring in order to discover the lustre.

To my mind the Franchet system is a safer and equally legitimate way of obtaining lustre effects. There has always been, in my experience, when using metals mixed with ochre or clay, the difficulty of maintaining the exact heat which shall be sufficient for the process, and at the same time not exceed that degree and cause any of the applied mixture to become attached or interfere with the surface of the glaze. The thickness of the lustre mixture will also vary the result, thicker coatings requiring longer period of reduction. This, again, contributes to the uncertainty of obtaining the desired effect, and adds another difficulty to an already difficult process.

MARC SOLON.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

TRADE is still forging briskly ahead in this district. There is a refreshing air of bustle and business in the factories, and it seems a long time since anyone in the potting trade was heard to be grumbling. Not so very long ago one could generally reckon on encountering three or four manufacturers who would stop to lament the condition of trade and the paucity of orders. But to-day manufacturers have no time to stay grumbling in the street. If you want to see them you must call upon them at the factory, and then they will talk to you with one eye on the clock, for time with them just now is money. Not that they will always admit it. If one ventures to congratulate the pottery manufacturer upon the good times he must be enjoying, he will immediately tell you that although he is busy, there is "no money in the trade nowadays," that competition is keen, and that prices are terribly cut. The satisfaction in his eye may, however, belie his words and leave you to draw your own conclusions. The potter is cautious, and refuses to commit himself to rash statements, so that we must be content to announce that at the present time, from one end of the Potteries to the other, a brisk trade is being done, and there are no grumblers. From these facts readers may draw their own conclusions.

The Board of Trade returns for September showed a further substantial increase in the exports of British pottery, the value being £20,000 in excess of that sent away in September last year, and £37,000 in excess of September, 1905. The total exports of ware for the nine months have been £1,952,830, which is £224,000 ahead of the corresponding period of 1906, and £420,000 in front of 1905. As was stated in our last issue, the South American trade is not so brisk, and there has been a falling off in the exports to that market. The exports to the United States also showed a slight decrease. All the other countries specified in the returns, however, were substantially better customers of the Potteries during September than they were in the corresponding month of last year, with the exception of South Africa, where the market continues to be terribly depressed. A few days ago I was inquiring of a manufacturer who is interested in the South African trade whether he could enlighten me as to the reason why this market remains so lifeless, and he answered that the Germans were very strongly on the ground in South Africa with their felspar china, and this was undoubtedly a factor in the case. "Again and again," he remarked, "we come across this fact, that people who are going to run a big line of stuff like to be able to advertise it as 'china.' Although our English earthenware and semi-porcelain is better than felspar china, they cannot say it is china, and consequently buyers continually replace British plates, cups and saucers, teapots, and such goods as those, with stuff they get from Germany. I am certain that is a fact." This is an interesting statement. The china trade continues to be well employed, and all through Longton and Fenton manufacturers are busy. Home orders are being principally dealt with just now in connection with the Christmas trade, but the export business is a trifle slow. Winter shipping orders for the spring trade should soon be coming along, and then this department will no doubt liven up again.

It was hinted in these notes last month, in dealing with the increase in the price of earthenware, that it was more than possible that manufacturers would be compelled to exact a further advance, and that a meeting of the Manufacturers' Association for the regulation of prices had been summoned for September 26 to discuss the situation. One advance of 5 per cent. had been agreed to previous to this, and another similar advance, making 10 per cent. in all, was talked of. I now hear, however, that there was a difference of opinion among the manufacturers at the meeting, on the point as to whether a second 5 per cent. would be justified, and eventually the idea was abandoned in favour of an increase of only $3\frac{1}{3}$ per cent., making $8\frac{1}{3}$ per cent. in all, which is equal to just a penny in the shilling. Thirty-five representative manufacturers agreed to alter the 5 per cent. to $8\frac{1}{3}$ per cent., but it was decided not to put the advance into operation until fifty firms had assented, and it is anticipated that this number will be readily obtained. Another meeting of the Association is being arranged to complete the matter. It should, perhaps, be added that this prospective increase concerns the earthenware trade alone, and has nothing whatever to do with china prices. Some people are apprehensive that an increase of $8\frac{1}{3}$ per cent. would lead to keener foreign competition in the home market, but practical potters who are qualified to speak on the point assure me that if the price went up another $7\frac{1}{2}$ or 10 per cent. it could do no harm to our earthenware trade. With china it is different, and the Longton manufacturers will need to be careful how they proceed. But everybody agrees that both china and earthenware have long been sold at too low a rate, having regard to the cost of production. It is reported that there will, in all probability, be another advance in the price of coal next January, and in that event the hands of the manufacturers will be forced. The 5 per cent. advance of a month ago has not covered the extra cost of fuel and materials to the manufacturer, and, for his own protection, he will be bound to charge retailers more for his products. Much dissatisfaction continues to be expressed regarding the action of the firm which issued a circular to its customers stating that "an advance of $2\frac{1}{2}$ per cent. would suffice to enable them to meet the extra charges arising in consequence of the continued advance in the cost of coal and materials." The issue of the circular has unquestionably prejudiced the united action of the other firms, but hopes are entertained that there will eventually be entire unanimity, and that the firm which is standing out will, in the end, fall into line with the others. So far, the 5 per cent. increase has been acceded to by retailers all over the country without demur.

To refer again to the question of felspar china, a subject which has been brought rather prominently under notice lately in several ways. To begin with, a London daily paper made our flesh creep a fortnight ago with a paragraph which began by declaring that "unless British manufacturers wake up, Japan and Germany will ruin for ever the potteries of this country," and went on to announce that a German potting firm intended to establish and make boneless china, employing German workmen and underselling our own manufacturers. The announcement continued: "Japan is fast becoming an even more dangerous competitor. A firm in Yokohama is now sending to this country china goods which, after paying freights, can be sold at the same price as the German and French articles. English china costs about 23 per cent. more than the German china, because our manufacturers, unlike their foreign competitors, persist in their old-fashioned policy of making china with a bone mixture. A boneless mixture was invented about four years ago, from which were produced samples of china, identical with that from Germany and Japan, which seems likely to flood our markets. English china, as at present manufactured, costs 33 per cent. more than English earthenware; yet, if this boneless mixture were used, it would cost very little more than earthenware." Such is the paragraph, and, to a certain extent, the information it gives would appear to come from somebody who is not ignorant of the potting trade, for the figures given are fairly correct, though the writer falls into the popular error of calling the Potteries the "Black country," and also speaks of felspar china as though it were an absolutely new discovery. I have spent a good deal of time in endeavouring to ascertain whether there is any truth in the statement that a German firm is coming to the Potteries, but cannot substantiate it, though one hears many rumours about some proposals to establish pot works at Kidsgrove, on the Cheshire border.

It was rather a singular coincidence that the day after this announcement was printed in the paper referred to, Mr. Leonard Grimwade (Grimwades, Ltd.)—without, as I have reason to know, having seen the paragraph quoted—should have made a speech at a ratepayers' dinner in Hanley, in which he directed attention, in a very forcible manner, to the inroads which German felspar china are making on our foreign trade. If German felspar china is, as alleged, cutting out British earthenware in South Africa, so, according to Mr. Grimwade, it is also doing in America. This statement was made in reply to some remarks of Mr. J. S. Goddard, head of the firm of G. L. Ashworth & Bros., who had been lamenting that while English exports of pottery to America had declined as compared with thirty years ago, German exports of ware to the United States had increased enormously. Mr. Grimwade's answer to this was that while he admitted our exports to the States were not what they used to be, our total exports of ware for the twelve months ended September 30 last beat the record of any previous twelve months in the history of the country, and this in spite of the fact that much more ware is produced for £100 to-day than could be made for a similar figure a few years ago. The reason why our trade with the States is languishing, and Germany's is making such enormous strides, Mr. Grimwade proceeded to say, is because Germany knows how to produce exactly what the people of the United States want, while the English manufacturer does not. Germany, he asserted, is shipping enormous quantities of felspar china to America at the present time, but he questioned whether there were half a dozen manufacturers in the whole of the Potteries who know how to make this class of ware. "A great many people," Mr. Grimwade went on, "say that felspar china is not worth producing, because it is common, blue in appearance, rough at the bottom, and has other defects not found in the English bone china. But the point is this: That the great purchasing public of the whole world demand

it, and will have it. In the very centre of the Potteries, even in the shops of Longton and Stoke, you will find German felspar china offered for sale. This would seem to indicate that the public want folspar china, and yet you cannot find half a dozen manufacturers in the whole district who can make it.'' Mr. Grimwade told of how recently a manufacturer at Longton desired that his son should be trained in the making of felspar china, but could find nobody in the whole country who could instruct him. '' Yet,'' he added, '' the great bulk of Germany's foreign pottery trade is in felspar china, and, as a matter of fact, there are only 15 firms in the whole of Germany who are making earthenware. The Germans are building up markets and capturing trade, in spite of high tariff walls, with a commodity which we do not know how to make.'' In the natural sequence of things, this statement led Mr. Grimwade up to a powerful appeal for the federation of the Pottery towns, so that the district might be equipped with what it obviously ought to possess, the finest school of pottery in the world.

However much English people may dislike the idea of making china of inferior grades, it is just as well that we should have an eye upon what other countries are doing. There can be no doubt whatever that Germany is driving a big trade in boneless china to-day, and from the numerous specimens of Japanese ware of like grade which one sees in the shops of some of the big Midland cities, it would appear that competition is beginning to arise from that quarter of the globe also. Under these circumstances it really is remarkable that so little is known of felspar china over here. I do not know of a single English manufacturer who makes any. One of the best informed manufacturers in the district, whom I interviewed on the subject said, '' Plenty of us have the formula of the felspar body. But that is one thing, and it is quite another thing to have practical experience in the manipulation of it, and to know how to make it in a commercial and economical fashion. That is the crux of the whole question. I do not think felspar china is any more difficult to deal with than our semi-porcelain, but just as English semi-porcelain bodies are only manufactured successfully after a great amount of training, and expert knowledge has been gained, so, to manufacture felspar on scientific lines would require much special training.'' '' Do you agree,'' I inquired, '' that if we could make felspar china we could find a market for it ? '' '' Personally,'' was the reply, '' I feel convinced that if we had the requisite knowledge here, in Staffordshire, a very considerable trade in felspar china might be brought to the Potteries. It is being made now (my informant continued) in Japan and America, as well as on the Continent. In Germany they practically fire the biscuit for nothing. They have their ovens built in two storys ; tho bottom story is fired glost, at an intense heat, and the waste heat fires the biscuit in the upper story, so that, with the exception of the placing and the drawing, the biscuit oven costs them nothing. That, of course, is very significant, and has an important bearing upon the cost of production. With ordinary bone china, of course, we cannot do this, because, in the biscuit, it has to be fired very hard indeed, with a much easier fire in the glost.'' For the benefit of readers of this GAZETTE, who are not acquainted with the manufacturing end of the trade, it may be useful to explain that bone is a very important ingredient in the '' body '' of English china, and felspar is exceedingly cheap in comparison, its price being only about a quarter that of bone.

A well-equipped potting school, such as many of us are hoping to see established here before long, will be able to help the trade in many directions. For instance, one of the most experienced ceramic chemists in the district was estimating the other day that the Potteries were losing £80,000 per annum through not making its own liquid gold. Then there is the manufacture of lustres. Though we make a considerable quantity of lustre ware in the Potteries, the lustres themselves come chiefly from Germany. A large and increasing demand is springing up for this class of ware. Why, therefore, do we not make the lustres ourselves ? I am afraid the same old stereotyped answer must be given, viz., that there is no adequate institution where the necessary knowledge may be obtained, and individual manufacturers have neither time not money to enter upon costly research themselves. Probably the next two months will determine whether or not the local towns are to federate, and thereby place themselves into a position which will enable them to provide the efficient technical institution upon which the future of the welfare of the district so largely depends. At present the position is rather curious. Three of the six towns—Hanley, Stoke and Longton—are working whole-heartedly for federation. Tunstall and Fenton stand aloof, waiting to see which way the cat jumps, and Burslem is undecided. There are also differences of another character. Hanley wishes to leave the financial adjustment entirely in the hands of the Local Government Board ; but some of the other towns are in favour of a financial scheme which many people hold places an undeserved burden upon the shoulders of Hanley and Tunstall. Another complication is that at Burslem, where a poll of the ratepayers is to be taken on the subject shortly, an '' anti-federation '' League has just come into existence, which avows its intention of running candidates opposed to federation at all three wards during the municipal elections now in progress. For my own part, I hold strongly that federation is essential in the interests of education alone, and I can see innumberable other benefits following in its train. I see the Potteries better known throughout the world through constituting one big city, instead of a string of comparatively small towns, and I see trade improving as a result. I see better sanitation, better police control, great changes for the better in the aspect of its streets, its shops, its public buildings. I can see that, on every hand, federation will tend to efficiency, economy, and the increased comfort of the people, and I am glad to think that the manufacturers, led by Mr. Grimwade, and the working potters, led by Mr. Clowes, Mr. Lovatt and Mr. Noah Parkes, have joined hands to help the movement forward. Federation stands for progress in every direction, and in the end it is bound to come. The reactionaries may defer it for a time, but its ultimate achievement is inevitable, and the sooner we all make up our minds to the fact, the better. The Local Government Board clearly intends to leave no stone unturned to carry the thing through this time, and by next month I am hopeful that a big step forward will have been made.

It seems a far cry back to the strike in the sanitary trade, now ; but the last of the prices in dispute in March has only just been settled by the Rector of Stoke, who, sitting as umpire, fixed the prices to be paid in accordance with the terms of the agreement arrived at at the last conference. I trust that the promised conference to settle what form future notices are to take will not be much longer deferred. It was to have been held long ago, but the holidays intervened, and now the winter will soon be upon us. No time should be lost now in coming to an understanding, for a repetition next year of the difficulties of last March would be lamentable in the extreme.

Was ever another district in this country so constantly and unfairly maligned as the Potteries ? Why it should be so is a mystery. No fiction is too wild, and no slander too outrageous, to utter about the Potteries. We could afford to laugh at such absurdities if it were not for the fact that they leave a general impression upon outsiders that, whether they are true or not, the potters must be a strange lot of people, otherwise such tales would not be told about them. Some time ago I was conversing with a party of friends in the journalistic world in London, and talk turned upon the conditions of life in North Staffordshire. I was explaining that all the stories told about us were mere caricatures, and that the Pottery folk were just as kind-hearted and wholesome-minded a community as would be found anywhere in the country. Then a voice broke in, '' That's all very well, you know, but where there's smoke there's fire, and these stories would never get about unless there was something at the bottom of them all.'' This kind of impression seems to prevail widely in the country respecting the Potteries and Potteries people. The latest critic is the Vicar of St. Paul's, Burslem, who has issued a sensational and highly-flavoured appeal for funds, painting the district in most startling colours. Nobody, of course, objects to the Vicar beautifying his church, keeping the fabric in proper repair, and raising its finances to a position which will enable it to discharge its parochial functions in an adequate manner. But he might have stopped at the statement that his parish offers a splendid field for active Church work, a statement which would probably have achieved his purpose as effectively as any other form of appeal. But he seems to have drawn largely upon his imagination. '' His parish,'' he states, '' contains 12,000 people, being all poor pottery labourers, suffering under a great depression in the local industry.'' This sentence contains only three mis-statements. The 12,000 people are '' not '' all pottery labourers, and even if they were, they are not all '' poor,'' in the ordinary sense of the word, while to say that they are suffering under a great depression of local industry is a statement utterly at variance with the facts, for the potting trade, as is well-known, has not been so well employed for years as it is now. Then the Vicar goes on to tell us that certain streets in his great parish (where the residents, we must not forget, are all '' poor pottery workers '') are '' sad to contemplate,'' being '' dens of drunkenness and vice.'' Now anyone who knows St. Paul's Parish at all intimately, will at once refute any such suggestion as being grossly unfair and uncharitable. But still worse follows. '' I am continually having,'' says the Vicar, '' to deal privately with pitiful cases of immorality, rescuing fallen young women. The factory girls of my wife's guild tell her that she can have but a faint idea of the temptations of their work. Over one hundred girls have passed through my wife's hands in three years. Some of the girls of the parish we have helped to become nurses : one of the saddest cases is just entering on her work as matron of a small orphan institution. The field here is white unto the harvest ; miles of streets are living practically in heathenism and sin.'' And much more of the same kind of stuff. Naturally enough, the people of the Potteries have protested against it in a most emphatic manner. Three of the first to dissociate themselves from Mr. Redgrave's

statements were fellow clergymen of his, the Rector of the great parish of Stoke, the Rural Dean of Hanley, and the Rector of St. John's, Longton. Thereupon the reverend critic shifted his ground somewhat, and wrote to the newspapers to say that the statements he made in his appeal cannot be held to "belittle the morality of our Potteries females," and suggested that people were not justified in drawing the inference from what he said that he was attacking the morals of the factories. Yet he also wrote: " . . . There is so much that one cannot allow to appear in print. In general, however, I may say that I have heard quite enough admissions from some of the most respectable pottery masters to make your readers stand aghast as to things which have taken place on our pot banks." It is statements like this which are so mischievous, and may do so much harm. Cases of immorality, we know, have occurred on potteries, as they have also done at universities, but it is as absurd to suggest that immorality is rife on the pot banks of North Staffordshire as it would be to make similar suggestions with regard to universities or churches. If Mr. Redgrave knew how keenly words like his wound the fine feelings of the vast majority of female pottery workers, he would never utter them, and probably when he comes to think things over, he will come to the conclusion that he might, after all, have chosen a better way of raising money for his parish than by giving the world so unfaithful a picture of his parishioners.

The new Burslem School of Art, which has been erected at a cost of some £8,000 on the site opposite the Wedgwood Institute, given by the late Mr. Thos. Hulme, of Macintyre & Co., Burslem, was formerly opened on October 10, by the Mayor, Mr. S. Gibson. The site of the building was claimed by Mr. Josiah Wedgwood, M.P., at the opening ceremony as "the cradle of the Potteries," for he declared that it was the actual site of the old Brick House, which stood near to the Brick House Works, where the first recorded pots were made in Burslem. Early in the seventeenth century the Brick House was in the possession of the Adams family, and later it was leased, together with the works, to Josiah Wedgwood, and it was here that the father of English potting commenced making his renowned cream-coloured ware. It was here, also, Mr. Wedgwood claimed, that Josiah Wedgwood brought back his wife when he married her, and here also that all his children were born. There seems to be some doubt, however, whether Mr. Wedgwood was strictly correct in his statements. The old Brick House factory used by Josiah Wedgwood stood on the site now occupied by the Burslem covered market, and the Wedgwood Institute, and it is believed that the house also stood on the same side of the street as the Institute. Anyhow, the site of the new school most assuredly has important historical associations. Another feature of the opening ceremony was the appropriate address delivered by Mr. E. R. Taylor, who was the first student at the Burslem School of Art, and for many years filled the important post of head master of the Birmingham School of Art.

The second annual meeting of the Potters' Merchants and Colliery Owners' Association was held last week at Stoke, when Mr. H. Scarratt, of Blythe Bridge, occupied the chair. The Association was formed in 1905 to protect the interests of potters' merchants and others. A financial statement was produced by Mr. W. H. N. Bannister, which showed that the organisation was in a satisfactory position, and the annual report, which was afterwards adopted, showed that the council had been making special efforts to ensure observance of the Secret Payments and Commissions Act, now in force—a measure which is of considerable importance to manufacturing potters, as well as to suppliers of material. Mr. A. Churchill Best, of James Best & Sons, Stoke, was added to the Council, and it was intimated that early next year a dinner and smoking concert would be held.

Many friends will join with me in warmly congratulating Mr. Cecil Wedgwood, of the firm of Josiah Wedgwood & Sons, Ltd., upon his unopposed return to the Hanley Town Council, for the Etruria Ward. Hanley has now two representative potters on its governing body. Messrs. Meakin and Wedgwood, both of them alert business men with an intimate knowledge of the potting trade and its requirements. Mr. Wedgwood was by no means the only candidate for municipal honours this November. At Burslem Mr. S. Gibson, the retiring Mayor, who is the head of the Albany & Harsey Potteries, sought election in the South Ward, Mr. W. J. Wright, glass and china dealer, 161, Newcastle-street, being one of his opponents. In the East Ward, Councillor W. E. Robinson's return was also opposed, but in the North Ward, Mr. A. H. Gibson, son of the Mayor, was returned without a contest. At Hanley, Mr. Wm. Lovatt, the Secretary of the Potters' Union, was engaged in a three cornered contest in the Wellington Ward, and Mr. Wm. Sandland, the founder of Messrs. Sandland's pottery in Ogden-street, sought election in the Cauldon Ward, active opposition being offered, however, by a sitting member of the Council, who retired from the Etruria Ward so as to make way for Mr. Cecil Wedgwood. At Stoke, Mr. W. B. Hackney was returned unopposed, as was also Mr. Percy Shelley, at Longton, where, in the St. James Ward, Mr. H. J. Colclough, china manufacturer, contested the seat of Mr. Davis. At Newcastle, Councillor S. Myott, earthenware manufacturer, found vigorous opposition offered to his return from several quarters, and another candidate in the same town was Mr. Thos. Sanders, a potter. By the time, these lines are in print, the elections will be over, and no doubt many of the gentlemen whose names have been mentioned returned by substantial majorities. The local boroughs have definitely selected their mayors for the ensuing year, and the potting trade is well represented. Councillor W. B. Hackner, at Stoke, remains in office for another year, and the Burslem Council have succeeded in prevailing upon Alderman Sydney Malkin to succeed Mr. S. Gibson, whose year of office has been splendidly successful. At Longton, Alderman Edwards, J.P., C.C., the veteran china manufacturer, has been selected to occupy the civic chair for the sixth time—surely an unprecedented record in English municipal history. Mr. Edwards hopes, he told me, that his year of office will be the most successful year of all, and that he may be able to do something for his native town before it is over. The Alderman —who figured not long ago in our Portfolio of "Familiar Faces"—completes to-day (November 1) 38 years of unbroken service on the Longton Council, to which he was first elected as a councillor for St. Paul's Ward. In 1874-5 he first served the mayoralty, and in 1896 he followed the Duke of Sutherland as chief magistrate, continuing to hold office until 1900. He has been a county and borough justice since 1875. In spite of his age—he is now in his 76th year—Mr. Edwards retains remarkable vigour, and is just now enjoying the best of health.

One of the most serious fires which have occurred in Hanley for some time broke out in the early hours of October 10 at the New Hall Pottery, York-street, and was not extinguished until damage to the extent of over £1,000 had been done. The fire was caused by the heat from some recently fired enamelling kilns igniting the flooring of an adjacent warehouse, which was stocked partly with biscuit and partly with glost ware. The building involved also contained the aerographing shop and much valuable machinery. The outbreak was not discovered by one of the night employés until it had a firm hold, and when the brigade arrived the roof had already fallen in. The burning building was, fortunately, almost isolated from the main premises of the works, but the firemen had hard work to save a big warehouse at the rear, the woodwork round the windows of which was blazing when they came on the scene. The two upper floors of the premises concerned were completely burned out, but the kilns on the ground floor were scarcely injured at all. The fire caused much inconvenience as the firm were exceptionally busy at the time. The damage, both to stock and property, is covered by insurance.—The factory of A. E. Jones & Co., Palissy Pottery, Chancery-lane, Longton, was also the scene of a fire last month. It occurred on a Sunday evening, in one of the offices, and a joiner's shop, underneath, but was discovered in time, and the brigade extinguished the flames before serious damage had been done.

We have to record, and do so with much regret, the death of Councillor Jonas Mason, of Newcastle, who, for a number of years had been associated with the firm of Geo. Jones & Sons, Ltd., Stoke. Mr. Mason took a chill early in October, and, congestion of the lungs supervening, he died a fortnight afterwards. He came of a Newcastle family whose history can be traced to the sixteenth century. For some years he was a vice-president of the Newcastle Conservative Club, and his popularity in the ancient North Staffordshire borough was shown by his election to the Town Council in 1902 at the head of the poll. He took an active interest in educational and other public work, and his interest on behalf of the poor was shown in many liberal private donations and subscriptions to various funds. Mr. Mason, who was 61 years of age, leaves a widow and four daughters.—Another loss has been sustained by Geo. Jones & Sons, Ltd., within the past few days by the death of Mr. Geo. Forrester, who had been an employee of the firm for more than 47 years. His funeral at Hartshill Cemetery, on October 15, was largely attended. Mr. Chas. Jones and Mr. Eric Jones represented the firm, and wreaths were sent by the directors, the workpeople at the factory, and by deceased's colleagues in his own department.—The death is reported to have taken place at Birmingham of Mr. George Tunnicliff, son of the late Major Wm. Tunnicliff, of the firm of Taylor, Tunnicliff, & Co., Ltd., Hanley. The deceased gentleman, who was a manufacturer at Birmingham, and lived at Harborne, was found dead in his house on October 3. The deceased formerly lived in Hanley, where his family is held in much regard.

Manufacturers in this district have learned with much satisfaction that the Natal Government have withdrawn the Bill by which it was proposed to increase the licence fees payable by agents

of foreign firms and commercial travellers. It will be recalled that the North Staffordshire Chamber of Commerce took vigorous action on this matter in September, when. J. & G. Meakin, Ltd. of the Eastwood and Eagle Potteries, wrote pointing out that the Bill would seriously affect English potting firms in their relations with the South African markets. The proposal of the Natal Government was to increase the duty for representatives of oversea firms from £10 to £25, and while the £10 licence permitted the holder to represent any number of firms, the £25 licence was only to entitle him to trade for one single firm, an additional £25 being payable for every additional firm he might represent. The Chamber brought the matter under the notice of the London Chamber of Commerce, and also communicated with Lord Elgin, and the Governor of Natal, and the result of the machinery thus put into operation has been that nothing further will be heard of the project. Manufacturers ought to be glad that they have an organisation which looks after their interests so thoroughly and to such good purpose.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

TAKING the glass trade of the entire country, there is good reason for stating that, though it is better than it was in the late autumn of 1906, the volume of business is not satisfactory, nor are the profits of manufacturers. In Stourbridge and Wordsley, where continued attention is given to excellence of production, better prices are obtained for goods than generally rule, but those goods are, piece for piece, of higher value than the ordinary. Round the furnaces some really fine work continues to be turned out in table ware, especially in light-stemmed champagnes, clarets, and wines, the ornamentation of which is left more to the engraver than to the cutter, the body of metal not affording the latter artisan a proper opportunity of displaying his skill. A large proportion of these goods are merely printed, grace of form being relied upon as a sufficient attraction to buyers. The claret jugs, decanters, and other articles to match are well made, and the whole form a beautiful collection, equal to what was done in the glasshouse in the best days of our forefathers. More substantial crystal goods are, of course, constantly being manufactured, though not in as large quantities as was once the case. Such shrinkage as there is shows itself in the cutting shops of all but the really leading glass works, and many frames are only working short time. There has been a good deal of attention paid to the quick production of electroliers, shades for incandescent gas lights, and oil-lamps in new designs. Many of these were put upon the market early in September, with the result that they were quickly copied by our foreign rivals, and the imitations put upon the British market at somewhat lower price than our own. With London and the chief provincial cities a good trade is being done in cut and pressed dessert dishes, &c., also in coloured flower stands of much beauty, in readiness for the convivial season. It is gratifying to know that the apprentice glass-blowers at the Technical Institute and school of design are justifying themselves and their teachers, the only thing to regret being the paucity of numbers. If only Stourbridge youths would apply themselves more to study, they would reap great benefit in after life. They possess a natural aptitude which is full of promise, and which many will envy. Something has been said, arising out of the speech of Mr. Lloyd George in Manchester, as to the consumption of strong drink and the keeping of "Saint Monday" by working men, and it is gratifying to be able to state that of late years there has been a great improvement in this respect in she Stourbridge and Wordsley district. Men are more self-respecting than formerly, and the number of confirmed topers is certainly less than formerly. In Birmingham similar testimony is given, but there are temptations in a great city that do not obtain in small towns and boroughs. But if we go to one of the leading glass manufacturers—to Mr. Murray, J.P.—we find that his experience is that there is more sobriety than used to prevail, say, in the seventies. He employs about 200 people, and says that not 1 per cent. stay away on a Monday morning. A quarter of a century ago it was a common thing, he adds, to see an employer in the smoke-room of a public-house and the men in the bar.

There is continued briskness at Spon-lane, where light-house and other lenses, &c., are produced. The firm is just installing a light for use at Strumble Head, near Fishguard. The weight of the lenses, with table, &c. (which revolves in a bath of mercury), is 4½ tons, and the light will be visible 18½ miles. There is a good deal doing in rolled glass in fancy designs, also in ship lenses, &c. The looking-glass trade is fairly brisk, but more work could be done, and would be done were it not for the cheap stuff sent in by Continental houses. Plate-glass bevellers have had moderate employment during the past two months.

In Lancashire things are hardly as bright in the glass trade as when last reported upon. Business in Warrington, either in bottle or flint, is certainly not brisk, but there are indications of an early improvement in the latter branch. Whether it will last long is doubtful. At St. Helens, at the Cowley Hill works of Pilkington Bros., Ltd., the great plate-glass manufacturers, a serious fire occurred, as reported last month, the damage done exceeding, it is said, £30,000. Fortunately, the firm are insured, and dealing with the work of repair, &c., in an energetic manner. About 2,000 people are employed at the Cowley Hill establishment, and, in addition, a great number at the busy sheet-glass works in St. Helens proper. The bottle-makers of the town have had a moderately good season, but present prospects are not encouraging. The dispute between Turner & Co., Ltd., the proprietors of the St. Helen's Junction Glass Works, and their apprentices has come to an end, but not until recourse had been had to the magistrates' court, compensation being awarded to the youths where circumstances justified the step.

The condition of the flint-glass trade in Manchester is not altogether satisfactory. The demand for goods is sluggish, and a serious shrinkage that will affect both blowers and cutters is anticipated. Molineaux & Webb and Burtles, Tate & Co. are rather busier. Bottle makers have had a fair amount of employment, considering the unpropitious summer season, but the outlook for the rest of the year is not promising. Steam tube makers keep busy with the execution of both home and foreign orders, and the demand for machinery glass continues strong, and is likely to remain so for at least half of the coming year.

In South and West Yorkshire the glass bottle trade has undergone some fluctuations since the publication of our last article two months ago, and present prospects, except as regards the machine branch, are far from rosy. In that branch further inventions for the quick production of jars and wide-mouth bottles are being brought out. They are mostly in small details, but lend themselves, as of course intended, to quicker production and the perfection of the article manufactured. As indicated in last month's POTTERY GAZETTE, the output of machine-made bottles is likely to increase very quickly, especially in plain goods, and there is reason to believe that the new system will be introduced into the "medical" branch. If this prove successful, it will have an important effect upon the Yorkshire trade, and, indeed, upon the bottle-glass trade of the United Kingdom. Taking ærated bottles, the spell of genial weather in September and the first half of October

was of little service; it came too late in the year. Some repeat orders have come to hand, but the near approach of winter has had the effect of causing home buyers to hold their hands, and there is already a marked decrease of production, owing to the adoption of the system of the men "playing" every alternate week, or, in some instances, one week in three. This is strongly manifested in part of the Barnsley district, and in Castleford. In Hunlset there is less activity, though a fair quantity of medical bottles are being made, both on shipping and home account. At Castleford—which has suffered much of late years so far as the glass trade is concerned—there has been about an average output of carboys and other large articles, these latter to the order of chemists and manufacturing confectioners. In Wakefield and Thornhill Lees there is a falling off in the production of mineral water bottles, owing to the decline in the demand for these beverages. The season is described by some firms doing a home trade as "the worst experienced during the last thirty years." Only for a week or two in the height of the summer was there a brisk sale. To make matters worse, certain of the chemicals used in the production of effervescing drinks have advanced in price. The export trade done is below the average, so far as Yorkshire is concerned. On the other hand, the demand for jam-jars and bottles for fruits preserved in their natural state has been fairly good. The former articles are now almost exclusively machine made, and the output of them and of similar goods at Knottingley and a few other places is very considerable, and appears to be increasing. The manufacture by machine of corks and crown bottles is also growing, and this, of course, operates against the interests of the old-style bottle-blowers—a body of men who have been for many years well employed at good wages, but who for some time have suffered much for lack of regular work and accompanying wages. The export trade has been comparatively quiet, owing, in part, to the large importation of bottles from the Continent, some of which have been re-shipped to our Colonies and other places. The matter has been taken up by several trade societies, and resolutions have been passed asking the Government to insist upon a mark of origin being stamped upon all glasses before being sent to this country. The idea is not received with much favour by dealers, and opponents of the system say that stamping would be no remedy, for buyers look mainly to cheapness, and the foreign bottles received here—the higher grades—are well made, and also are cheap. Both masters and workmen are affected, and they agree that to find a remedy is not easy. Several of the latter are suggesting a renewal of the endeavour to unite the bottle-glass and the flint-glass makers' societies in order to strengthen the position of the members; but it is difficult to see how this would enable them to fight the foreign competitor successfully, or—what they would like to see done—to limit, if not put an end to, the making of bottles and jars by machinery.

In York City business has been fairly good, and a full average amount of medical bottles and of glasses for scientific purposes, turned out. Further north there is a less satisfactory condition of things. Bottle makers have not had full work for long together, and at the time of writing trade is dull except with leading firms. Much the same is the case in the flint houses, especially in the Newcastle district. The importation of cheap goods from the Continent has somewhat decreased, but the competition with home-made articles is still strong.



THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

ROCKINGHAM prospects have shown a substantial improvement since the publication of our October issue, in which there were some remarks about the disadvantages under which manufacturers suffered, solely because of the want of a reasonable agreement amongst themselves. This much-to-be desired agreement has at last been accomplished. During the course of October, all the Scottish manufacturers have joined in it, so that the performance of the new order of things is in a manner assured. Selling prices are in process of being rectified, partly by the increase of the actual quotations, and partly by the cutting down of the discounts heretofore allowed. The prices, therefore, are now on the much-needed higher grade, and while they are not so high as to excite the resentment and opposition of the consumers, they are sufficient to clear the makers from the risk of positive loss, which hitherto they have been incurring, through the increased cost of fuel, lead, and other raw materials needed in the production of the ware.

Action has been taken to combat the empty bottle abuse referred to in last issue as having attracted the practical attention of the aerated water manufacturers and Beer Bottlers' Association of Edinburgh and District. In the Edinburgh Sheriff Court during October, perpetual interdict, with expenses, has been granted against a Portobello merchant, at the instance of the Wellpark Brewery, Glasgow, and the Heriot Brewery, Edinburgh, these being backed by the Association. This of course, is merely a "danger-signal" case, designed to put a stop to practices that, owing to the licence permitted, have become general all over the country. The stamped and embossed beer bottles of the two brewers named had been cleaned out and put into the whisky trade, and it is to stop this that the interdict has been granted. Other prosecutions and similar interdicts may follow; but if the association holds to their new rule of charging for all bottles sent out, and only crediting for those empty bottles that are returned, the abuse, and the concurrent dishonesty of practice will die out automatically.

During the first week of October the fine, dry weather that was characteristic of September continued, and the retail houses of our trades did well. After that week, however, the weather broke up disastrously, and the middle fortnight of the month has been about the worst in remembrance, for wind, rain, and ruinous floods. It has practically held our retail businesses at a standstill, and at the date of writing it looks as if October were likely to go on in the same way to the close. Owing to the falling in of the half-yearly rent paying term in November, that month is always a quiet one with retail traders, so that the outlook for them now offers little, if any, distinct promise, until the approach of the Christmas and New Year celebrations, if indeed, the big strikes which at present threaten permit any revival of activity even then.

Since the last time of writing, the prospects of trade generally—wholesale and retail—have distinctly darkened. The cereal crops of the country, which promised most bountifully a month ago, thanks to the fine weather in September, have largely been ruined during October. All over the country, ungarnered and rotting crops spoil the aspect of the landscape, and former experience has taught us that this will exercise a baneful influence during the succeeding winter on the call for pottery and glass goods of ordinary domestic patterns. Except here and there, the fishings

around Scotland have been fair, which reckons, of course, for something on the other side of the account.

The season of jam-jar production is now well forward to its finish, and happily it has been good for the makers all through ; a big bulk called for, and prices at least safely above the mark of loss. This well-sustained demand for jars has been caused largely by the phenomenal abundance and cheapness of plums, native and foreign.

The Gazette.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

SNEDDON, JAMES & Co. (James Sneddon, John Craig, and Alex. Shearer), 25 to 31, Queen-street, Glasgow, glass and china merchants. Oct. 5. Debts by J. Craig and A. Shearer, who continue. (Oct. 18.)

SPANNER BROS. (Fredk. Spanner and Albion Spanner), 144 and 144a, High-street, Newport, I. of W., china merchants, &c. Sept. 21. Debts by A. Spanner, who continues. (Sept. 27.)

WILD BROS. (Thomas Clarke Wild, James Shelley Wild, and Herbert Augustus Wild), Edensor Crown China Works, Longton, china manufacturers. Oct. 5. Debts will, in the usual course of trade dealing, be received and paid by T. C. Wild and J. S. Wild, who continue. (Oct. 11.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

CLUNAS TILES AND MOSAICS LTD. A petition having been presented to the Court of Session at the instance of J. Smith & Son, 17, Bath-street, Portobello, builders, & ors., for the winding up of the company by the Court, an Interlocutor having been pronounced, dated Oct. 9, allowing answers within eight days after intimation. Agent, J. Chalmers, 28, George-street, Edinburgh.

CLYDE POTTERY CO. LTD.—Claims to Welsh, Walker & Macpherson, 33, Cathcart-street, Greenock.

Notices of Release of Trustees.

BOULTON GEORGE M., 69, Craven-park-road, Harlesden, china and toy dealer. Tr., E. L. Hough, Bky. Ct., O.R.

BOYSON WM., 17, Warrington-road, Platt Bridge, Hindley, earthenware dealer. Tr., T. H. Winder, Bolton, O.R.

PORTEOUS NEVILLE L., Priestpopple, Hexham, china dealer. Tr., Thomas Gourlay, Newcastle-on-Tyne, O.R.

STUBBS WM., Hill-crest, Caverswall-lane, Blyth Bridge, and Robert Stubbs, Upper Belgrave-road, Longton, china manufacturers. Tr., F. T. Halcomb, Newcastle, Stafford, O.R.

Orders Made on Application for Discharge.

FINNEY BROS. (Vincent Joseph Finney and Edmund Francis Finney trading as), Staffordshire warehousemen, 6 and 8, St. James's-walk, and 1 and 2, Suffolk-street, Clerkenwell, E.C. The order of adjudication in this case was made in June last, the bankrupts having filed their petition in the same month. They applied on Oct. 24 to Mr. Registrar Giffard, sitting at the London Bankruptcy Court for an order of discharge. Mr. Daniel Williams appeared as Assistant Receiver, and reported that the joint liabilities to rank for dividend were estimated at £3,650 14s. 7d. The trustee intimated, however, that proofs of debt had been lodged and admitted for £2,371 6s. 6d., the bankrupt's father having reduced by £1,414 his proofs of £2,199 12s. 9d. The Official Receiver estimated that the total unsecured liabilities amounted to about £3,785, including the said claim now withdrawn for £1,414. The difference between that figure and the bankrupt's estimate was due partly to the fact that sundry claims had been slightly underestimated in the statement of affairs, and partly to the bankrupt's father having proved for a proportion of rent which was treated as recoverable by distress. The joint assets, which were estimated to produce £1,150 4s. 2d., had realised £598 4s. 5d., and the trustee reported that he expected that a further sum of about £350 would be received. The difference between that estimate and that of the bankrupt's seemed to be due principally to the fact that the stock-in-trade and business effects produced considerably less than was anticipated. The trustee expected to pay dividends of about 5s. to 6s. in the £. The bankrupts said that they had neither separate estates nor liabilities. It appeared that having previously been in the employment of their father, who had been for many years a dealer in glass, china and earthenware at 6 and 8, St. James's-walk, and 1 and 2, Suffolk-street, Clerkenwell, E.C., they agreed, in September, 1903, to purchase the business. They had £250 capital of their own, and the purchase price was fixed at £1,500, of which the stock-in-trade was taken as worth about £570, the book debts about £100, and the balance of £830 represented the goodwill. They had since traded as partners at the beforementioned premises, which they held as tenants of their father at a yearly rental of £169, no portion of which, however, had been paid. The bankrupts admitted that though proper books of account had been kept for their father's business they did not examine them or inquire as to the past profits, and they agreed to pay their father the £1,500 on his own valuation. They said that on account of the purchase price they had paid him only £286. They attributed their insolvency to bad trade in consequence of keen competition, to bad debts, and to the defalcations —about £200—of an employé. They admitted that they were aware of their insolvency in January last, and that, if the amounts due to their father for the purchase price of the business were to be taken into account, they had been insolvent practically throughout the duration of their trading ; but they maintained that they knew that their father would not press them for his claim. It seemed that fresh trade liabilities, to the extent of £100, had been incurred since January last ; but the total unsecured indebtedness had not been increased since that date. Proper books of account had been kept for the business by the bankrupts, and yearly balance sheets and profit and loss accounts were prepared. All the unsecured liabilities represented debts incurred in connection with the business, including money borrowed by the bankrupts for the purposes of the trading, and rent and balance of the purchase money for the business due to their father. As offences the Assistant Receiver reported that the bankrupts' assets were not of a value equal to 10s. in the £, and that they had continued to trade after knowing themselves to be insolvent. The bankrupts did not dispute the findings of the Official Receiver, and no creditor appeared to oppose the application. His Honour, in upholding the Official Receiver's report, said that he did not regard the case as a bad one, and the discharge would only be suspended for the minimum period of two years. Order accordingly.

MORRIS ANNA, 2, the Postern, and the Market-house, Brecon, glass and china dealer. Sept. 5. Discharge refused.

Private Meetings.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

DOBBS T., china dealer, Bath. A meeting of the creditors of the above was held recently when a statement of affairs was submitted showing liabilities amounting to £6,909. Of that amount £2,610 7s. was in respect of trade creditors and bills ; and £3,869 was due to cash creditors. The bank were partly secured creditors for £489 13s. 5d., and they held as security a life policy of the debtor's which left a deficiency of £429 13s. 5d. The assets, after allowing £110 7s. 9d. for preferential claims, were expected to produce £3,183 12s. 3d., or a deficiency of £3,727 8s. 2d. The assets comprised stock-on-trade, £3,022 ; book debts, estimated to produce £250 ; and household furniture valued at £20. It was stated that the liabilities included a sum of £1,800 due to the debtor's wife. It appeared that the debtor purchased the business about sixteen years ago, paying something like £2,000 for it. The greater portion of the money was raised by means of a mortgage on an annuity possessed by the wife, but the debtor himself found £500. Five years ago a further sum of money was raised by the wife, and was used for the purpose of paying off an overdraft at the bank, and reducing the creditors. From time to time the debtor had obtained financial assistance from other relatives, and in respect of these advances no less a sum than £2,000 was now owing. The business had been carried on at a loss for several years. No balance sheet or trading account had been prepared, and it was, therefore, impossible to say where the leakage had occurred ; and no definite explanation could be given as to the heavy deficiency shown. An offer was made to pay a composition to the trade creditors of 6s. 8d. in the £, by four equal quarterly instalments, to be secured by a deed of assignment, with a committee of inspection, and the greater number of the cash creditors agreed to postpone their claims. The trade creditors wished to appoint an accountant of Stoke as trustee, but this was refused by the debtor. After a lengthy discussion the meeting was adjourned. The adjourned meeting was held at Bath, when it was reported that several of the trade creditors at Stoke would not accept a composition of 6s. 8d. in the £. The debtor then made an offer of a composition of 10s. in the £, by instalments spread over a period of eighteen months, and the cash creditors agreed to withdraw their claims until the composition had been paid. This offer was accepted by the creditors, and Mr. D. Hatt, of Bath, and Mr. Frederick Geen, of Stoke, were appointed as joint trustees. The committee of inspection nominated at the first meeting were approved of, with the addition of the representative of Poppleton & Appleby, and one other creditor.

FLETCHER CHARLES, china dealer, 187, New North-road, London. A meeting of the creditors of the above was held on the 9th ult., when a statement of affairs was submitted showing liabilities amounting to £563 5s. 5d. After allowing £45 for preferential creditors the assets were estimated to produce £292 1s., or a deficiency of £271 4s. 5d. The assets were made up as follows :—Stock-in-trade, £241 3s. 10d. ; book debts, £32 19s. 7d. ; cash, £6 17s. 7d. ; horse

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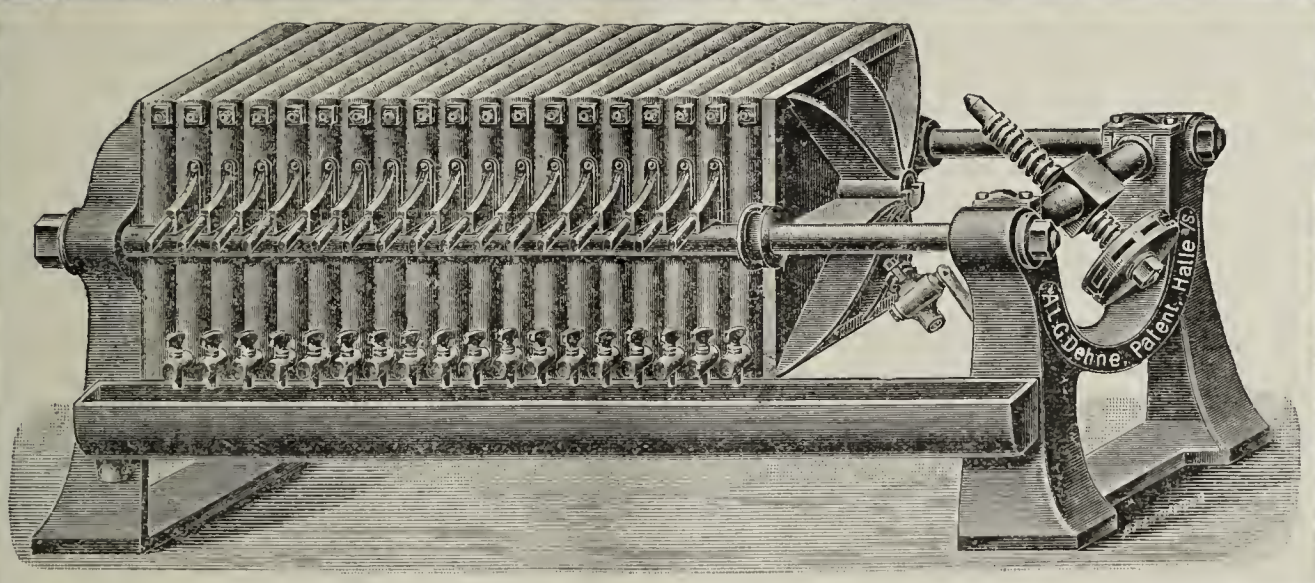
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and trap, &c., £35; and furniture, £21. It was stated that the debtor had, on a previous occasion, consulted his creditors. This was in 1905, when a relative came forward and offered to pay a composition of 10s. in the £ by three instalments. The debtor's relative advanced a sum of £130, which had not been repaid, and he now appeared as a creditor for that amount. Since that time the debtor's turnover had been £4,532, while his expenses totalled £1,018. His drawings had not exceeded £2 5s. per week. He had no offer to make to the meeting, and it was suggested that the estate should be dealt with under a deed of assignment. It was also suggested that the debtor's relatives, whose claims totalled £155, should stand aside until the other creditors had received at least 5s. in the £. The debtor promised to consult his relatives, and if they assent the matter will be dealt with under a deed of assignment to Mr. Brock, manufacturers' agent, of Thavies-inn, Holborn-circus.

Fonseca Julia, china and glass dealer, 249, Old Kent-road, S.E. A meeting of the creditors of the above was held on the 7th ult., when a statement of affairs was submitted showing liabilities to unsecured creditors amounting to £339 1s. The assets, after allowing £36 15s. for two quarters' rent, were estimated to produce £23 5s. The assets were made up as follows:—Stock-in-trade, estimated to produce £45; fixtures and fittings, £5; and household furniture, £10. It appeared that the business was founded in 1875 by the debtor's husband, and he carried it on successfully for many years. In 1905 he was taken ill, and died last year. He died intestate, and it was stated that he left practically nothing. No proper books of account had been kept, and no trading figures could be given; but it was stated that the drawings had amounted to about £80 per annum. The estimated loss on trading during the past year was £100, and the medical expenses in connection with the illness of the debtor's husband totalled a similar sum. Included in the liabilities was an amount of £63 10s., being the balance of a loan by the debtor's brother (Mr. Solomon). This loan had been made during the past fifteen months, and no interest had been paid upon it. On behalf of the debtor Mr. Solomon made an offer of 2s. 6d. in the £ in cash, and after some discussion it was decided to accept this, provided all the creditors agreed to the proposition:—The following are creditors:—S. B. Solomon, £63; Jonas, Lang & Co., £65; Reeves, £65; Hodge, Plymouth, £22; Le Persoone & Co., £29; Gilbert, £21; Cama Molla Co., £12; Greener & Co., £10; A. Mortimer, £10; Dornberger & Co., £10.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—Eds. P. G.)

Dobbs Francis Treadwin, 20, Milsom-street, Bath, china dealer. Assignment upon trust to secure the payment of a composition of 10s. in the £, by six equal quarterly instalments, commencing three months from date hereof, to creditors in first part of the schedule, and when such composition, costs, &c., paid, trustee to assign to the creditors in the second part of the schedule or as they shall direct. Dated Oct. 9. Filed Oct. 12. Liabilities unsecured, £5,225 8s. 2d. Property, after deducting secured claims, £3,292. Trs., Douglas R. Hatt, Bath, accountant, and another. Secured creditors, £60. The following are creditors:—Aron Bros., London, £12; Doulton & Watts, London, £10; R. Johnston & Co., London, £11; M. D. Jacobs, London, £25; J. Lockett, London, £23; H. Mayer & Co., London, £72; A. Matthews & Co., London, £13; C. Nestle, London, £26; H. Price & Co., London, £36; Rowe & Edwards, London, £81; Sanderson & Young, London, £18; Villeroy & Boch, London, £39; — Woodruff, London, £500; Benjamin & Co., Bath, £13; "Bath Pictorial," Bath, £20; Miss Hulland, Bath, £25; Lavis & Son, Bath, £28; T. D. Ransford, Bath, £17; A. Scott & Son, Bath, £13; Gould & Son, Bath, £20; F. Ealand & Co., Bath, £15; Rev. H. J. Heard, Bath, £201; Miss Lydeard, Bath, £40; Stevens & Williams, Brierley Hill, £71; Pounteney & Co., Bristol, £28; J. & W. Langfield, Bristol, £41; L. W. Dean, Burslem, £12; G. & J. Hobson, Burslem, £12; Keeling & Co., Burslem, £251; J. Macintyre & Co., Burslem, £20; Cauldon Co., Cauldon-place (Staffs.), £13; Miss E. S. Dobbs, Exeter, £100; Crown Staffordshire Co., Fenton, £65; Jackson & Gosling, Fenton, £56; G. L. Ashworth & Bros., Hanley, £25; C. Ford, Hanley, £19; T. Bright, Ifracombe, £970; Mrs. Bright, Ilfracombe, £340; E. Asbury & Co., Longton, £18; Anchor Porcelain Co., Longton, £18; Wileman & Co., Longton, £17; Hammersley & Co., Longton, £92; Achille Bloch, Paris, £31; Atlas China Co., Ltd., Stoke-on-Trent, £15; W. T. Copeland & Sons, Stoke-on-Trent, £345; Grimwades, Ltd., Stoke-on-Trent, £49; Mintons, Ltd., Stoke-on-Trent, £52; Pointon & Co., Stoke-on-Trent, £11; Wedgwood & Sons, Stoke-on-Trent, £53; Wiltshaw & Robinson, Stoke-on-Trent, £78; Boulton & Mills, Stourbridge, £56; Muckley & Co., Stourbridge, £22; H. G. Richardson & Sons, Stourbridge, £22; Webb & Corbett, Stourbridge, £26; Watcombe Pottery Co., Torquay, £12; "Wiltshire Times," Trowbridge, £14; Hollinshead & Kirkham, Tunstall, £14; Robinson, Son & Co., Warrington, £13; A. Dobbs, Wolverhampton, £69; Worcester Royal Porcelain Co., Worcester, £133; Rent, rates, wages, &c., £110; bankers' claims, £429.

Edwards Wm. Joseph, late off Warren-street, now Ottoxeter-road, Longton, earthenware manufacturer. Dated Oct. 1. Filed Oct. 5. Liabilities unsecured, £930 4s. 3d. Property, after deducting secured claims, £287 12s. 2d. Tr., F. Geen, Stoke-upon-Trent. The following are creditors:—Lucas & Son, Burslem, £154; G. Hassall, Cobridge, £19; G. H. Wilson, Longton, £126; A. Edwards, Longton, £310; — McDonnell, Longton, £19; Florence Coal and Iron Company, Longton, £57; Potters Mills (Locketts Mill), Longton £107; Taylor & Co., Longton, £45; Anderton Co., Stoke-on-Trent, £20; J. Jones, Stoke-on-Trent, £14.

Fletcher Chas., 187, New North-road, Islington, china and glass warehouseman. Dated Oct. 11. Filed Oct. 12. Liabilities unsecured, £608 18s. Property, after deducting secured claims, £337 9s. Tr., John Brock, 25, Thavies-inn, Holborn, china agent. The following are creditors:—S. Dornberger & Co., London, £23; — Enderlain, London, £17; R. H. Fletcher, London, £130; Gater, Hall & Co., Burslem, £37; W. J. Wood, Burslem, £22; Clarence Pottery Co., Ltd., Castleford, £15; W. Gill & Sons, Castleford, £33; — Myott, Cobridge, £18; E. Brain & Co., Fenton, £13; St. Louis Fine Art Pottery Co., Fenton, £18; New Hall Pottery Co., Hanley, £50; Kronester Martinlamitz, Oberfranken, £26; Porzellan Fabrik Schonwald, Oberfranken, £14; Mrs. Fletcher, Peterborough, £25; Ridgways, Stoke-on-Trent, £48; Greener & Co., Sunderland, £15.

Mayor John Wardle, trading as Mayor & Co., 175, Oxford-road, and 100, Alexandra-road, Moss Side, Manchester, and residing at Daisyfield, Westwood-avenue, Timperley, china, glass and oriental dealer. Dated Oct. 16. Filed Oct. 18. Liabilities unsecured, £2,416 3s. 2d. Property, after deducting secured claims, £472 5s. Tr., J. H. S. Matthews, 6, Booth-street, Manchester. Secured creditors, £236. The following are creditors:—H. E. Coulsting, London, £12; E. Evison & Co., London, £76; Faudel & Co., Ltd., London, £93; S. M. Franck, London, £28; Johnston & Co., London, £13; — Lambert, London, £10; M. Myers, London, £15; Priest, Marrians & Co., London, £11; Singleton, Benda & Co., London, £60; Stutchbury's, Ltd., London, £35; Westbury & Sons, London, £10; Clarke & Co., Basford, £15; Thomas Mayor, Brooklands, £1,176; Thomas Robert Mayor, Brooklands, £512; — Sharpe, Grantham, £80; T. Poole, Longton, £27; E. Frampton, Manchester, £25; A. H. Hunt, Manchester, £10; W. W. Tomlins, Manchester, £22; Fielding & Co., Stoke-on-Trent, £17; rates, £44; bankers' claims, £47.

Bankruptcy Proceedings.

Algar Ernest Albert Argus (trading as E. Algar & Co.), china and glass dealer, 127, Union-street, East Stonehouse, Devon. Mr. Registrar McCrea held a sitting for the public examination of this debtor on Tuesday, Oct. 8, at the Court House, East Stonehouse, when Mr. A. W. Mahany appeared for the debtor. It appeared that the debtor started trading some four or five years ago, in partnership with his brother-in-law, Mr. Cook, and traded as Cook Bros. They had a capital of £50 advanced by debtor's brother. There was no partnership deed. A deed of assignment was executed two years ago, but there had previously been an informal dissolution of the partnership. There were outstanding debts contracted in connection with the partnership. He was aware twelve months ago that he could not meet his engagements, but he continued to trade, and tried to get a partner. He said that he thought if he could get more capital into the business he could make it pay. Mr. Mahany asked that the case should be closed, and the Official Receiver agreeing the Registrar concluded the case.

Bettinelli Vitorio (trading as V. Bettinelli & Co.), 199, Old-street, and 2, Staff-street, Finsbury, marble and ceramic mosaic manufacturer. Adj., Oct. 1. At the London Bankruptcy Court, on Oct. 23, a sitting was held before Mr. Registrar Giffard for the public examination of this debtor, whose statement of affairs showed unsecured debts £1,714 4s., liabilities fully secured £97 0s. 6d., and estimated assets £196 19s. 1d. A deficiency of £1,517 4s. 11d. was accordingly disclosed. Mr. W. P. Bowyer attended as Assistant Official Receiver. It appeared from the Official Receiver's observations that the receiving order was made upon the petition of a creditor, the act of bankruptcy being the seizure and sale on July 27 last of the debtor's goods under an execution. He had been adjudged bankrupt at the first meeting of creditors held on Sept. 24. No resolution was passed; the Official Receiver accordingly remained trustee of the estate. The debtor is an Italian, and states that he came to this country in 1878, and after having been employed in the trade until 1885, began business as a marble and mosaic worker. The business was continued latterly at 2, Staff-street, Finsbury, and 199, Old-street, E.C., under the style of V. Bettinelli & Co., until July last, when his effects

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were sold under an execution. From September, 1906, to May last, he also dealt in mosaic jewellery. The debtor attributed his insolvency to loss in trading and on contracts for mosaic work, bad debts, heavy household and personal expenditure, and loss on the forced sale of his stock and effects. According to his deficiency account the debtor had sustained the following losses, &c. :—Bad debts, £214 10s. 5d. ; loss on contract for mosaic work at the New State Restaurant, Manchester, £319 8s. 10d. ; do, at the Sessions House, Old Bailey, £130 ; loss on forced sale of stock, &c., £795 ; household and personal expenditure, £468 ; and net loss in trading, £290 5s. 8d. The books of account produced, consisting of a cash book, expenses, invoice, order and bill books and customers' ledger, do not sufficiently disclose the debtor's business transactions or financial position. With the exception of a trifling sum for goods supplied for household use, and services rendered, all the unsecured liabilities are business debts. The debtor states that he has sold tho whole of his household furniture at intervals during the last three years, and tho few articles at his residence belong to his wife. Tho debtor having been examined by the Assistant Receiver upon his trading and affairs his Honour ordered the examination to be concluded.

Goy Evelyn, late glass and china dealer, 42, Nelson-street, late 23, Trinity-street, Gainsborough. In this failure the unsecured liabilities are stated to be £57 5s. 3d., and the assets, £2 1s., or a deficiency of £55 4s. 3d. The following are creditors :—D. Siggs, Thonney, £20 ; W. Yates, Gainsbro', £22.

Holt George Frederick (lately trading as George Morton & Co.), glass merchant and manufacturers' agent, 19 and 21, Wilson-street, Finsbury, E.C. Under this failure a statement of affairs has now been filed, and it discloses liabilities £954 17s. 11d., and assets, consisting of good book debts £320 11s. 10d., and doubtful £179 19s. 6d., and bad do. £74 7s. 11d., estimated to realise nil. A deficiency of £634 6s. 1d. is accordingly shown. The following are the Official Receiver's observations :—The receiving order was made on a creditor's petition, the act of bankruptcy being that on January 29, 1907, the debtor gave notice to his creditors that he had suspended payment of his debts. The first meeting of creditors was held on June 21, 1907, when resolutions were passed for bankruptcy, and for the appointment of Mr. Alan Clarke Vincent, of 34, Gresham-street, E.C., Incorporated Accountant, as trustee of the estate. The adjourned public examination of the bankrupt is fixed for October 25, 1907, at 12 noon, at the Court, Bankruptcy-buildings, Carey-street, London, W.C. It appears from the statements of the bankrupt, whose full name is George Frederick Louis Holt, that he commenced his business in 1897, when he was only nineteen years old, at 19 and 21, Wilson-street, Finsbury, with a capital of £25, and that he carried it on at the same address until May last, when the landlord distrained for rent. The bankrupt attributes his failure to losses through the falling off of trade, and through sending out goods to the Colonies in excess of the orders received, which goods were afterwards sold for what they would fetch. The bankrupt has kept accounts of his transactions with his creditors and customers, but has never prepared profit and loss accounts or balance sheets. The unsecured liabilities are wholly in respect of ordinary trade debts. The bankrupt states that he lives in furnished apartments, and has no household furniture. The following are the principal creditors :—H. F. L. Stender, Glashutte-hei-Lamspringe, Hanover, £309 15s. 2d. ; Haldenwanger, W. Charlottenburg-hei-Berlin, £16 4s. ; H. Hanfland, Berlin, £22 15s. 1d. ; F. Hofman, Dresden, £107 4s. 3d. ; York Glass Co., Ltd., York, £10 14s. 8d. ; A. Hartrodt, St. Mary-at-Hill, E.C., £16 4s. 5d. ; Brady & Martin, Newcastle-on-Tyne, £38 10s. 1d. ; Fettke & Ziegler, 20, Great Winchester-street, E.C., £277 2s. 7d. ; Eclipse Glass Works, Clapton, N.E., £15 9s. 9d. ; Glass Supply Co., Bermondsey-street, S.E., £18 7s. 2d. ; Moores de Soulles & Co., Basinghall-street, E.C. £32 2s. ; H. J. Sydney, Tower Bridge-Approach, S.E., £11 5s. 6d. ; Langguth & Schum, Germany, £10. A sitting for the public examination of the debtor was held on October 25 at the London Bankruptcy Court, before Mr. Registrar Brougham. In reply to Mr. G. W. Chapman, who appeared as Official Receiver, the debtor bore out statements contained in the observations, and the examination was ordered to be concluded.

Jacobs Koloski (known as Gershon Jacobs, and formerly trading in partnership as Morris & Jacobs), china dealer, formerly 48, Duke-street, Houndsditch, E.C. At the London Bankruptcy Court, on October 24, the statutory first meeting of creditors was held under this failure, a receiving order having been made against the debtor on October 11 upon the joint petition of J. M. May & Co. and Willibald, Tweer & Co., the act of bankruptcy alleged being notice of suspension of payment. Mr. Solomon Myers represented the debtor, and Mr. Albert Osborn (Osborn & Osborn) appeared on behalf of the petitioning creditors. The Chairman reported that a statement of affairs had been filed by the debtor, and it disclosed liabilities £5,202 10s. 5d., of which £5,151 10s. 5d. were estimated as expected to rank, and estimated net assets £263 4s. 11d. A deficiency of £4,888 5s. 6d. was accordingly disclosed. In his deficiency account, dating from October, 1904, the debtor returned his household and personal expenditure at £1,350, bad debts at £346, loss on trading at £421, and depreciation in the value of stock as now estimated for realisation at £440. He added that he was deficient to the extent of £150 in October, 1904. It appeared that debtor began business as a fancy goods importer in March, 1903, at 20, Houndsditch, E.C., with a capital of £20. In 1904 he joined in partnership his brother-in-law, M. Shoolmann, and they began trading as china dealers at 48, Duke-street, Houndsditch, E.C. He found £30 capital for that business at the outset, and afterwards provided a certain amount of stock. No deed of partnership was executed. The trading was conducted under the style of Morris & Jacobs, but it was found impossible to make the business pay, and it was eventually abandoned. The trading involved him in a considerable loss. He had since traded as a fancy goods importer. Some eight months ago he was sued for the first time ; lately a number of creditors had sued him, and some had obtained judgments. Some six weeks before his failure Emery & Co. levied execution at 21, Houndsditch, but he managed to pay them out. On September 21 another execution was, however, levied, and at the date of the receiving order the sheriff was in possession. Shortly before the failure a private meeting of the creditors was held ; he then offered to pay a composition of 4s. (partly guaranteed) in the £, but it was not entertained, and it was resolved that the estate should go into bankruptcy. The debtor attributed his failure to want of capital, loss in trading, competition, depreciation in the value of his stock, and other causes. Mr. Myers submitted no offer of composition on the debtor's behalf, and a resolution was accordingly passed for the appointment of Mr. E. H. Hawkins, incorporated accountant, 4, Charterhouse-square, E.C., as trustee, to wind up the estate in bankruptcy. A committee of inspection was also appointed. The public examination is fixed for November 21.

Mills Hunt & Co. (Henry Hunt Mills trading as), china and glass dealers, &c., 138, 140 and 142, Holland Park-avenue, W., and 75, Gordon-road, Ealing. Under a receiving order made in this case on Oct. 11, the statutory first meeting of creditors was held on Oct. 23 at the London Bankruptcy Court, Mr. G. W. Chapman, Official Receiver, presiding. The Chairman, having dealt with the many proofs of debt lodged, reported that the debtor had lodged a draft statement of affairs showing liabilities £7,329 2s. 3d., and estimated assets £7,254, less a considerable sum due to preferential creditors. According to the debtor's statements he began business at the above premises in 1869, and for twelve years he traded under the style of H. Hunt Mills. A few years after starting the business increased, and he then took premises at 9, Norman-terrace. The trading proved very successful, but his health eventually broke down, and he was compelled to go abroad. In 1881 he joined two other persons in partnership, and traded with them under the style of Hunt Mills & Co., he being simply a sleeping partner. During the partnership he gradually withdrew his capital. A dissolution was arrived at in 1888, when a sum of £500 was due to him from the firm, and that money was afterwards paid to him. In 1888 he began the business of an estate agent at Southsea, and carried it on until a few months ago. In 1905 he repurchased the business carried on in Holland Park-avenue ; he gave £850 for the goodwill and fixtures, and bought the stock at a valuation of £1,200 or £1,300. Tho business was a losing concern at that time, but his brother lent him £700, and he (debtor) was possessed of considerable property at Southsea and elsewhere, part of which he had since realised, the proceeds being put into the business. Since June, 1906, the entire management of the business had been in his hands. The trading had, however, been unsuccessful, although he had improved it since taking over the business. In August last, in consequence of bad trade during the summer, and mismanagement of the china and ladies' outfitting departments by overbuying, he found himself in financial difficulties and unable to meet his engagements. Accordingly he consulted his principal creditors, who advised him to place his affairs in the hands of a firm of accountants, and they prepared a statement of his affairs. The statement was submitted to his creditors, and they passed a resolution for bankruptcy. The debtor attributes his failure to bad trade during the summer season, overbuying, and want of capital. There was no offer of composition before the meeting, and a resolution was passed for the appointment of Mr. Robert Spence, of 6, Wardrobe-place, Doctor's Commons, E.C., as trustee to wind up the estate in bankruptcy. The following committee of inspection was also appointed :—Mr. H. J. Adamson (John Howell & Co.), Mr. H. F. Jones (Ryland Bros., Ltd.), and Mr. C. C. Walker (Fore-street Warehouse Co.). The bond to be given as security by the trustee was recommended at £3,000. The public examination of the debtor is fixed for Nov. 27.

Solly Henry Cosby, china dealer, &c., &c., 7, High-street, and 1, Island Wall, Whitstable. This debtor attended at the Guildhall, Canterbury, last month, for his adjourned examination. Mr. A. K. Mowll appeared on behalf of the debtor, and Mr. Mercer represented the trustee. After the debtor had been questioned at great length by Mr. Mercer and by the Official Receiver the Registrar ordered the case to be concluded.

Shufflebottom Eva, earthenware dealer, 35, Great Ancoats-street, Manchester. The statement of affairs filed in this case shows unsecured liabilities amounting to £184 13s. 4d., and net assets estimated at £83 13s. 7d., or a deficiency of £100 19s. 9d. The

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following are creditors :—Davison & Son, Ltd., Burslem, £16 ; M. & J. Guggenheim, London, £13 ; James Johnson, Manchester, £16 ; Samuel Johnson, Burslem, £16 ; Rigby & Stevenson, Hanley, £11 ; Sampson Smith, Longton, £24 ; Wm. Shufflebottom, Manchester, £11 ; Job Shufflebottom, jun., Manchester, £25 ; J. Unwin & Co., Longton, £12.

WEBSTER WILLIAM, 178, Woodcock-street, Kingston-upon-Hull, glass and china dealer, &c. The first meeting of creditors in this case was to have been held last month at the Official Receiver's offices, York City Bank-chambers, Lowgate, Hull, but no creditors appeared, and no resolutions being therefore passed the estate will remain with the Official Receiver to be dealt with in the ordinary way. The gross liabilities were stated at £442 15s. 9d. Two creditors are fully secured for £320, leaving £116 15s. 5d. to rank for dividend. The free assets amount to £41 19s. 8d., thus leaving a deficiency of £74 15s. 9d. The alleged causes of the failure were want of capital, law costs in connection with the purchase and mortgage of property, and to being out of employment for five months. The debtor states that he started business in December, 1904, with a capital of £90, which he had saved as a journeyman. He bought the house and shop, 179, Woodcock-street, for £380, and paid £90 on account, and raised the balance on mortgage. Debtor continued to work at his trade and in his absence the shop was managed by his wife. The only book of account kept was a rough memorandum. The unsecured liabilities comprise one creditor (debtor's mother) for a loan £99, and seven creditors for trade debts. The fully secured creditors hold first and second mortgages on 178, Woodcock-street, to secure £290 and £30 respectively, the latter being in respect of law costs. The first mortgagees also hold as collateral security a policy for £325 on debtor's life, taken out in October, 1904. At the date of the receiving order the sheriff's officer was in possession under an execution levied at the suit of the second mortgages, who had previously issued a writ for the recovery of the amount due to them. Debtor states that until he was served with a writ he had always looked upon his stock, furniture and equity in the property as being of sufficient value to meet his unsecured debts.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

GAS-FIRED POTTERS' OVENS, No. 20,964.—L. L. Grimwade and E. Brookfield. Novel or improved construction of gas-fired potters' ovens or kilns. Sept. 21, 1907.

GLASS BOTTLES, No. 21,353.—T. W. Simpson. Improved machine for manufacturing glass bottles. Sept. 26, 1907.

GLASS VESSEL, No. 20,826.—M. Ehrhardt. Glass vessel. September 19, 1907.

INKPOTS, No. 20,790.—J. B. Y. Guille. Improvements in inkpots. Sept. 18, 1907.

POTTERS' PLASTER MOULDS, No. 20,467.—W. Owen. Improvements in potters' plaster moulds. Sept. 14, 1907.

SECURING PLAQUES, No. 20,805.—H. Burgess. Method of securing plaques, dishes, plates, tiles and the like in boxes for transmission. Sept. 19, 1907.

STOPPERS FOR BOTTLES, No. 20,820.—H. W. Barton. Improvements in or connected with stoppers for bottles, jars and the like and in the method of manufacturing the same. Sept. 19, 1907.

TREATING GLASS SURFACES, No. 21,968.—R. Hogan. New or improved compound for treating glass furnaces. (Date applied for under Patents' Act, 1901, Jan. 9, 1907.)

TRAYS, No. 21,049.—E. T. Pendleton and L. W. Pendleton, trading as W. Pendleton & Sons. Improvements in trays for attachment to plates, dishes and saucers. Sept. 23, 1907.

Specifications Published.

1906.

24,272.—Murray. Kilns or ovens for firing pottery, porcelain, bricks, and the like.

27,564.—Desgraz & Schmidt. Method of working gaseous fuel furnaces for treating glass, steel, and other substances and for other similar purposes.

27,747.—Czigler & Eotvös. Kilns for burning bricks, lime, and like materials.

1907.

15,114.—Wertheim. Bottles.

2,264.—Arbogast. Ovens for manufacturing wired glass.

13,775.—Banford. Poison bottles.

9,151.—Boult (Vereinigte Zwiesler und Pirnaer Farbenglaswerke Akt.-Ges.) Manufacture of glass tiles.

9,575.—Pease. Apparatus for use in the manufacture of articles of glass.

11,485.—Hürlimann. Bottles or jars and the like. (Date applied for under International Convention, Sept. 5, 1906.)

4,478.—Schmatolla. Vertical kilns for burning limestone and other substances.

14,337.—Cairns. Jars for holding preserves and the like.

Designs.

509,906-11.—J. & W. Wade & Co., Flaxman Tile Works, Burslem.
509,943.—Weiss & Biheller, 70-1, Chiswell-street, E.C.
510,075.—Lewis & Towers, Hartwell-street, Dalston, N.E.
510,076-7.—French Flint Glass Bottle Co., Ltd., 6-7, Long-lane, Aldersgate-street, E.C.
510,394.—Grimwades, Ltd., Stoke-on-Trent.
510,403.—G. V. de Luca, Marvelstone, Sunbridge-Avenue, Bromley.
510,504.—Burtles, Tate & Co., Poland-street, Manchester.
510,505.—Godwin & Hewitt, Ltd., Victoria Tile Works, Hereford.
509,230.—R. H. Plant and S. L. Plant, Tuscan Works, Longton.
509,837.—H. J. Pearce, 274, New Cross-road, S.E.
510,395.—Schindler & Co., 9, Aldermanbury-avenue, E.C.
510,614.—Johnson Bros. (Hanley), Ltd., Stoke-on-Trent.
510,616.—C. W. McNay & Sons, Bridgeness Pottery, B'oness, N.B.
510,612.—H. S. Welcome, Snow Hill-buildings, E.C.
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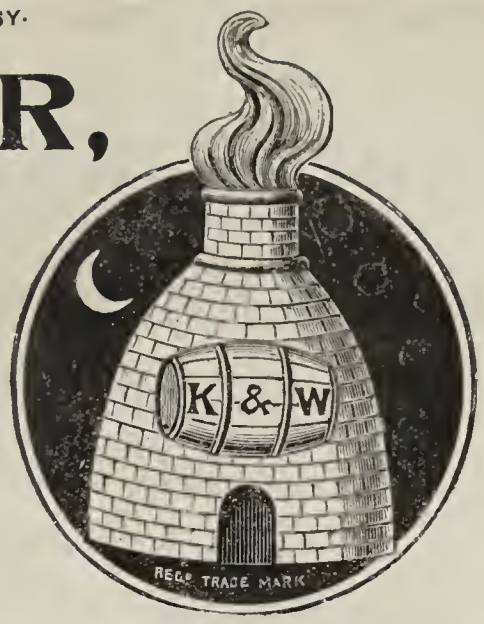
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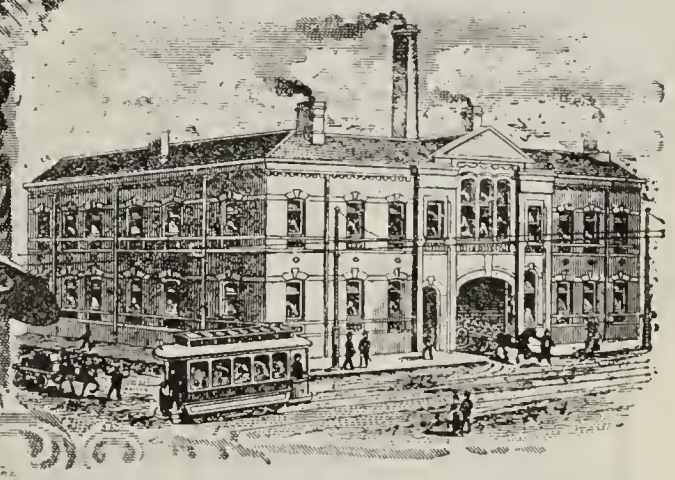


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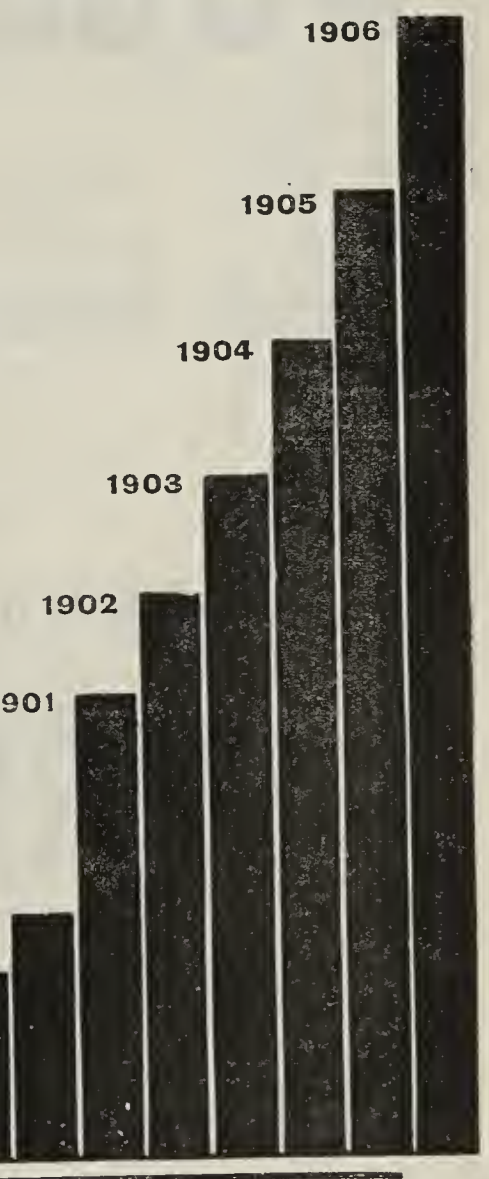
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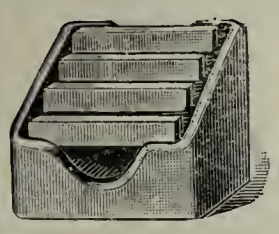
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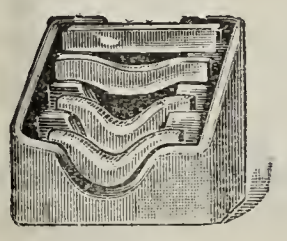
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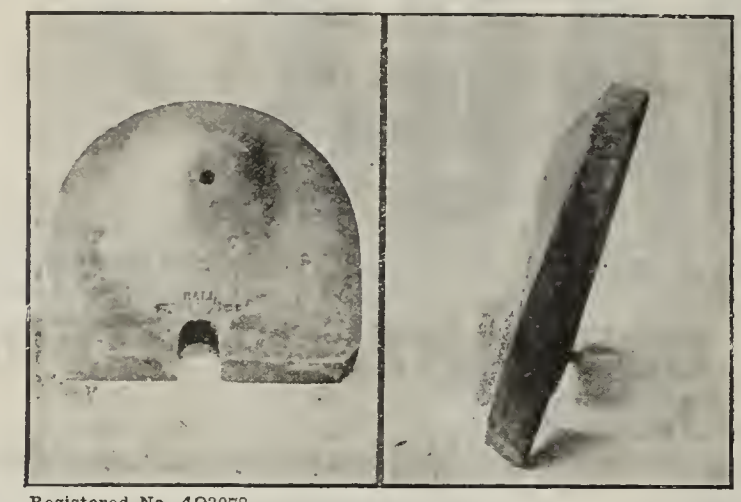
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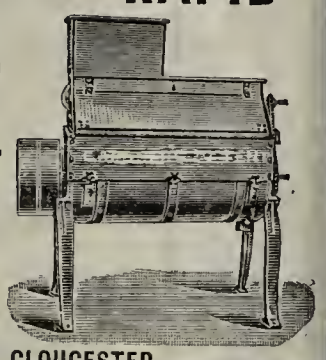
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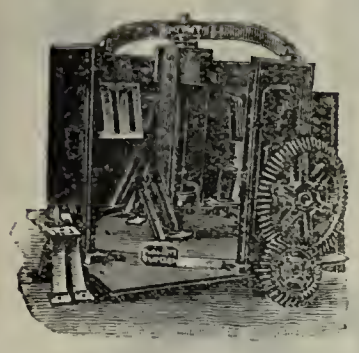
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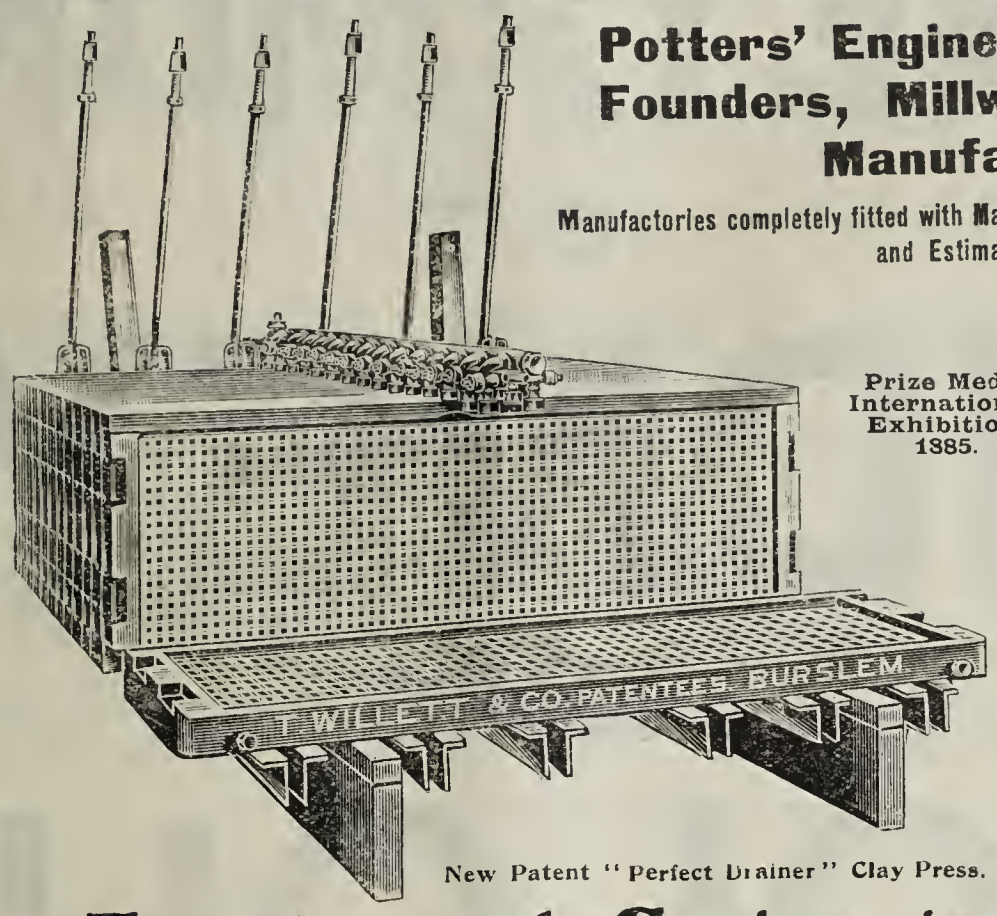
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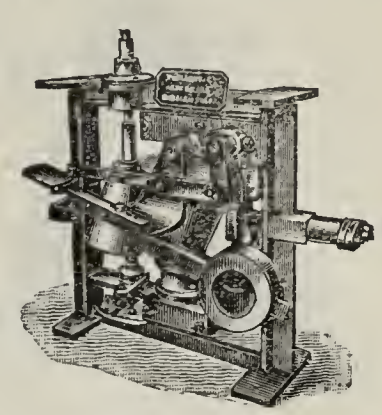


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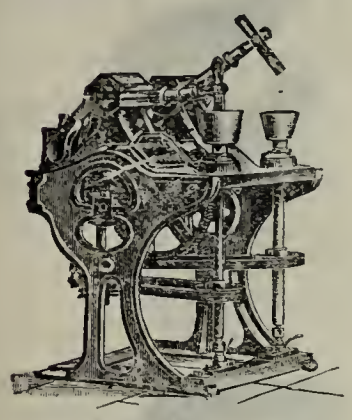
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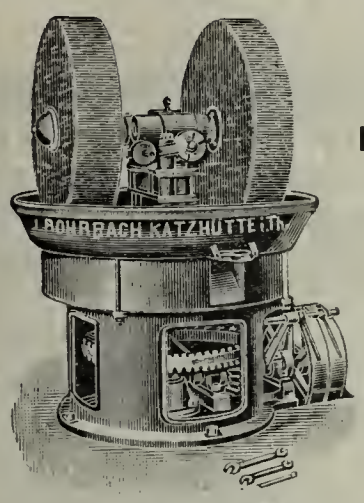
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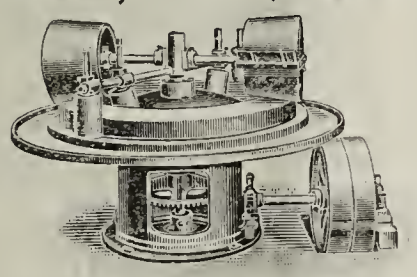
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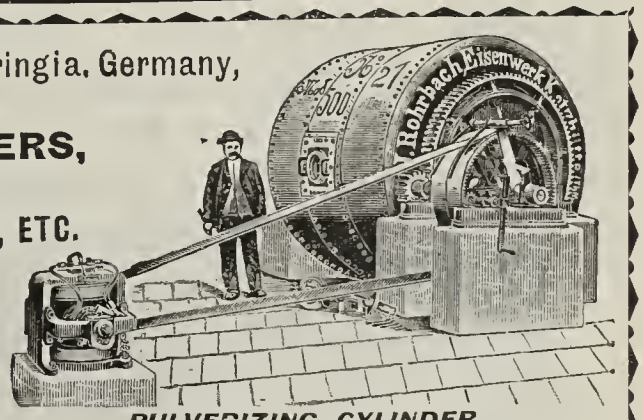
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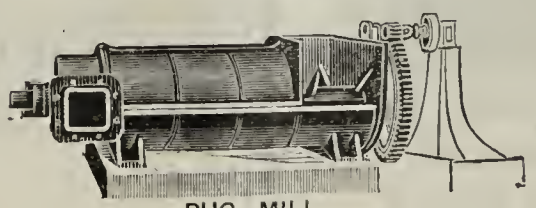


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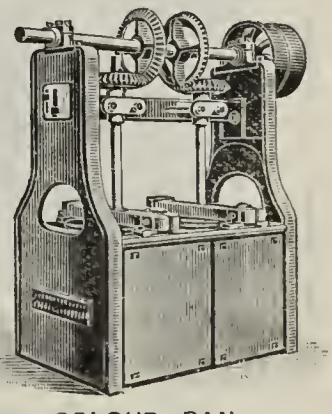
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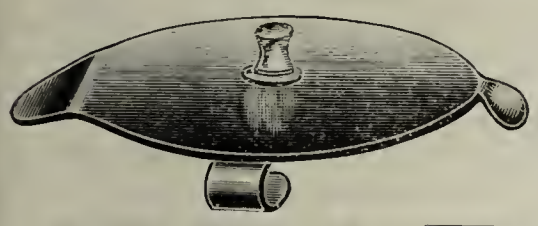
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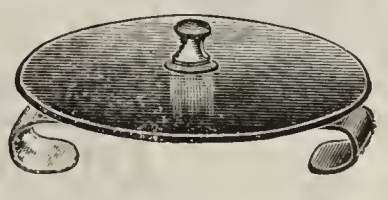
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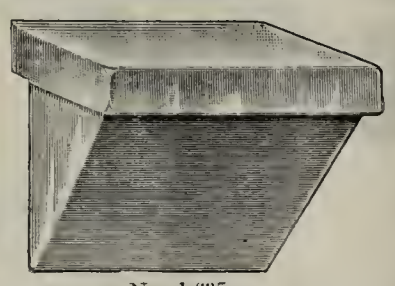
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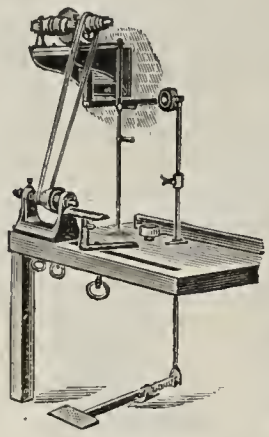
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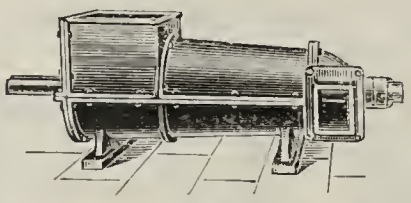


Potter's Lathe.

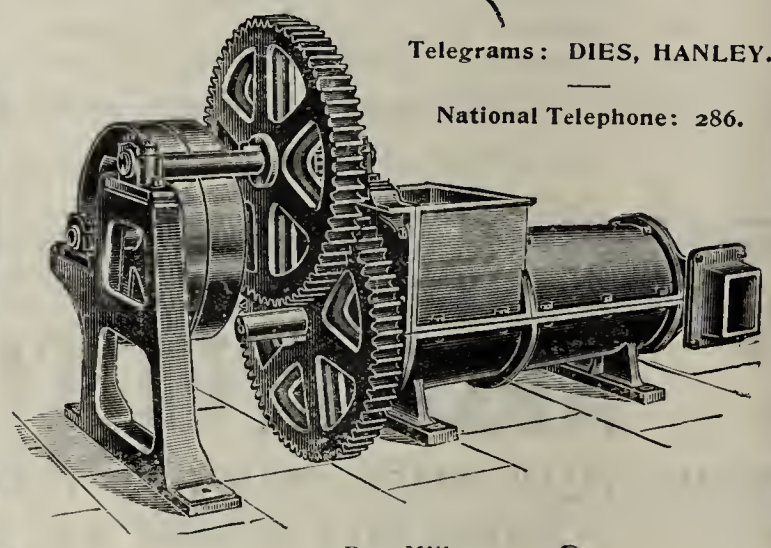
Telegrams: DIES, HANLEY.

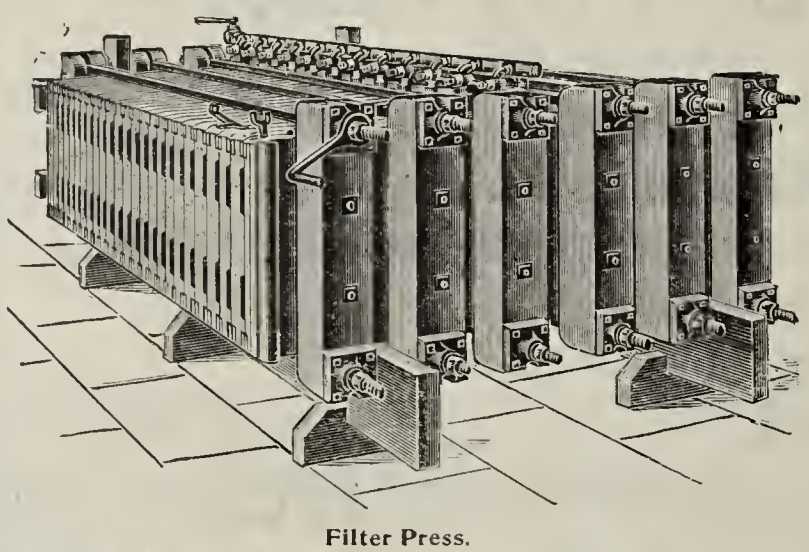
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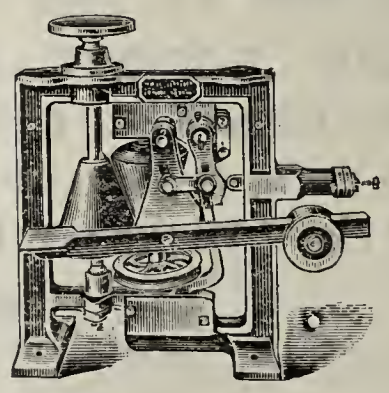


Pug Mill (without Gearing).



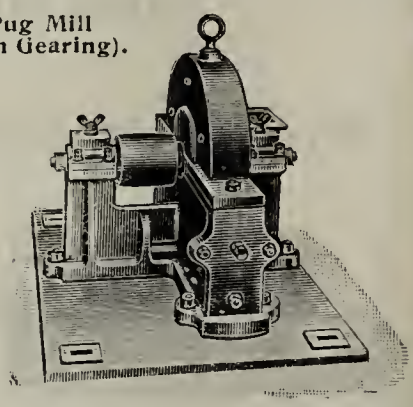


Filter Press.

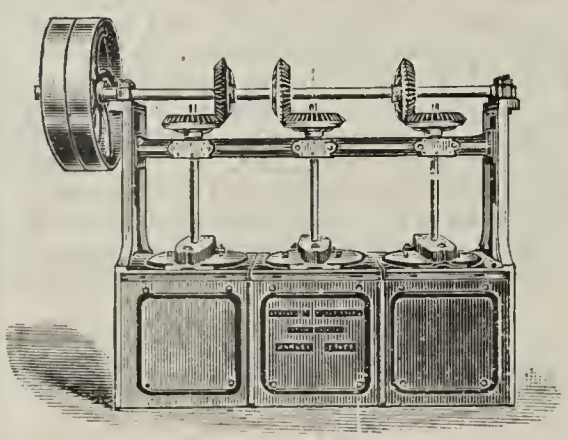


Throwing Wheel.

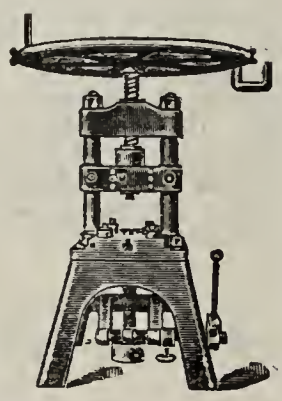
Pug Mill (with Gearing).



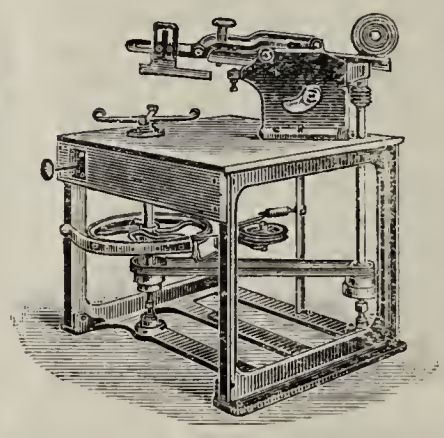
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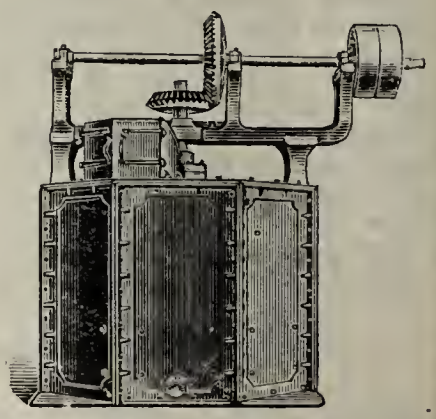
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All alterations for January issue must reach us by December 23rd.

All announcements for this Heading for January issue must reach us by December 28th.

Special Trade Announcements

☞ Firms who wish to place Miscellaneous Advertisements in local papers without giving their name and address can have the replies addressed to the "Pottery Gazette" Office, 8, Broadway, Ludgate Hill, London, E.C. Intimation must first be sent to us of this being done.

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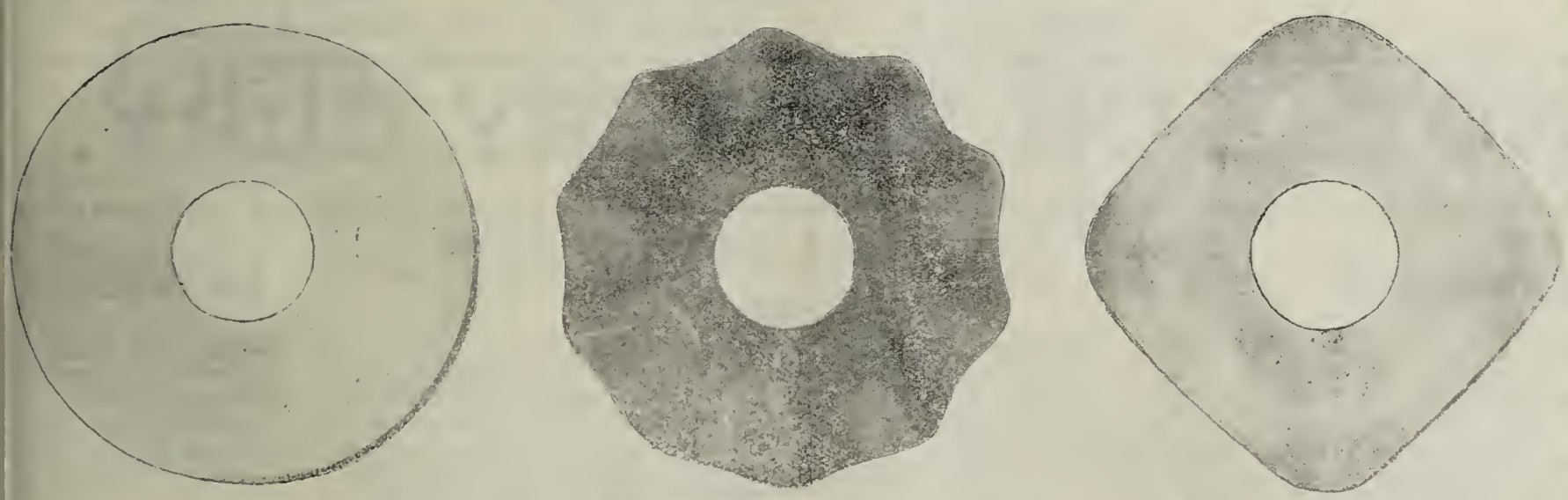
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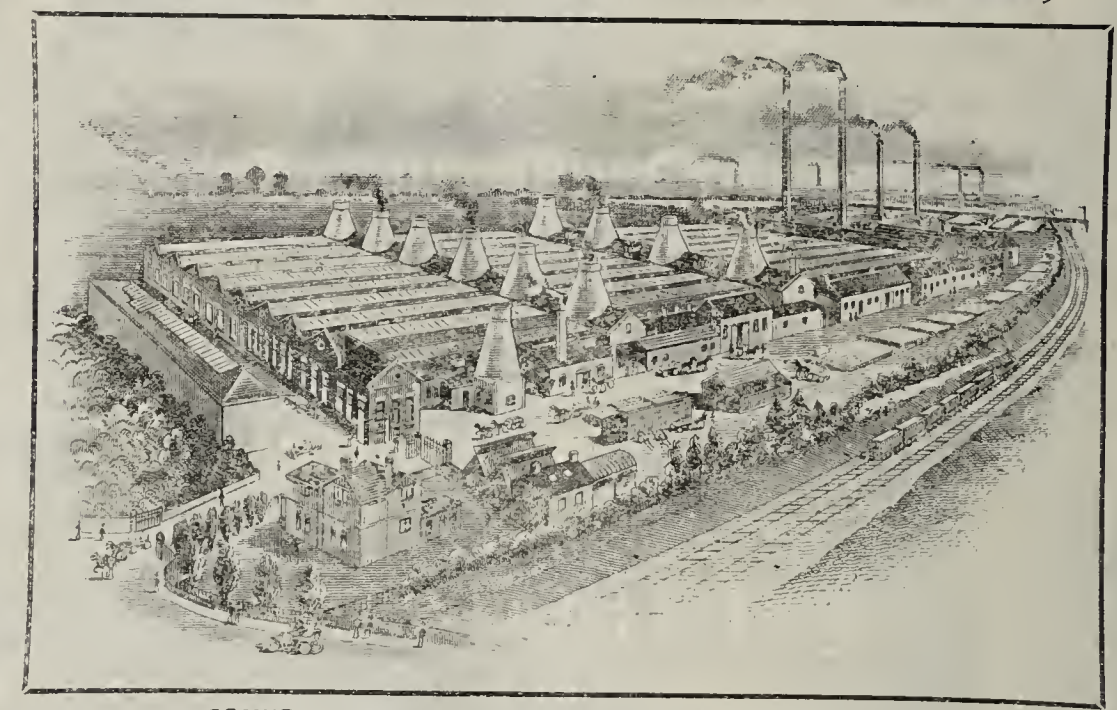
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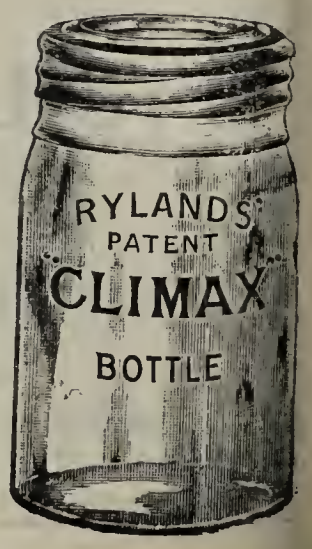
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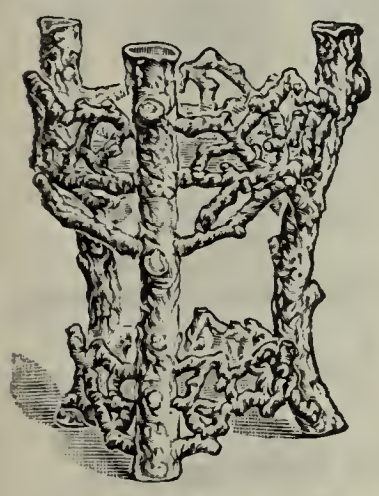
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Haviland, Theodore	*Porcelain Ware*	1370
Heath, Thos.	*Earthenware, Majolica, &c.*	1380
Heraeus, W. C.	*Liquid Gold, &c.*	1402
Hewitt & Leadbeater	*Flower Holders, Art Pottery, &c.*	1365
Hill & Co.	*China*	1363
Hingley, L. & S., & Sons	*Glass*	1359
Holdcroft & Co.	*Thermoscope*	1335
Hucks, E. J., & Co.	*Auctioneers, Valuers, &c.*	1348
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Hulme, Thos.	*Potters' Merchant*	1455
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Hülsen J., & Co.	*Opaque Glazes*	1447
Jenkins, John	*Agent*	1379
Jenkins, S.	*Basket Manufacturer, &c.*	1458
Johnson Bros. (Hanley) Ltd.	*Earthenware*	ii
Johnson, Matthey & Co.	*Liquid Gold*	1400
Jones, Albert E., & Co.	*General & Decorated Earthenware*	1362
Jones, John	*Potters' Materials*	1448
Kay Brothers, Ltd.	*Pottery Cements*	1458
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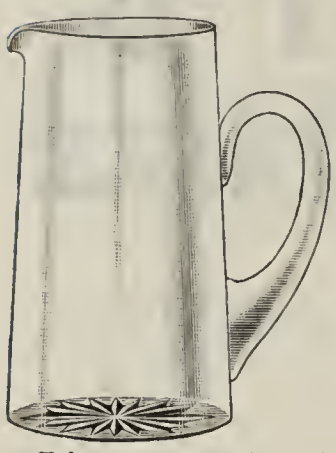
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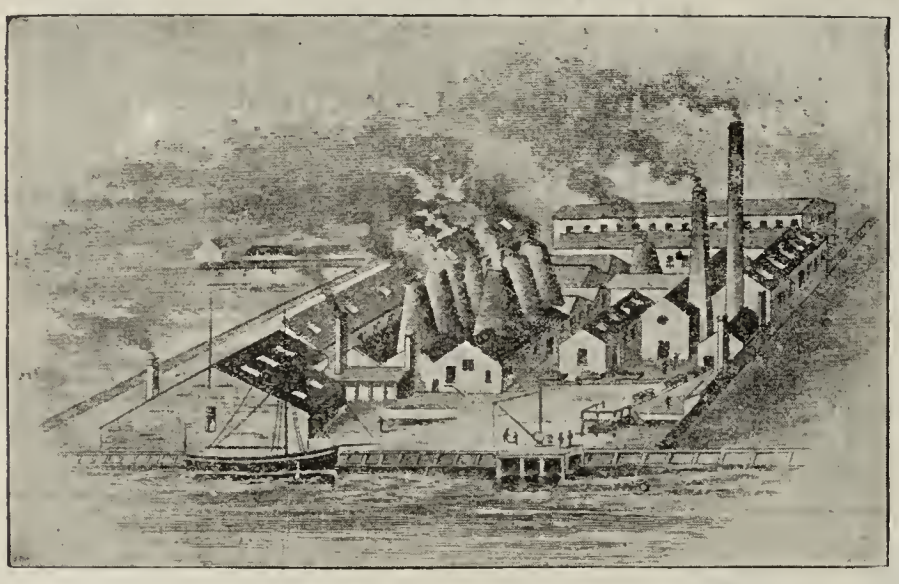
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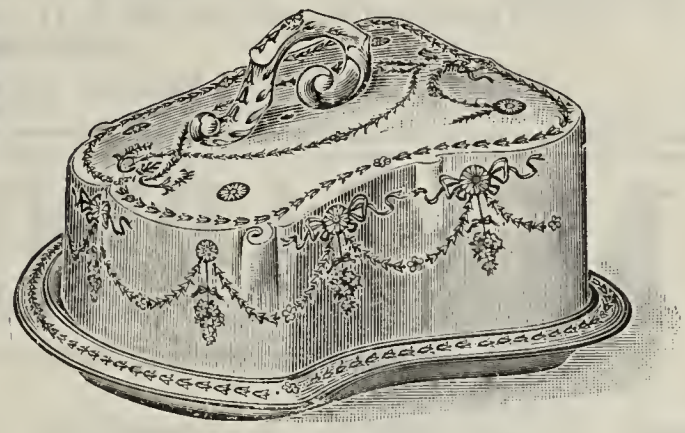


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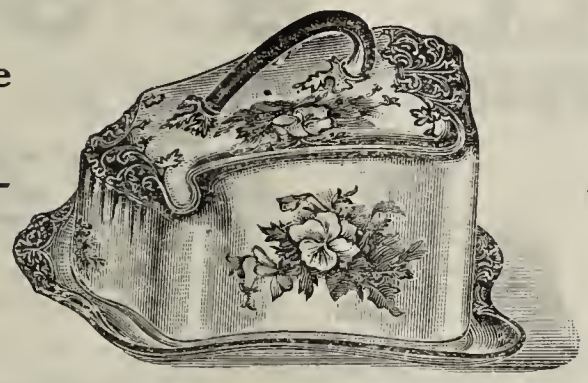
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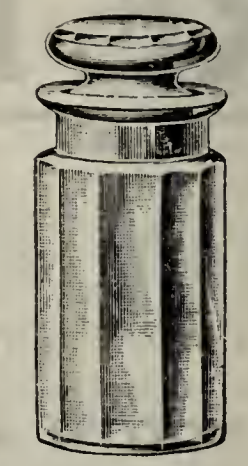
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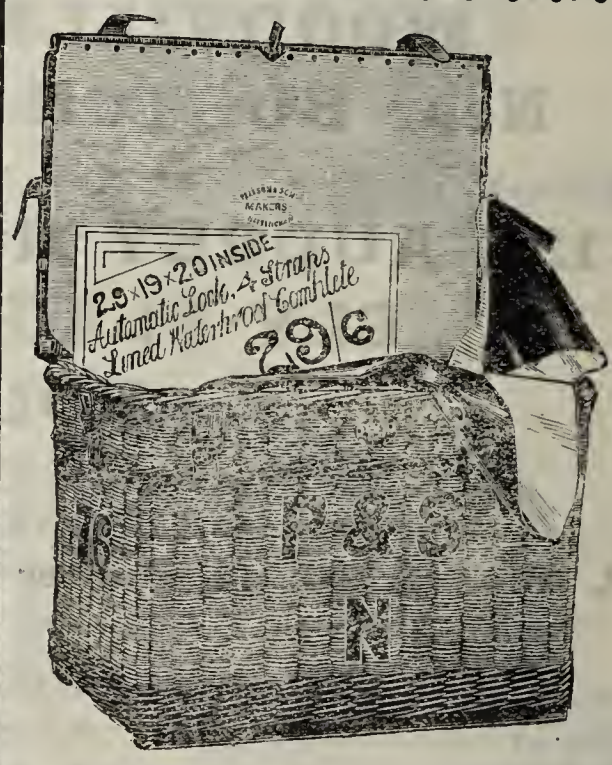
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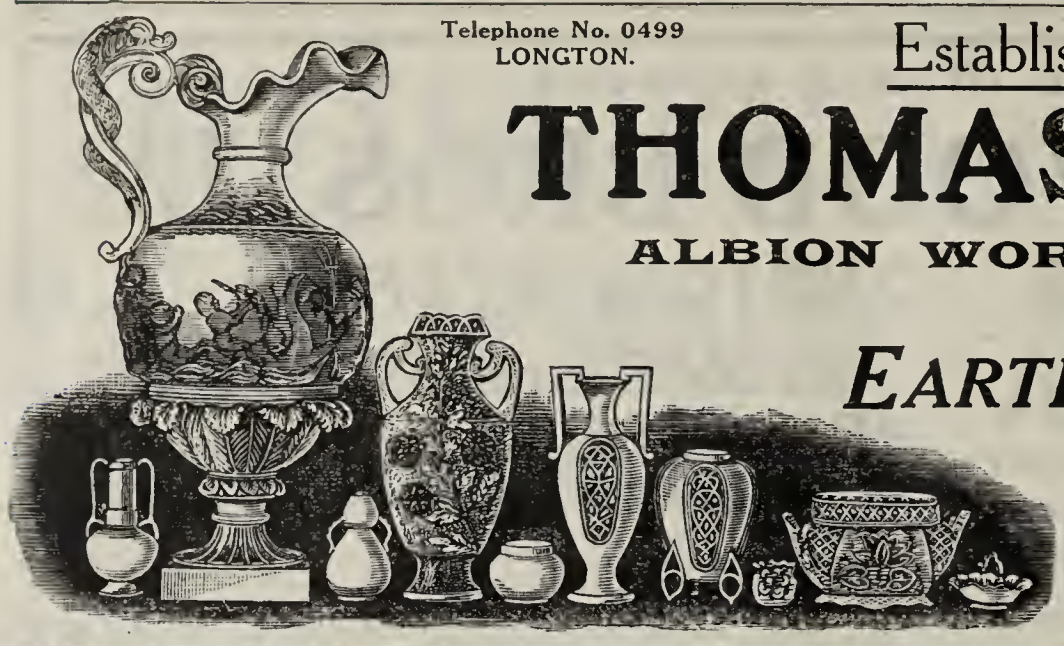
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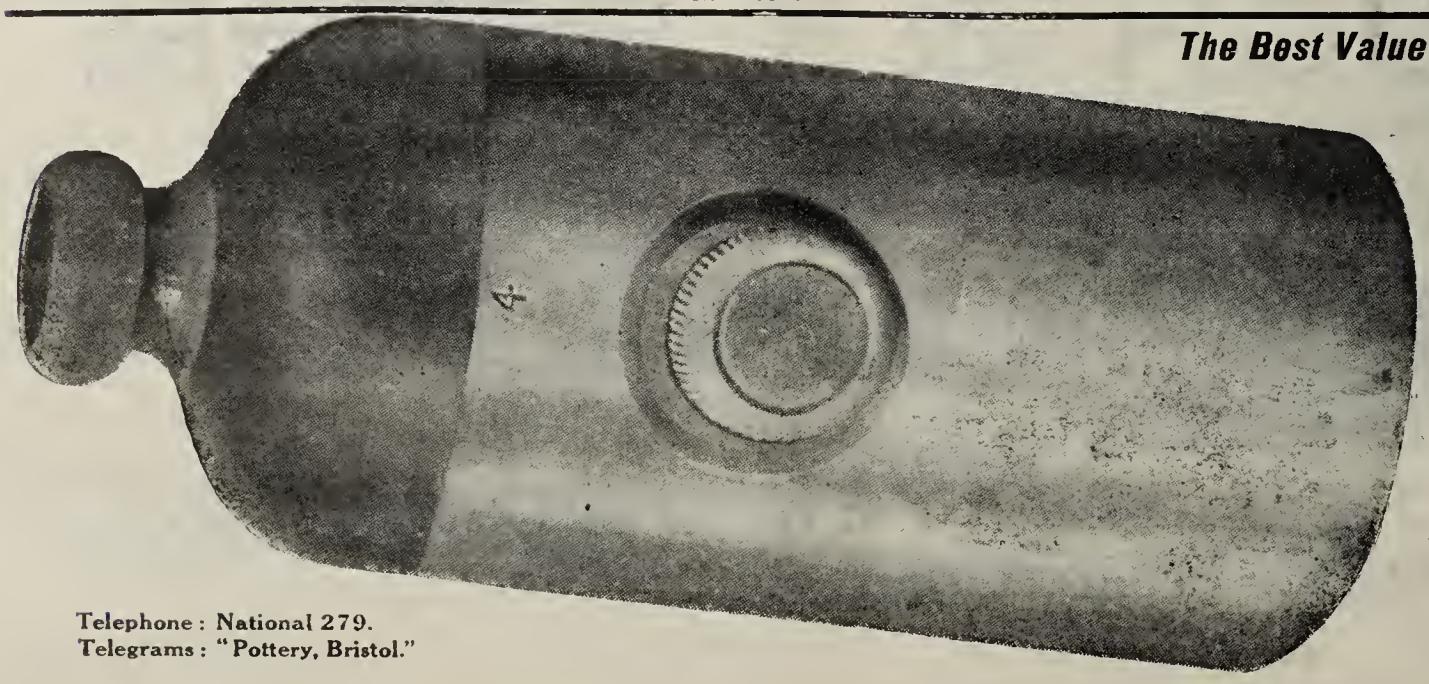
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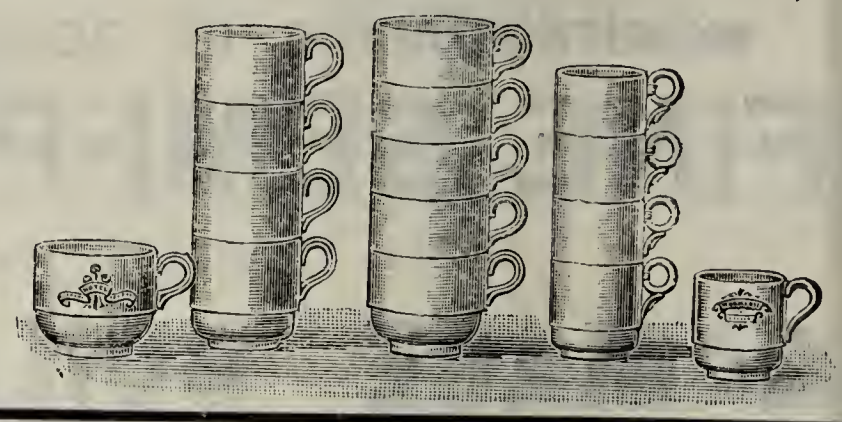
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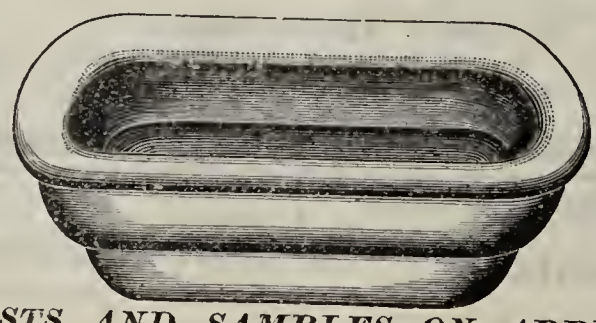
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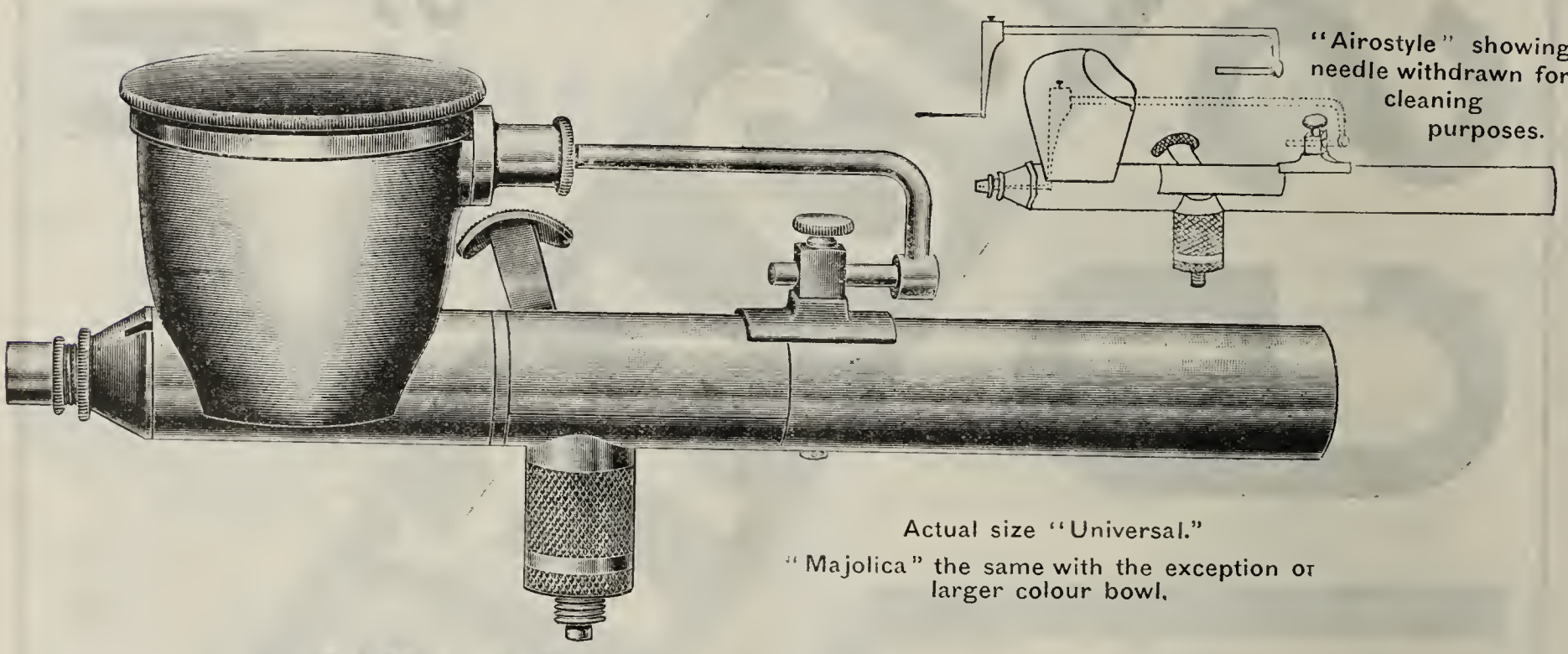
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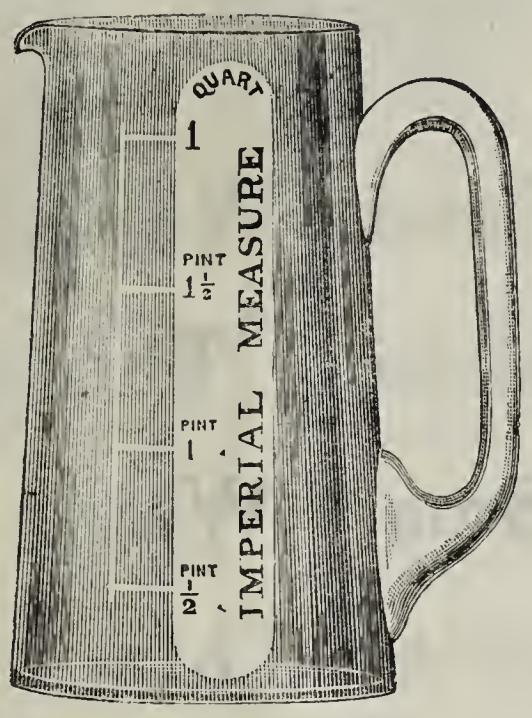
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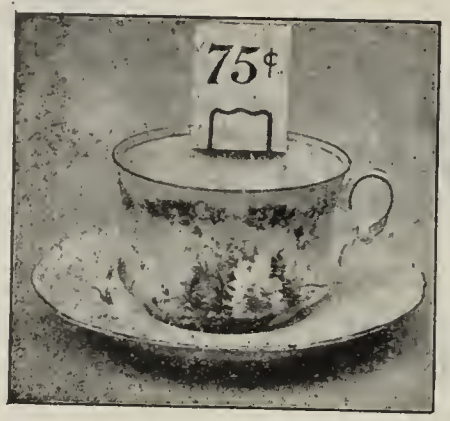
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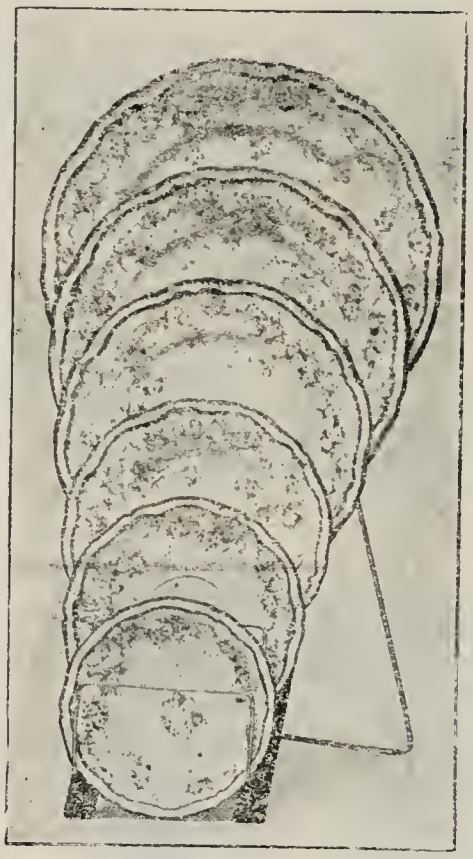
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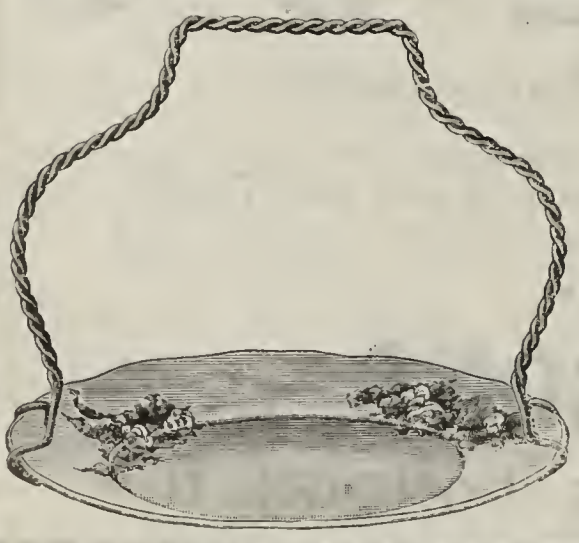


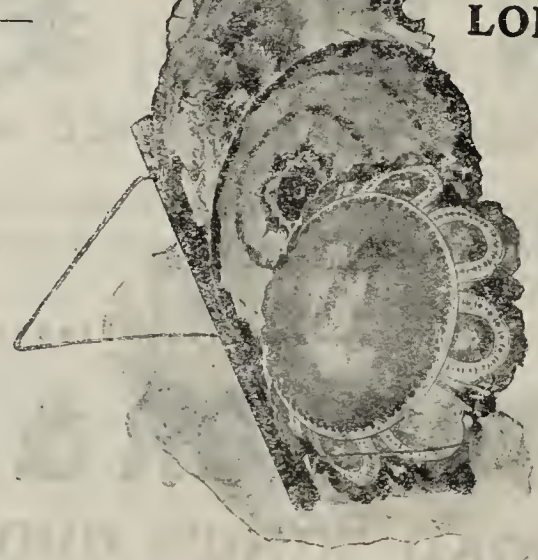


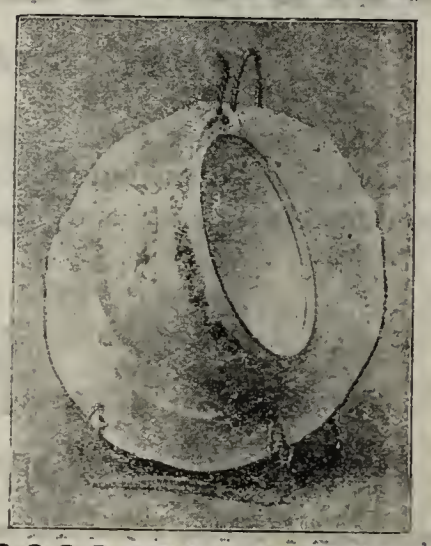
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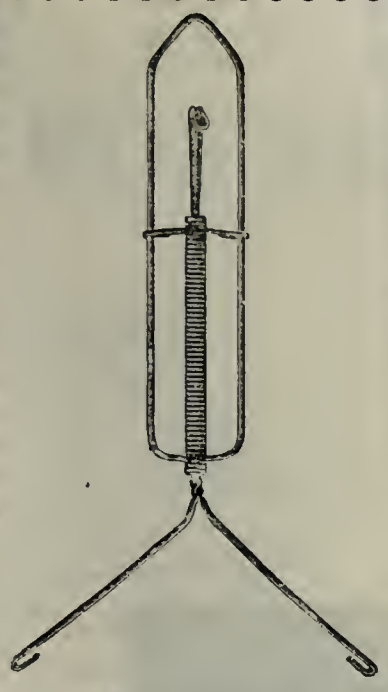
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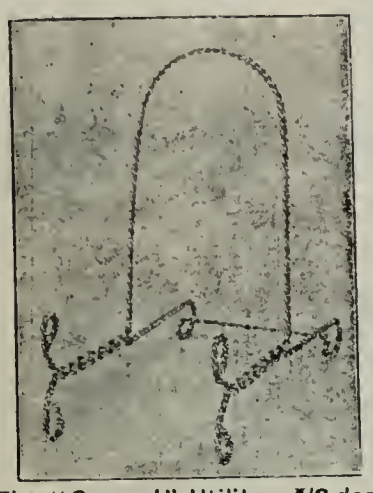




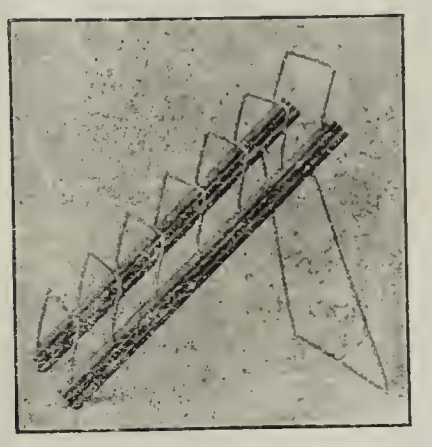




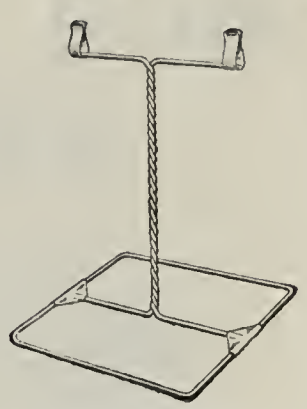
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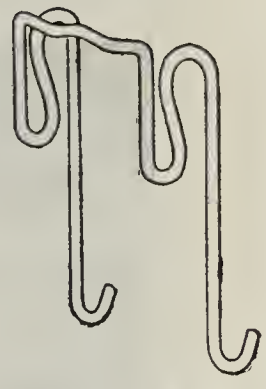


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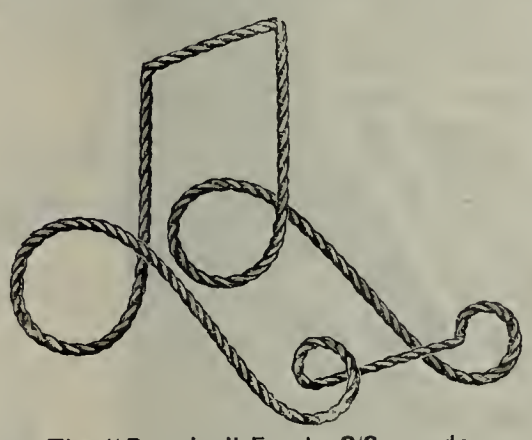
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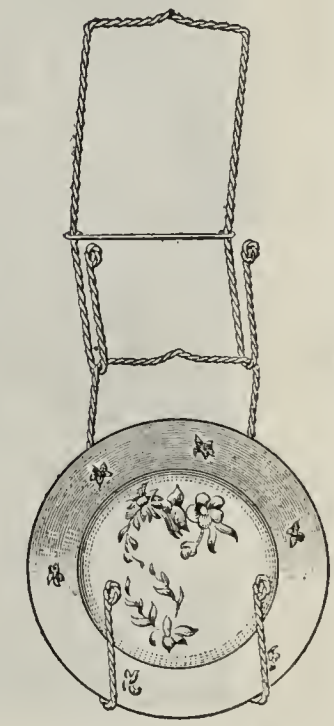
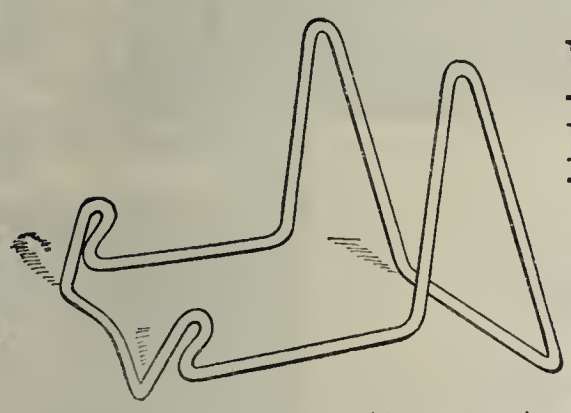


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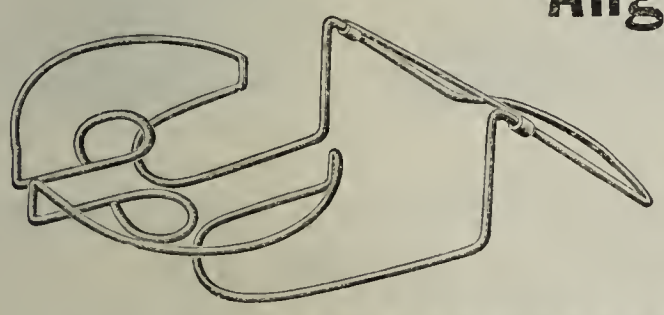
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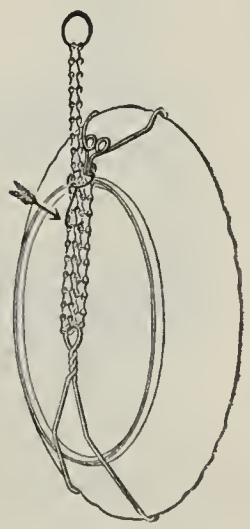
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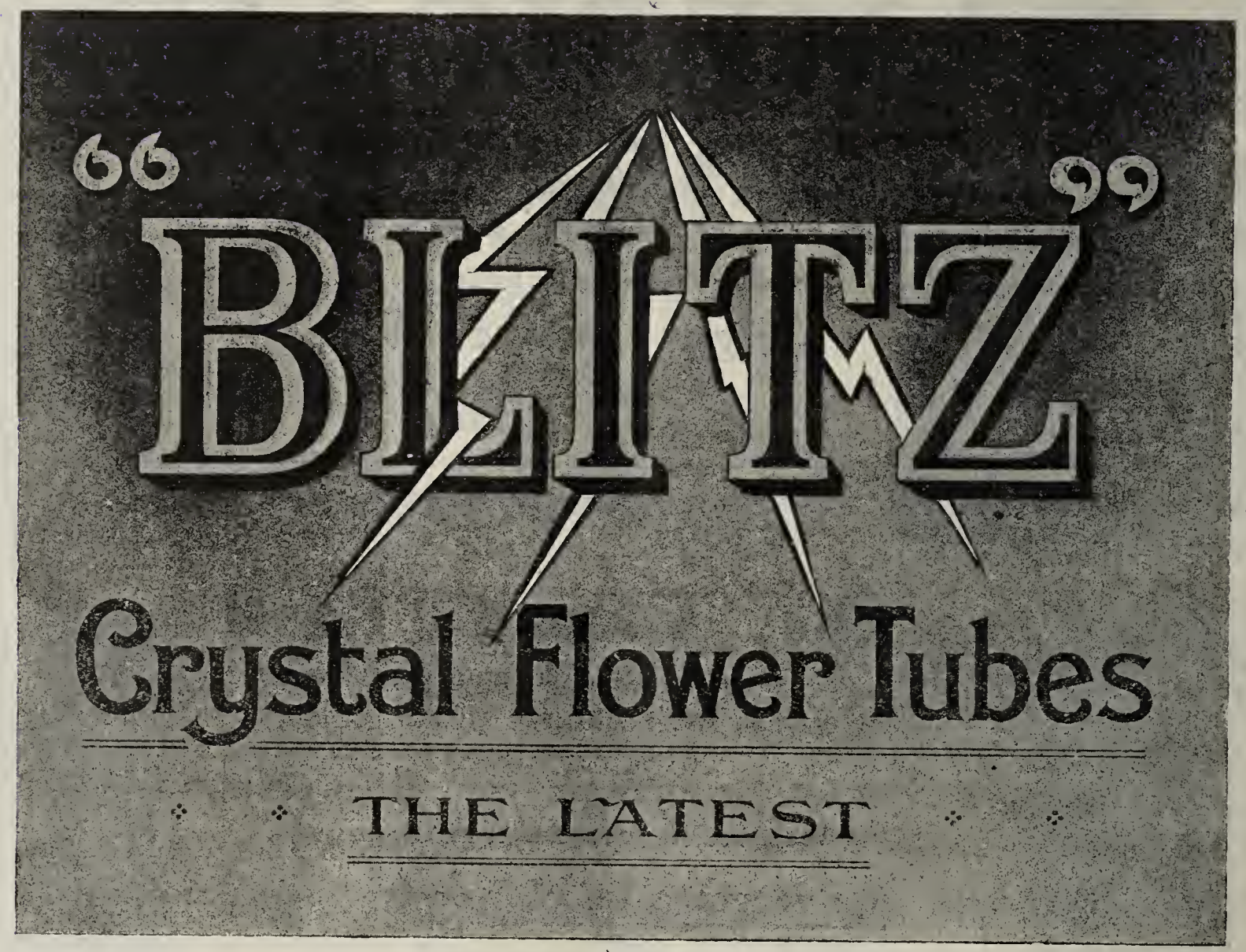
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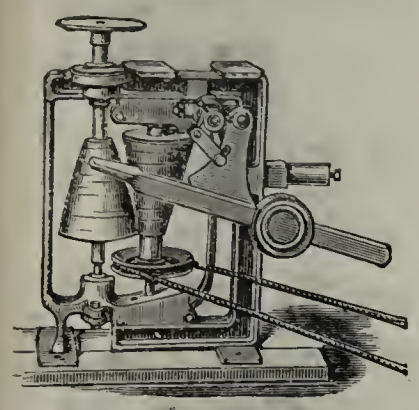


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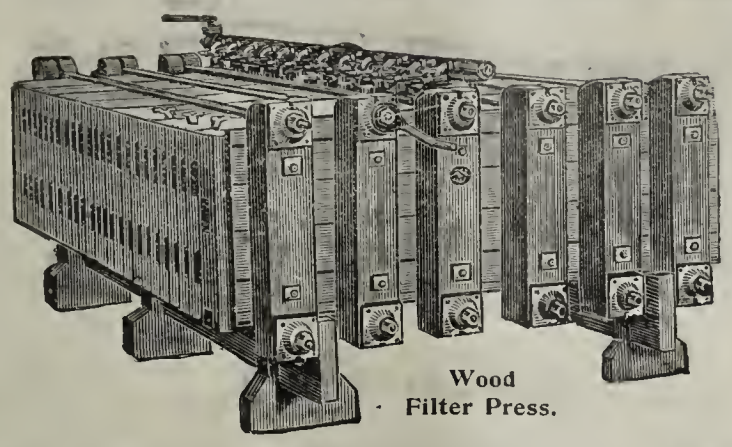


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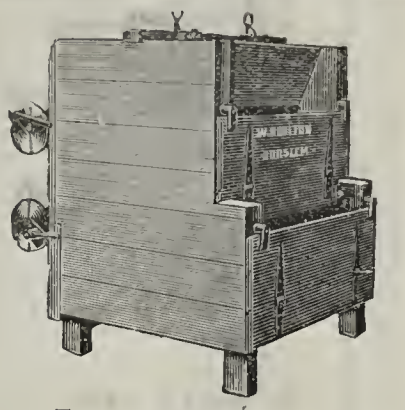
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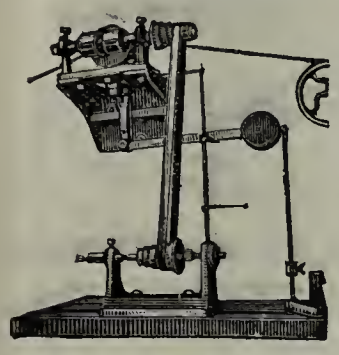
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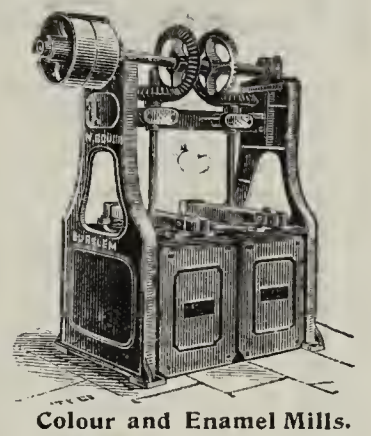
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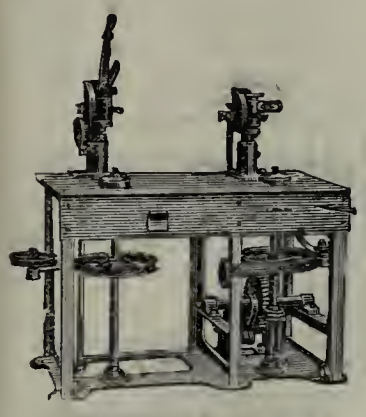
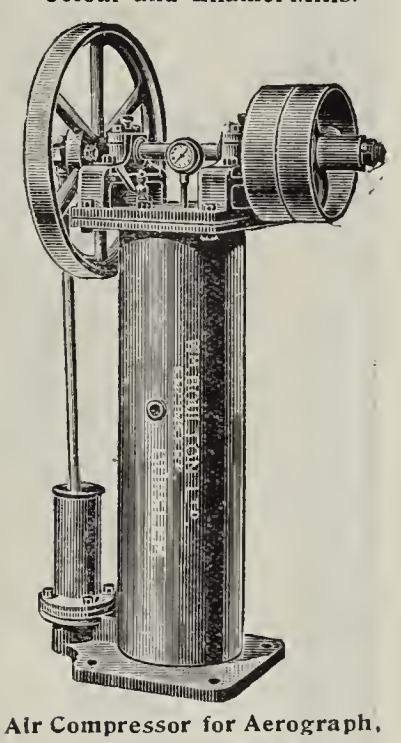
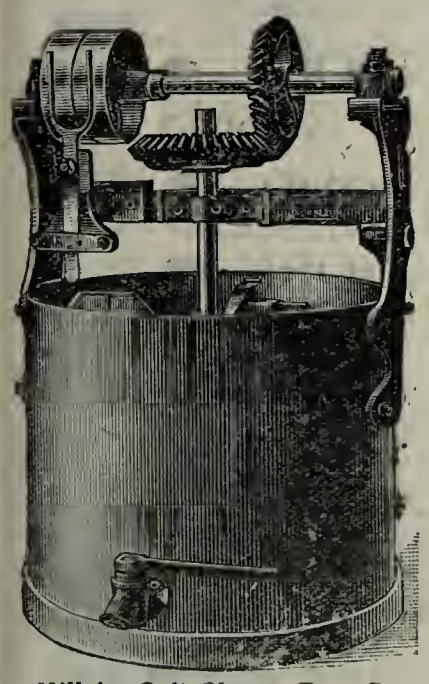


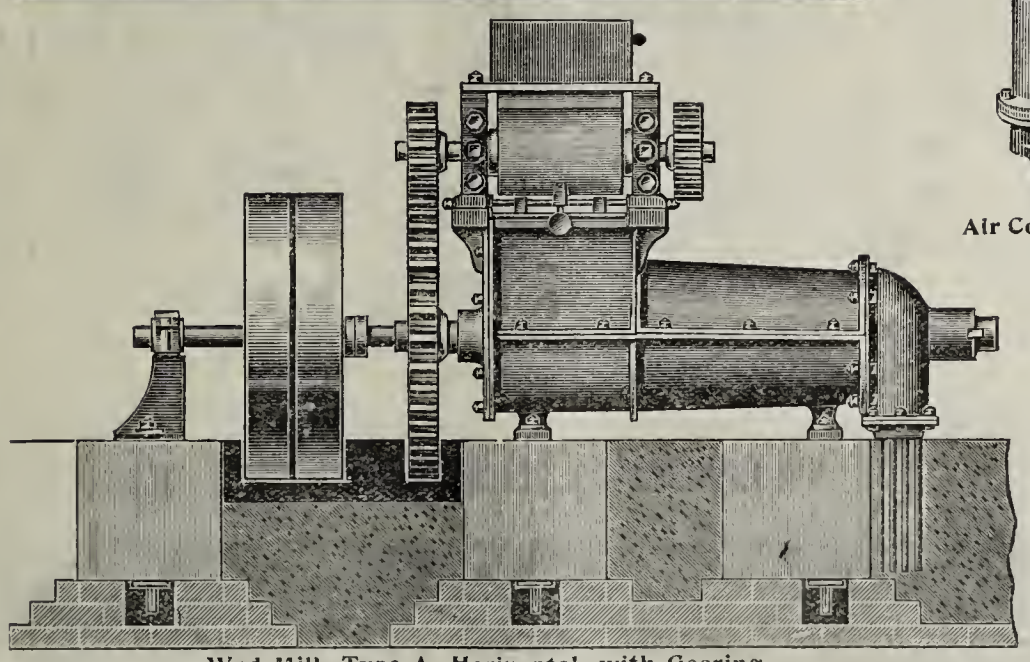
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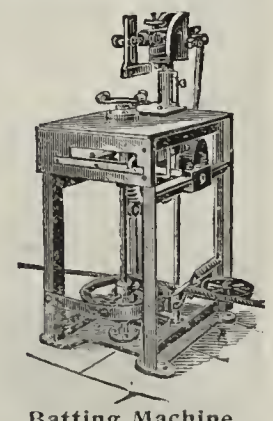
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Editorial Notes.

CHRISTMAS BOXES.

WE have had several inquiries as to the legality of giving and receiving Christmas boxes, to which we give a general reply here. The "Prevention of Corruption Act" passed last year, has "scotched the snake, not killed it." That it will do in time. The Act was aimed at the giving of presents as bribes to employees in business. When a manufacturer or his agent gives a Christmas or any other present to the buyer of a dealer to whom he sells goods, the buyer is tempted to place orders for goods that he could perhaps (in his employer's interests) buy better elsewhere. If the manufacturer gives a Christmas box to the dealer himself, it is quite another matter. If the dealer is content to buy less advantageously because of the Christmas present he may be very foolish, and the manufacturer very artful, but the transaction cannot be described as secret and corrupt, as it would be if carried out with the dealer's buyer, unknown to the dealer. A letter from the Attorney-General to a correspondent on the subject of Christmas boxes was published recently. He said, "Christmas presents, which really have that character, and are openly and honestly given as such, cannot be within the Act." There seems to be no doubt on this point. The Act is not intended to apply to gifts of courtesy and friendship.

But it cannot be stated too clearly that it makes it illegal to give presents to the employee of a customer without the knowledge and consent of his principal. The Attorney-General says presents which are openly and honestly given do not come within the Act. The only question, then, is, what is open and what is honest? And it is easily answered. Those most concerned can answer it themselves. It would be very difficult for a manufacturer (or his representative) if prosecuted, to prove that a present given to a buyer without the knowledge of his principal was not a bribe. The extent to which orders in our industries have been bought in the past by presents in kind, and by commissions to buyers, has been detrimental to honest business, and ruinous to buyers themselves. Honest buyers are as glad as honest manufacturers (and happily the majority *are* honest) that the Act subjects those proved guilty of such practices to heavy penal consequences.

IN BUSINESS WITHOUT CAPITAL.

THE returns relating to the administration of the Bankruptcy Laws make useful if not very agreeable reading. They are instructive, if not always comforting. Statistics show that there is a tendency to decrease in trade losses by insolvency, but the losses are still so great that little satisfaction is expressed at the reduction referred to. Manufacturing and trading without capital are both injurious to trade to a far greater extent than is represented by the amount of money lost. In the first place, it is the creditors' money that is lost. If venturesome people commence manufacturing with too small a capital, and merely lost it all, it would be bad enough for them. But they never do this without losing the money of their creditors as well. All people who do this are not necessarily dishonest

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at heart—though very many are. The pottery and glass trades have suffered heavily through the intrusion of men who rush into business with little thought and no capital. These are the men who create the needless competition met with at intervals. We cannot, at the moment, suggest how it can be done, but persons without practical experience and without capital should be prevented from going into business to compete with wiser and better equipped traders and manufacturers. Not long ago a retail dealer in our trade failed with liabilities nearly £1,800 and assets £95. He had been a buyer for an old-established shop, and admitted that he eommenced business with no capital, and obtained stock on credit from firms with whom he had done business for many years on behalf of his employers. He had a good reputation as a buyer, but he foolishly thought he could trade on that alone. His reputation gave him plenty of stock, but it did not provide ready money for wages and daily expenses. He got into difficulties, sold the goods for less than they were charged to him (he had not paid for them), to the detriment of other traders, and carried this on till the inevitable stoppage came. If people who go into business and ask for credit were required to make an offieial statement of the capital they possess, these sources of loss to creditors would be checked.

IN SUPPORT OF BRITISH GLASS TRADE.

IF the British public could have been enlisted in a crusade of this character half a century ago our glass trades would have been flourishing. Probably other trades would also have been in a more healthy condition, but it is the glass trade that claims attention and consideration at the present moment, and the claim is based on the report of the Stores Committee to the London County Council. The committee asked for tenders for glassware for the Council schools, and invited quotations for articles of English and of foreign manufacture. The total amounts of the lowest complete tenders received, calculated on the quantities required, were—English manufacture, £146 12s. 3d.; foreign manufacture, £89 4s. 6d. The committee recommended that the lowest complete tender for foreign glass should be accepted. To their credit the Council were not disposed to sacrifice everything —the British glass trade included—to cheapness. If the policy of buying the lowest priced is to become general in all public stores, it will not only be ruinous to British industries, but to British ratepayers as well. If the £89 4s. 6d. is to be spent on foreign glass ware, we do not hesitate to say it would be a more costly investment for the ratepayers than the £146 12s. 3d. for English glass ware would have been. It is fortunate there are some members of the Council who have a judgment of their own, and are prepared to exercise it. One member said "he understood from those who had seen the samples that they were practically the same in quality," but another member who had seen the samples himself, was "convinced that the British made glass was a very superior quality." By a large majority the recommendation was referred back to the Stores Committee, and it is hoped they will obtain some expert assistance on the subject. There is a letter on another page of this issue from an English manufacturer who approves the suggestion that the committee should inquire into the conditions of labour prevailing in English and foreign factories. The proposition that this should be an instruction to the committee was, however, defeated. The only subject for congratulation at present is, that there is an indication that the London County Council are coming round to the belief that the British ratepayers' money should be spent in the purehase of British goods. There is another point that should not be overlooked. The Council asked for tenders from "dealers" and not from "manufacturers."

THE CRISIS PASSED.

EVERYONE is delighted, let us hope everyone is thankful, that the differences between the railway companies and their employees have been so far arranged as to prevent even the temporary interruption of traffic. It was because we believed that both parties to the dispute fully realised what such an interruption of the traffic would mean, that we have always expressed our firm opinion that "there would be no strike." The arrangement arrived at is honourable and satisfactory to both sides, and as far as the trading and travelling public are concerned, a most important feature of it is that its terms leave no loophole for a "strike" by the employees or a "lock-out" by the companies for the next seven years. Mr. Lloyd-George is entitled to congratulation on his action in the interests of peace. Mr. Bell himself said at a dinner on November 6, "After all, the matter has been settled by somebody else coming in between." We are not likely to have official reference to it, but it is well known that His Majesty the King was greatly interested in the movement, and waited anxiously for the result of the proceedings. We do not sufficiently recognise what important service the "Conciliation Act" is calculated to render the community. The Act has had a beneficent influence in preventing strikes, and in leading to the establishment of Boards of Conciliation. When all disputes can be referred to a Conciliation Board, and when any matter upon which a settlement cannot be arrived at goes automatically to an impartial arbitrator, there will be no real grievance on the part of either employeers or employed that cannot be remedied.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN OCTOBER.

THE POTTERY TRADE.—Employment in the pottery trade continued good, on the whole, and was about the same as a month ago and a year ago. It was good in Staffordshire, at Bristol, and at Swadlincote. It was fair at Newcastle-upon-Tyne and in Devonshire; in Scotland it was moderate. It was also moderate with earthenware manufacturers in the South Yorkshire and River Aire district. Employment in the ehina furniture branch was good. With clay tobacco pipe makers it was very good at Manchester, good at Waterford, fair at Glasgow, and moderate at Gateshead.

THE GLASS TRADE.—Employment continued fair on the whole, and was better than a year ago. Returns received from firms employing 8,623 workpeople in the week ended October 26, and paying £10,425 in wages, showed a decrease of 0·3 per cent. in the number of workpeople employed, but an increase of 3·2 per cent. in the amount of wages paid, as compared with a month ago. Increases in the amount of wages paid were shown in all departments, and by all districts except Lancashire. Compared with a year ago there was an increase of 6·7 per cent. in numbers employed, and of 11·6 per cent. in the amount of wages paid, the increase in wages occurring in all the principal districts.

Employment with glass bottle makers was good at Bristol and Dublin, and in Scotland; fair at Barnsley, Leeds, and Wakefield; moderate in the North of England and in Lancashire; bad at Castleford and Mexborough. With medical glass bottle makers at Leeds it showed an improvement on a month ago. With flint glass makers employment continued fairly good; with cutters it continued moderate; in Wordsley and district, however, it was good. Employment with plate glass bevellers and silverers at Birmingham was fair. It continued good with sheet glass makers and flatteners at St. Helens. It was

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good with London glass blowers. Employment with pressed glass makers on the Tyne and Wear was moderate and short time was general.

The number of persons employed, and the amount of wages paid to them on the last day of October are given as follows :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	5,488	£6,901
Plate Glass	845	974
Flint Glass Ware (not Bottles)	1,924	2,135
Other Branches	366	415
Total	8,623	£10,425

The following tables give the number of persons employed in each district, and the amount of wages paid to them on the last pay-day in October :—

Districts.	Number Employed.	Wages Paid.
North of England	1,044	£1,258
Yorkshire	4,358	5,407
Lancashire	766	839
Worcester and Warwick ..	1,266	1,518
Scotland	864	1,078
Other parts of United Kingdom	325	325
Total	8,623	£10,425

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

CHRISTMAS PRESENTS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—The letter which the Attorney-General sent to some correspondents a few weeks ago on the subject of Christmas presents seems to have led to some doubt in the public mind. There can be no doubt that the Attorney-General's remark that "Christmas presents which really have that character, and are openly and honestly given as such, cannot be within the Act" (Prevention of Corruption Act, 1906) is entirely right, but, as Sir Edward Fry, the President of the Secret Commissions and Bribery Prevention League, writes : "The question remains as to what is open and what is honest, and I would not advise any one to think that Christmas-boxes given to the servants of a customer are always either open or honest." The words of the Prevention of Corruption Act may be fittingly recalled : "If any person corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act in relation to his principal's affairs or business" he shall be liable on conviction or indictment to two years' imprisonment or a fine of £500, or to both imprisonment and fine, or on summary conviction to four months' imprisonment, or a fine of £50 or both. The Committee of the League, which is being constantly consulted on this subject, is of opinion that it would be extremely difficult, in case of any prosecution, for any giver of Christmas boxes to agents, who have not first obtained their employers' consent, to prove that they were not given with an intention which is corrupt within the meaning of the Act. No one in his senses would desire to stop the practice of giving Christmas-boxes in ordinary circumstances, but there is a very strong feeling in all parts of the country, judging from the letters which reach daily me, that the giving of presents to customers' representatives—buyers in particular—amounts in most cases to a bribe, unless the presents are given with the knowledge and consent of the principals concerned.—Yours, &c., R. M. LEONARD,

Secretary of the Secret Commissions and Bribery Prevention League.

3, Oxford-court, Cannon-street, London, E.C., Nov. 8, 1907.

"THE POTTERY GAZETTE" IN THE ANTIPODES.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I recently received a communication from our Sydney agent, Mr. John Shorter, and at the end of his letter he says :—"The notes in THE POTTERY GAZETTE were very interesting. Anything appearing in that valuable journal is widely read in Australasia." (These notes had reference to the gun-firing trials of the battleship "Dreadnought," and the severe test to which our glass on board was subjected.) I thought you might be interested to hear this evidence of the popularity of THE POTTERY GAZETTE "down under."—Yours, &c.,

Stourbridge, Nov. 4, 1907. CONGREVE JACKSON.

TRADE SHOW DAYS.

[The following communications have been sent to us on this subject.—EDS. P. G.]

From MR. J. USHER, 37, Gamage-buildings, Holborn, E.C. :—

"I vote for Wednesday and Thursday."

From MRS. OSBORNE, 16 and 18, Montague-street, Worthing :—

"Personally I much prefer Tuesday and Friday as show days. Our early closing day is Wednesday and our cheap trains run on Friday, so that we have the advantages of holiday and cheap journey."

From "MR. BUYER," People's Stores, Bournemouth :—

"This morning I came up to town and had for my companions two small one-man retail dealers. Our conversation turned on the alteration of the show days, and they were both of the opinion that they were best as they now are, and not Wednesdays and Thursdays. Every town has its own advantages. In this town we only get occasional cheap excursions to London on the Wednesday, so how can we travel up except at a loss of 4s. on Thursday, as against Friday's week-end ticket ? Then, again, Wednesday's cheap train returns home at nearly 4 in the morning, so that one does not feel too keen for business next day. To alter the china show-room days would be to alter those of the ironmongery as well. But what do our commercials say about it—those who work on commission and have no London show-rooms ? Try and get their opinions. I have spoken to two or three who are dead against show-room days on cheap trip days."

From MESSRS. EMMERSON BROS., 30, London-road, St. Leonards :—

"We can only state our own views re the change of show days. Buyers in other parts of England may have their reasons for sticking to Tuesday and Friday, but we certainly would much prefer Wednesday and Thursday. Wednesday is our early closing day, and also our cheap excursion day. We find it difficult to spare any other day from business to visit London. At present we are under the disadvantage of generally missing the agent. Very glad you are taking up this subject."

From MR. F. WALKER, Barnet :—

"Without trespassing unduly on your space I should like briefly to reply to some of the observations appearing in your last issue on this subject, the opening remarks of which are distinctly reassuring, wherein you point out that the question is receiving the attention it deserves, and since there existed a danger in regarding it as being pursued with a zeal worthy of a better cause. It is obvious that if a man early closes on Wednesday he might be able to visit the show rooms on Thursday, but it is

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very possible he might not, inasmuch as Tuesday and Friday are still, and likely to remain, the recognised show-days in all branches of the hardware trade; a fact which must always exercise an important influence on this matter. In the testimony of your other correspondents this month there appears a remarkable discrepancy. The agent states that Wednesday and Thursday are his best days, and if so he would be in attendance; how then is the experience of Mr. Meeks to be explained, who, on one of these days is left to the modest attentions of a person he brilliantly describes as "Miss Duster?" If the excursionist or the "dear man" with his cheap ticket is so much in evidence on early closing days, it requires no organised effort to induce the manufacturers' representative to remain in the show room to meet his customers, whether from the vicinity of the metropolis, or from nearer the Necropolis. It may be correct that no one wishes the buyer to sacrifice his half-holiday; it is, however, sufficient to know that the movement of your show-day reformers is designed to facilitate and encourage him to resume his business pursuits as soon as the shutters are up.

[We are glad to have elicited even these few expressions of opinion. As we said last month, "opinions differ on the question." We are anxious to give publicity to all views. Personally, we have no interest in the days, but we have heard so many references to the inconvenience of Tuesday and Friday for country dealers, that we have sought to obtain a general expression of opinion on the question. Dealers in all parts of the country and the majority of London representatives have expressed to us a strong desire to change the show days, yet when we invite them to support a movement to effect the change, they are silent. We must leave the matter in their hands now. We shall be glad at any time to insert any communications on the subject from members of the trade. Perhaps the China Dealers' Association can obtain a fuller and more definite expression of the views of the trade.—EDS. P.G.]

THE L.C.C. GLASSWARE CONTRACT.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Referring to the recent discussion at Spring-gardens regarding contracts for the supply of glassware for Council schools, may I, as one of the English firms competing, mention a few particulars to account for the apparently great disparity between the English and foreign tenders? I will class them under three heads:—

(1) The difference in quality between English glass and foreign.

(2) The methods of manufacture and rate of wages.

(3) The legislative restrictions imposed on English manufacturers.

(1) English glass owes its superior quality partly through being composed of the best and most costly materials, a large proportion of which is red lead, which imparts weight, brilliancy and strength to the glass, and is entirely absent from foreign glass (such as would be supplied to the L.C.C.). The cost of lead has enormously advanced during the last 18 months, and is now costing £10 a ton more than it did a short time ago.

(2) The methods of manufacture are equally opposed—English glass is made by hand entirely, while foreign glass is formed in moulds. The former plan involves the employment of highly skilled workmen who have passed through years of training, while the latter eliminates entirely skilled labour. In consequence, English glassmakers receive a high rate of wages, amounting in the case of the best men to as much as 65s. and 70s. for a week's work of 44 hours; those employed in the furnaces abroad, such as Belgium, Austria and Sweden, are compelled to work much longer hours and rarely earn as much as 20s. a week.

(3) Government restrictions in English factories, though just and salutary, tend to severely handicap manufacturers when competing with foreign firms who are free from similar restraints. Besides the Employers' Liability Acts, we are not permitted to engage boys in the glasshouse till they are over 14 years of age, and have passed a certain standard. We are compelled to supply an elaborate system for removing the dry putty powder used in polishing glass from the cutting shops, and to provide separate rooms for meals where the polishing is carried on.

The rules which regulate female labour, hours of employment, &c., are too numerous to mention.

The result is that though the English manufacturer produces glass of the finest quality in the world, made by highly paid workmen whose health and general well-being are the anxious care of a paternal Government, he must be hopelessly undersold by the foreigner so long as the latter is permitted to freely import his inferior glass produced under conditions, hours of labour, rate of pay, freedom from State restrictions, which outrage our ideas of the rights of labour, and would not be tolerated in England for a moment.

This is not a question of Free Trade versus Protection, but whether English manufacturers, "cribbed, cabined, and confined" by Government restrictions, are to be forced to see contracts such as this one pass into the hands of foreigners, who may with impunity transgress every law that safeguards the health and liberty of the workers.

Common justice should demand that if foreign glass is to be supplied to the L.C.C. and other public bodies, some guarantee should be obtained that it has been manufactured under similar conditions to those imposed on English firms.

On behalf of my firm I welcome the amendment of Messrs. Sanders and Gosling, "to inquire into and report upon the condition of labour prevailing in the British and foreign factories of competing firms," as I should then be able to demonstrate that the "preference of more than 70 per cent." is expended—not in bloated dividends to members of imaginary rings—but in providing the best materials, and paying the highest wages to skilled operatives working under healthy conditions.—Yours, &c.,

November, 1907. GLASS MANUFACTURER.

MORE UNFAIR COMPETITION.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I want to remind you and my fellow dealers of a kind of competition that is doing our trade a lot of harm. I say "more unfair competition," because I am referring to something that is not enough thought about. It is not a new competition for pawnbrokers to sell china vases and china tea sets, but while tea-shops, drapers, ironmongers, and others are often mentioned, it is very seldom pawnbrokers are named. I think the China Dealers' Association can do much good, if they will find out the names of manufacturers and agents who are selling goods regularly to pawnbrokers, and publish them.

Vases, good clock sets, and tea sets come into the pawnbroker's hands in the way of his business, and he can afford to sell them cheap. Many people go to pawnbrokers regularly to buy things, because they think they get them cheap. Pawnbrokers know this, and so they buy new things regularly and sell them as pledges. Manufacturers and agents ought not to damage our trade by calling regularly on pawnbrokers as some of them do. I will not give any orders to manufacturers who I know sell to the pawnbrokers. Other dealers should make the same rule, and the China Dealers' Association may tell us who they are.—Yours truly,

GLASS AND CHINA DEALER ONLY.

London, Nov. 4, 1907.

(*For Answers to Correspondents see page* 1408.)

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Buyers' Notes.

(BY OUR OWN REPRESENTATIVES.)

Thomas Webb & Sons, Ltd., Dennis Glass Works, Stourbridge, hold a high position amongst the manufacturers of hand-made Stourbridge glass. I wish all retail dealers had a clear conception of all that is included in the four words, "English Hand-made Glass." I should like to see in every medium and better class glass and china shop in the country an assortment (larger or smaller, according to the size of the shop) of table glass nicely displayed, and over it a card on which those four words were neatly and boldly inscribed. Everybody is sighing for a revival of the English glass trade. Retail dealers can do more, perhaps, than any other members of the trade to bring about that revival. The English glass trade has dwindled principally because the public have had offered to them, and have preferred to buy, imported glass. That preference has been shown principally because of the lower price. It would appear that even now the British public believes that not only in glass, but in many other things, economy is only a matter of price and that low priced goods are necessarily cheap. This is a fallacy all round, and Webb & Sons are making continuous effort to show that it is especially fallacious in respect of table glass. I called at their London showrooms, 11, Charterhouse-strect, last month, and found that they were then making a fine show of cut glass, to which members of the trade had been invited by circular. The company have always a large and beautiful assortment of patterns displayed in their rooms, but for ten days last month they made a special show of richly cut glass, consisting of vases, bowls, dishes, nappies, decanters, salad bowls, table decorations, &c., all suitable for Christmas and New Year's presents. Mr. Congreve Jackson, the managing director of the company, and his London representative, Mr. Coles, have for long been assiduous in pointing out the superiority of English hand-made glass, and the recent special show has been made as an object lesson to enforce the truth of their statements. The pieces shown were remarkable, alike for the beautiful crystal and the exquisite cutting. The English were the first to make lead glass for cutting purposes, and they produce the finest cut class to-day. Our dealers certainly have opportunities that manufacturers have not, of pointing out to the public the superiority of British hand-made glass. When customers express a wish for "something cheaper" because "anything is good enough to break," the dealer has an opportunity of disproving the absurd notion that one glass breaks as soon as another. Genuine Stourbridge hand-made glass will stand much harder usage in the kitchen, or anywhere else, than the majority of foreign glass will. It is stronger and not so liable to chip. The reason for this is to be found in the materials used in the manufacture, and this the dealer should explain to his customers when he has the chance. The red lead (an expensive ingredient), always used in the manufacture of Stourbridge glass, is seldom used in imported glass. It is this which makes English cut glass sparkle so beautifully and which causes it to "ring" so soundly and bell-like when struck. Flip an English wine glass on the edge with your finger-nail, and the clear tone it emits will die away slowly as the note from a steel tuning fork. Treat a foreign wine glass in the same way, and the dead sound ceases at once. English table glass is stronger and better in every respect for general usage, and is therefore more economical. The company are showing revivals



[*Photo. by the "Pottery Gazette."*

THOMAS WEBB & SON, LIMITED.

of heavy cut patterns, as well as specimens of fine cutting. In the group we illustrate the "Punch bowl and stand" is a handsome production, while the two tall vases are splendid examples of heavy cutting. The salad bowl and the flower bowl with ormolu foot, with the fruit dishes, nappies, &c., are all excellent samples of artistic cutting. Belonging to another category, I may just mention that the company are showing light, tasty spills and flower holders in flint and in colours.

The Alexandra Porcelain Works, Turn-Teplitz, Austria, are represented in London by Mr. W. M. Schofield, and have excellent showrooms at 155-156, Audrey House, Ely-place, Holborn, E.C. Mr. Schofield continues to look after provincial customers as well, and I was fortunate in finding him at the showrooms when I called last month. He has some attractive novelties at his rooms. The company are quite alive to the demand of British dealers for new lines. Since my last visit to the rooms a considerable addition to the samples has been made. The modellers at Turn-Teplitz are prolific in ideas, and have the ability to present a very familiar shape or scheme of ornamentation in a variety of new phases. The company are manufacturers of fancy china, art pottery, and terra-cotta in great variety. Mr. Schofield is provided with an excellent line of

novelties for the Christmas trade in the new "Morocco Faïence." This is the latest production in art pottery. It will appeal strongly to those who like the unconventional, and they are sufficiently numerous to provide an extensive demand for these and similar wares. The accompanying illustration of specimens of "Morocco Faïence" will convey a better idea of the forms than mere verbal description. The pieces are many of them suggestive of Roman architecture and others of Norman ecclesiastical subjects. The jardinière to the left of the group, on eight pillars, reminds one of the former, and the piece to the right of the top row, of the latter. There is a large variety of pieces on these lines to choose from—quaint as flower pots or jardinières, and interesting as reminiseent of old styles. The centre piece, a flower vase on feet, and stand, is modelled with great ability. It has much the appearance of



MOROCCO FAÏENCE : ALEXANDRA PORCELAIN WORKS. [*Photo. by the "Pottery Gazette.*

"Sgraffito" ware (in which the design is formed by cutting away coatings of slip after the manner of cameo cutting), but in this case the designs are moulded. They are executed with great spirit and are very decorative in effect. Bowls, vases, jardinières, baskets, and an innumerable variety of small pieces are shown in this new line, which I am not able to describe more definitely. Dealers who want a change should call and see these samples. They will have an opportunity of seeing, at the same time, the extensive display of figures and groups in china and terra-cotta manufactured by this versatile company. A special feature is made of figures and busts and plaques, and in the last named some new ideas are exploited.

Taylor, Tunnicliff & Co., Ltd., Hanley, are manufacturers of specialities in earthenware and vitreous bodies. A very extensive section of their large business has been created by the rapid development of the useful features of electricity. Both pottery and glass are greatly indebted to the youngest of the sciences for opportunities of showing how varied their own resources are. The useful purposes of electricity could never have been developed as they have been without the assistance of pottery and glass. This is matter of common knowledge now, whereas, but a few years ago it was only referred to in text books. The company are represented in London by Mr. C. M. Bradley at whose show rooms 23, Holborn Viaduct, E.C., there is a full assortment of most of their principal productions. I say "most of" their productions because the number of special lines is so great that it would be impossible to represent them all in London. They make every description of porcelain accessories for all electrical purposes, especially for elcctric lighting, and insulators for telegraph and telephone duties. They are well known throughout the country as makers of electrical appliances in pottery, and it is just possible that their fame in that direction has acted somewhat prejudicially to other branches of their manufacture. Our readers are not concerned in the thousand and one little porcelain fittings that are indispensable to every electrical installation, but Taylor, Tunnicliff & Co., make a large variety of other specialities in which glass and china dealers are, or should be, interested. I cannot help saying that an immense trade has passed into the hands of other dealers, because regular china and glass dealers did not grasp it when they had the opportunity. The distribution of advertising specialities in pottery and glass should certainly have been part

of the business of regular pottery and glass dealers. The samples shown by Mr. Bradley and others indicate how large this business is to-day, and yet how few retail dealers enter into it with anything like energy. There are ash-trays, jugs, match stands, tobacco jars, &c., with special inscriptions and devices for use as advertisements, but the company also make a number of tobacco jars that are not advertisements. I have just seen samples of a lot of attractive lines that would be in their proper place in the stock of any good class dealer. There are artistic shapes in tobacco jars and smoking sets, with pretty decoration tastefully finished in ivory and other tints and gold lines. Some have collegiate badges and heraldic devices, finished in correct colours. These show that special devices of any kind can be applied to any other articles. Tobacco sets in special shapes and decorations are supplied for universities, colleges, yachting, cycling, golf, cricket, and other clubs. These clubs are now found everywhere. Why do not glass and china dealers make a point of stocking special lines for them and showing them? A dealer near London a few months ago said to me with an air of satisfaction: "Oh, we have them, if we are asked for them," and he produced a cup and saucer and a jug from a cupboard! In these days, instead of waiting for a customer to "ask him if he keeps" an article the dealer should show it and thus induce people to ask for it. Taylor, Tunnicliff & Co. do not make dinner and tea ware, but they make many other things that an enterprising glass and china dealer could sell if they were in his window, or on his counter. They make a variety of artists' and stationers' sundries and photographic requisites. The latter include washers, dishes, fixing baths, draining racks, &c. The company make specialities of any description for patentees and inventors.

Mr. C. M. Bradley, 23, Holborn-viaduct, E.C., is a specialist in artistic and high class useful glass, and particularly in glass shades and globes for lighting purposes. His trade appears to be confined to best goods only, and there is a distinctive feature about even these, for it is evident at a glance that they are all specially designed. Mr. Bradley has had a definite object in producing each one of the beautiful specimens shown in his rooms. They are for the most part his own designs—both in form and ornamentation. The shapes and decorations, and especially the tints of his electric light shades, are produced in harmony with the various styles of decoration in vogue. All the revivals of old styles in furniture and mural embellishment find their exact counter-part in Mr. Bradley's beautiful productions in lighting, and also in table glass. He shows exact reproductions of the rich heavy cut glass that was so much favoured in the early part of last century. The styles are old, but, of course, the metal is modern. If people will only pay reasonable prices they can obtain as beautiful glass ware as ever was sold. Those who say that glass making in England is a "lost art" do not know what they are talking about. The introduction into our market of showy but inartistic wares has created the demand for cheap goods, which has been the curse of the glass trade. Mr. Bradley is to be congratulated on the high standard he is able to maintain in his productions.

James Powell & Sons, Whitefriars Glass Works, Tudor-street, London, E.C., are showing in their fine rooms in Tudor-street, a very remarkable collection of reproductions of old styles in English table glass ware, and in conjunction with it they are displaying a collection lent them by Josiah Wedgwood & Sons, Ltd., Etruria, of original pieces and reproductions of their famous "Queen's" ware and other early productions. It is quite in accordance with the fitness of things that Powell & Sons should exhibit old English glass. A very interesting feature of the display they are now making, is that all the pieces in it were made at the identical "Whitefriars Glass Works," at which the originals were made many generations ago. It is close upon two hundred years since those glass works were first operated, and glass has been made there ever since. There has recently been a demand for reproductions of old styles of glass-making and glass-cutting and decorating, and they decided to make a special show of these reproductions. By a very happy inspiration, it occurred to them that as the taste of the day was inclined to favour both old pottery and old glass, it would be wise to show them both together. This was quite a new departure for an old established firm of glass manufacturers like Powell & Sons, but the idea was entertained, and Wedgwoods were asked if they would exhibit some early specimens of Wedgwood ware concurrently with Powell's old English glass. This was assented to, and the result is the present remarkable dual display. Messrs. Powell have always a large collection of superb English glass in new and original forms and ornamentations on show in their rooms. This is as full and complete as ever, but in addition they are offering a large number of reproductions of 18th century shapes and designs in table glass. These include richly cut stem wine glasses, plain stem, white-twist stem, and air twist stem. They, and other articles for table use, indicate the taste of the period. Old English glass has individual features essentially its own. It has not the fragile delicacy of Venetian glass, neither has it the florid embellishments (especially gilding) of German glass, but as a whole, the English table glass of the 18th century was full of beauty and elegance, and these qualities are conspicuous in all Messrs. Powell's reproductions of it now shown. Harmonising with this 18th century glass they are displaying, a collection of reproductions of the famous "Queen's Ware" made by Josiah Wedgwood & Sons at Etruria. The large number of hand-painted decorations in the modern reproductions on view are all taken from the original book of designs, made by Josiah Wedgwood himself, and now in the Museum at Etruria. This book commences with shapes and patterns made in 1770, and was kept as a record throughout Wedgwood's time. A number of these fine old shapes and patterns in dinner services and tea sets, are reserved exclusively for sale by Powell & Sons. The exhibition is rendered much more interesting by the inclusion of some of the original pieces lent by Josiah Wedgwood & Sons, Ltd., from their museum at Etruria. There are three of the identical plates belonging to the famous service made to the order of the Empress Catherine II. of Russia, in 1774. (We have referred to this historically famous service before.) There are many other original pieces (not reproductions) that presumably will only remain a short time in London. We have not space to refer to these, but will briefly mention the most interesting of them all (in our opinion), although we have described this before. This is a black basalt vase, with two handles, painted with figures on the antique styles in two tones of red with inscriptions. This is one of six vases "thrown by Josiah Wedgwood himself, while his partner, Thomas Bentley, turned the wheel." These vases were thrown on June 13, 1769, the opening day of the new works at Etruria.

To colour electric light bulbs, beat the white of one egg to a froth and mix with one pint of soft water. Strain through a fine sieve, being very careful that no bubbles remain on the surface of the liquid. Clean and polish the bulb, and hang to dry. Half an hour later again dip the bulb and let dry. Now dissolve ten to thirty grains of powdered dye, according to the degree of shading desired, in four ounces of collodion. Plunge the bulbs therein and dry as before.

ANSWERS TO CORRESPONDENTS.

H. T.—The Franco-British Exhibition will be opened on the first of May next. We suppose this is the one you refer to.

L. F. R.—The best advice we can give you is not to place any more orders there. The course you suggest would do you no good. It would annoy them, but would secure you no redress.

A Young Dealer.—Until you have acquired more experience you should be very careful with whom you deal. Reputable manufacturers and their agents will always advise you as to quantities suitable to your trade.

Enquirer.—Even if you are never likely to want any assistance from the benevolent institution, you should subscribe to it, and so help your fellow-workers who do want help. Some of them are very sadly in need of it.

W., Longton.—We have pleasure in being able to give you the information asked for, taken from Llewellyn Jewitt's "Ceramic Art of Great Britain," pages 540, 541, and 542. We advise you to inquire for this work at the Longton or Stoke Free Library, as there are twelve illustrations of tea sets well worth inspection. MARKET STREET WORKS.—These are said to be the oldest works in Longton—the first there established—and to be contemporaneous with those of Wedgwood at Etruria. They were originally carried on by Cyples, afterwards by Cyples & Barker, who were succeeded by Mr. Thos. Barlow. For many years Egyptian black and other tinted bodies only were made, but these were of a fine and very superior character. Lustre wares were also produced, and some of these were marked with a large letter B impressed in the body. Later on, china for foreign markets was produced of good average quality, both in body and glaze. Within the past few years (1877) the present proprietor, Mr. Thos. Barlow, has successfully turned his attention to the production of the most costly classes of decorated goods for the home markets, and in these he now vies in excellency of body and glaze, and in purity and beauty of design and decoration, with most other houses in the trade. In 1871, Mr. Barlow exhibited some of his productions, which attracted much attention. Tea, breakfast, dessert, déjeuner services, and a number of ornamental articles in every style of decoration are made, and evince a purity of taste, delicacy of finish, chasteness of form, and harmony of colouring highly credible to the proprietor. Many of Mr. Barlow's designs and patterns are original and worthy of high commendation.

New Cunard Scheme.—It is announced that negotiations are pending between the Cunard Co. and the Grand Trunk Railway, for a joint scheme to handle Canadian passenger and produce traffic. The scheme provides for direct Cunard service between Liverpool and Canada, and also between the Pacific Coast, Japan, China, and Australia.

Canadian Enterprise.—R. E. Davis & Co., 206, Dundas-street, London, Canada, are inbued with the true business instinct. They have at their store a "real nice" seleetion of European china suitable for Christmas, and, what is more, they take means to let the public know that they have it. We have before us a local paper in which Davis & Co., have a large and well-displayed advertisement of their large and fine selection of china goods, and they invite the public to call and see it. Above the announcement is a well-executed illustration of some pieces of china table ware, pleasing in form and artistically decorated. The high character of the ware is indicated by the pretty lace table cover, on which it is set out. Good ware is worth a good advertisement.

Empire Notes.

Canadian Pottery Imports during the four months ending July ,1907, were as follows :—From U. K., $426,270 ; U.S.A., $92,505 ; Germany, $111,542 ; total, $739,468. All these figures show an increase, but those for the United States are in by far the smallest proportion.

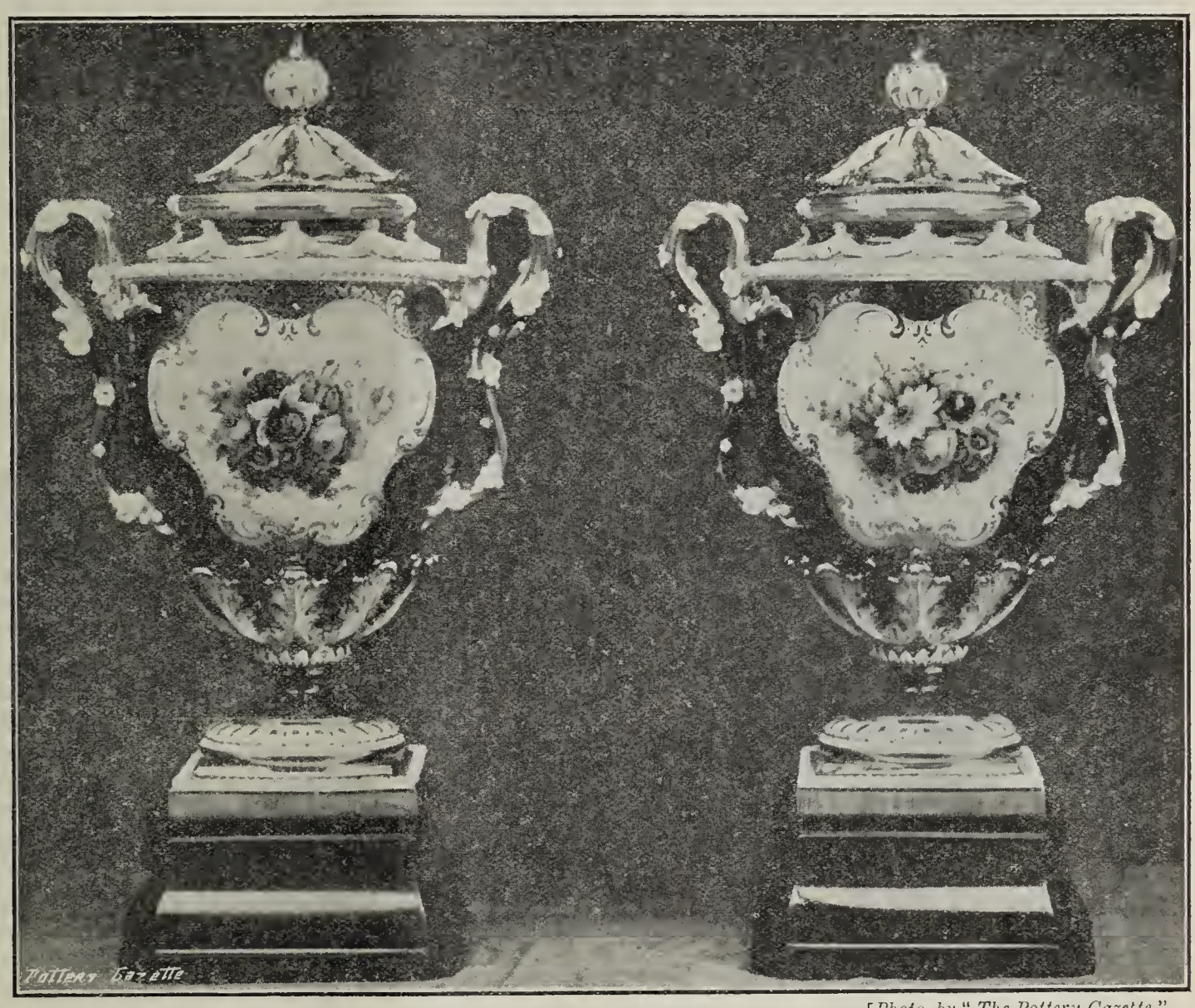
Pickle Cans in Canada.—A Canadian paper reports that owing to the high price of glass bottles, pickle manufacturers are beiginning to offer their goods in tin, at reduced rates. An inexpensive but effective enamel is used as a lining for the tins. Some prejudice will have to be overcome, owing to the idea that the effect of vinegar upon tin is injurious to the contents of the cans.

Australian Notes.—Our Sydney correspondent reports the discovery in Victoria, within 100 miles of Melbourne, of a large deposit of fine porcelain-making kaolin, highly suitable for the manufacture of white telephone and telegraph insulators. An analysis made proves it to be of the purest kaolin, absolutely free from lime, and high in alumina and silica, as follows :—Silica, 53·83 per cent. ; titanium, nil ; alumina, 30·45 ; fer. oxide, 1·45 ; ferrous oxide, 0·04 ; lime, nil ; magnesia, 0·83 ; soda, 0·26 ; potash, 1·70 ; water, 3·23 ; ignition, 7·95 ; chlorine, 0·25 ; phos. acid, trace ; sulphuric acid, trace. The colour test was :—Air dried, white, ; muffle test for hours at 1,110 deg. C. yellowish ; furnace after, white ; heating, 1,450 deg. C., flinty ; furnace dried, 145 deg. C., white. The deposit is of 900 acres and is held under lease. Six shafts have been sunk to a depth of 60 feet, showing pure kaolin over the whole area to that depth. The local pottery makers are complaining about the inadequacy of the new tariff proposals. They state that it will undoubtedly assist in the finer classes of work, but that the duties should have been higher to serve the industry generally. They also say that in pottery manufacture nearly all the expenditure is represented by wages, and that if they have to contend against the cheap labour of Japan they cannot last. They claim that high duties against imports mean cheap prices to the public, which has certainly not been Australia's experience in the past. As a supposed instance, they take the case of common teapots. This industry they say was originally built up under the old Victorian tariff, but when established prices dropped so low the manufacturers of these goods now claim that they are independent of duty altogether. They assert that very few of these teapots are now imported. Nevertheless, they say, they want decided protection to start industry, because in pottery there is a deal of initial experimenting with clays and the like. They say that "we can produce just as good stuff here as in any part of the world, and just as cheaply, except in the case of Japan where labour is sweated. No one can afford to run the industry for, say, two years at a loss ; and so high duties are essential to establishing the manufacture of crockery here. It may be necessary to import some of the raw material, but it is easier to import the raw material than the finished article, and in the formed case all the labour is performed in the country." The manufacturers quoted sewerage cottage pans which were selling here some time ago at 10s., but now made locally are sold to the trade at 6s. 6d. They make a demand on behalf of the pottery industry for a high tariff, and back up their demand by asserting that under the recent tariff five potteries have closed down during the past three years in the Brunswick district of Victoria alone.

ONE advertisement hasn't the power to increase a business any more than one grain of corn has of fattening a chicken.

A PRESENT IN PORCELAIN.

IT is much to be regretted, from an artistic as wel as from an industrial point of view, that porcelain and glass are not more frequently made use of for congratulatory and commemorative presentation purposes. Fine porcelain has always been appreciated by persons of refined taste, irrespective of their social position. Every royal fanily has some beautiful specimens of pottery, which are esteemed amongst its most valuable possessions. There are pieces of porcelain treasured by royal houses to-day that are appreciated for their artistic merit, though the sentimental associations which they represent are of comparatively little interest now. Such associations, however, are likely to be much longer remembered when the memento of them is of real artistic merit than they would be if the souvenir of them was of mere monetary value. The marriage of Prince Charles of Bourbon-Sicilies to Princess Louise d'Orleans, on the 16th of last month, was magnificent, because it was in every sense, a royal wedding; it was pathetic, because the bride and bridegroom were members of exiled royal families; it was interesting, because it took place in our own hospitable country. Notwithstanding the position of the contracting parties, the ceremony itself would not have been mentioned in these pages (which are specially devoted to trade information), if one of the most interesting mementoes of it had not been furnished by the artistic industry we represent. Amongst the numerous and costly presents to the bride and bridegroom, that by the inhabitants of the county of Worcester was in every sense an appropriate one. It was, of course, prompted by the residence of the recipients in the county, and was representative of the artistic industry for which the county town is famous. In addition to a congratulatory address the county wedding present consisted of a pair of finely modelled Worcester vases, of which we give an illustration. They stand 15½ inches high, and are mounted on ebony plinths. They are in the 18th century style, the handles formed of rustic stems with flowers. The decoration is in the old Worcester style, and consists, briefly, of the scale-blue ground, for which old Worcester productions are now so highly appreciated. It is worth noting here, that the Worcester artists to-day seem to be bestowing all that careful attention to minute detail which characterised the work of their predecessors. In these vases, the tone of the scale-blue ground is clear and bright, and on the sides there are panels of richly gilt scroll work, on the white ground of which are naturalistic flowers in groups in the old style of painting, in bright and gay colours, the whole conception refined and well expressed. The gilding is deep and rich in tone, and entirely free from that glitter which, in conjunction with artistic ornamentation, becomes vulgar. The mounts and embossments of the vases are finished in traced and solid gold, relieved by the white of the fine china. In each plinth is inserted a silver plate bearing the following inscription duly displayed :—"Presented by the residents in South Worcester to Their Royal Highnesses the Princess Louise of France and Don Carlos of Bourbon, Infante of Spain, on their marriage, November, 1907." Those privileged to see these vases will admit that the admiration so justly expressed for old Worcester scale blue may be fittingly bestowed on the scale blue of to-day.



[*Photo. by "The Pottery Gazette."*

ROYAL WEDDING PRESENT: WORCESTER VASES, 18TH CENTURY STYLE.

Pottery and Glassware to the value of £3,420,000 were imported into France during last year, as compared with £3,252,000 worth imported in 1905.

The Bavarian Glass Trade.—A recent British Consular Report says :—The export of Bavarian glass is still declining. As an instance it may be quoted that an important Bavarian firm which in 1890 exported looking-glass to the United States to the value of £470,000, saw this figure reduced to £86,500 in 1906. About four-fifths of the annual production of Bavarian glass is now thrown on the German market and only the remaining fifth is exported Skilled glass blowers are getting scarce, and in 1908 their hours had to be reduced from 10 to 9 per diem, their wages being raised at the same time 10 per cent. The wages of Munich glass workers were raised from 20 to 25 per cent. Bavarian glass beads, the coarse and cheap article, were in 1906 largely exported to Egypt, East Africa, Natal and the Cape Colony, whilst the North African market—Tunis, Algiers, and Morocco — declined in importance. This particular industry suffers also from the dwindling of the Red Indian population of the American Continent.

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TYPICAL POTTERY AND GLASS DEALERS.

THE CATONS OF LIVERPOOL.

(FROM OUR OWN CORRESPONDENT.)

MOST people in this country are aware that a very large proportion of the more beautiful and useful articles of pottery which ornament their abodes, and which meet the many daily requirements of the toilet, the table, and the kitchen, owe their origin, in some manner, to the industry carried on in the Potteries. But they do not know how many of the shops in which the beautiful productions of the Potteries are exhibited are maintained by dealers trained in the Potteries, who have acquired by birth and association a strong love and an intimate knowledge of the business which they carry on. It is of one widely known and respected member of the china and glass trade who, born in the Potteries, migrated to a large city, and there established a business of his own, that I am about to speak. Forty-seven years ago Mr. John Caton, now of 28, Bold-street, Liverpool, left the Potteries for the then expanding northern city. He possessed an intimate knowledge of the pottery trade, and a firm belief that it was one which would reward those who pursued it assiduously. His grandfather, the late Mr. John Tunstall Caton, was engaged in the printing branch of the pottery trade, but his own father was in the iron trade. "All my people are in and about the Potteries," Mr. Caton said with a touch of pride, when speaking to me, a short time ago, of his early connection with the china and glass trade.



[*Photo. by Malkin, Liverpool.*

MR. JOHN CATON.

Liverpool, forty-seven years ago, was a very different place from what it is to-day. It was not more than half its present size, but was growing rapidly, so was a good place for a business concerned with any branch of house furnishing. At the time, the principal house in the town carrying on the china and glass business was that of Livingston & Stonier, in Lord-street. The establishment of this firm was large and imposing, and held a very fine and costly stock, and attained celebrity over the North of England. On coming to Liverpool, Mr. John Caton entered the service of Livingston & Stonier. His association with this firm continued for nine years. He then began business for himself in Deane-street, near the principal retail market of Liverpool, St. John's, and in a locality having special features to commend it from a tradesman's point of view. Here was laid the foundation of the china and glass business which was to become so well-known in Liverpool as "Caton's," and which was to extend, in later years, to Blackburn. When the business in Deane-street had been carried on for some years, important changes were made. Mr. John Caton's brother, William, was in Liverpool, and was also interested in the china and glass trade. A commodious shop in Bold-street, the Regent-street of Liverpool, was acquired, and here, in association with his brother, Mr. Caton cultivated the best class of trade. Another establishment was secured in London-road, and of this Mr. William Caton took charge. The premises in Deane-street were given up, and attention was centred on the Bold-street establishment, as the city house, and on the London-road depôt as the up-town house. This last was carried on for some time, but was disposed of some fifteen years ago.

Ten years ago a heavy blow fell upon the family by the death of Mr. William Caton and of Mr. John Caton's eldest daughter. This bereavement left the entire control of the business on the shoulders of Mr. John Caton, but shortly after, his four sons—William Henry, John Lees, Rupert Edwin, and Edward Gordon—in turn became connected with the business. Two years later a new departure was made, premises being acquired in King William-street, Blackburn. Here a popular china and glass business has since been carried on, the establishment for some time past being conducted by Rupert Edwin and Edward Gordon Caton, jointly.

I need hardly say that Mr. Caton is well known among the proprietors of the principal English potteries, but as proof of this I will narrate a little incident. Some time ago a portly and prosperous partner in one of the best known pottery firms in Staffordshire was making his way leisurely among the throng in one of the busier streets in London city. Suddenly he paused, realising that an apparent stranger was gazing into his face with a genial smile of recognition. "I—I—don't know you!" said the prosperous potter, wondering. "Why, you used to know me! You used to see me often in Lord-street," said the stranger, with a ringing laugh. "Why! Surely! No! Are—you—John?" asked the potter, scarce able to believe it. "Yes, I am John," was the answer. And thereupon the two old acquaintances, Mr. Caton being the "John" in question, entered on a friendly talk of old times. The shop in Bold-street is an extensive one. The stock ordinarily held reveals the character of the trade done. Decorative china and pottery ware of the choicer kinds greet the visitor from far-reaching shelves at each side and from a large stand which occupies the centre of the shop. Vases, flower bowls and holders, in styles almost innumerable, also arrest attention. Tea sets in quite a large variety of dainty designs, in which pink and green, blue and gold have been used to beautify with exquisite taste, also, in turn, arrest attention. Larger vases and toilet sets appear ranged in quite an embarrassing wealth of design and ornamentation. Glass in great profusion is displayed in the window and on shelves at one side of the shop. In the window also, to show the use of "acorn glasses," then stood three such glasses, each surmounted by a diminutive oak tree, perfect in leaf and stem, the tree growing from the acorn placed in the neck of the glass.

I had a pleasant talk with Mr. Caton about trade affairs, past, present, and prospective. On the subject of foreign competition I found him to have clear ideas as to how to help the English manufacturer. "When you go into the question," he said, thoughtfully, "you find that in many parts of the foreign field, labour is much cheaper than in England, and our manufacturers have to fight that; and while they show sympathy with our own people, they have to compete with the foreigner. A serious matter to our manufacturers is that the foreigners buy our clay and send it back made into pottery and sell the pottery for much less than we can produce it. That aspect could only be met by those who know the clay fields. A heavy tax should be put on before the clay

goes from here. Cornwall is a great clay field for this country, The Germans and other Continental people come here and buy, and produce articles, not so good as ours, but articles which they supply to the working people of this country. I think we should protect ourselves. I say that to protect ourselves—that is, self-preservation—is a first law. Let them supply their own country with the stuff, or let us put a duty on that will meet the case. I will show you what I mean. They can produce this.'' Mr. Caton went to a stand and took from it a tea cup and a coffee cup in pure white and gold, of the edge-line and sprig pattern. '' You can hardly go into a working man's house without finding these. I should think there is hardly a house in the country but sells them. They are English, and represent a staple trade, but foreigners can produce them too. I never buy foreign goods of that kind because these are poor enough. I think we ought to go for our own productions and protect ourselves.''

I asked Mr. Caton if it would affect the trade in any other branch if a tariff system were adopted as he suggested; or if it would '' come home '' to him, as a trader, in any other way? '' It would come home on some lines, but it would be safe for it to come home. In the case of woollens it might come home. It would have to be looked at fairly. I have for years thought on this question, that we should protect our own industries, but the facts have been that American makers have taken our English workpeople out and placed them in America and produced certain lines which used to go from here to the States.'' We passed on to speak of glass. '' The chief question which affected glass,'' Mr. Caton said, '' was that which affected pottery. Foreigners were producing goods at lower prices than they could be produced at in this country, but there was a great difference in the quality of the goods.'' Mr. Caton walked to a sideboard which was covered with glass ware. He took from among the many articles a plain, English-made tumbler, and flicked it smartly with his finger nail. A bell-like sound, loud and clear, was emitted by the glass. '' That is English glass,'' said Mr. Caton. '' It is rich in tone. If you are a musician you will soon find out the key. A foreign glass won't do that because it is of poorer quality.'' Mr. Caton brought another glass. It was not nearly so clear and was thicker. He rang this in the same way. The sound was dull. There was no clearness and no beauty of tone about it. '' The English is finer in tone. It is like bell metal,'' Mr. Caton said again. He now rang the foreign glass once more. '' That is the test; and, do you see how green the glass is inside? That (the English glass) is as white as silver. You have no need to tell buyers. They know. They say, 'How green it is!' '' The glass which he showed me was a dull, yellowish green. The superior purity of the English-made glass could be seen at a glance.

We talked on until prices were mentioned. '' In December, the makers sent out an intimation that all goods would have 5 per cent. added at the foot of the invoice. I think most dealers object to the addition being put on at the foot of the invoice; they would rather it were put on the goods themselves. There was evidently a difference of opinion among the makers at the time. I think there are many makers in the trade who seem to leave articles alone which are unproductive, and I think they do well,'' said Mr. Caton.

'' A man of good ideas, with a mind of his own,'' Mr. Caton proceeded, '' can help manufacturers very materially. He can make a thing where another man cannot produce it at all. I have known makers who have let a thing lie two or three years before they would face the cost of production, and they have then produced it and made a good thing of it; but we must remember the foreign market must be below the English market, and they cut the English manufacturer out on some lines.'' Here we touched the tariff question again, and on this Mr. Caton was quite explicit. He would '' protect '' British home industries in order to preserve them.

The principal question of local interest was, I found, the irrepressible '' seconds '' question; but on this, as on other questions, Mr. Caton held a very reasonable view. Liverpool, he explained first, had almost become the '' dumping ground '' for '' seconds,'' and the practice was detrimental, he said, to all aspects of the trade. '' Manufacturers must have an outlet for 'seconds' goods because production does not warrant their actually destroying them,'' he continued. '' But what we object to is that manufacturers who get best prices should send 'seconds' goods into this city. Suppose you buy a dinner set and pay £5 for it, you would not like to see it in another house at half the price. The argument, as far as the manufacturers are concerned, is feasible enough; they must do something with the goods. It is a very big question to deal with, and our view has been that they should send the 'seconds' where the best goods do not go. I don't think anyone would have a word of complaint if they would deal on those lines. Each firm could work out its own ideas because they know the towns to which they supply their best stuff. Our contention is that they should not supply 'seconds' in a town to which they send their best goods.''

Mr. Caton had seen many changes in the trade in Liverpool. For himself, he was there with two sons about him and with two others at the Blackburn house. And a change was pending, the opening of the new era of the old business under the style of John Caton & Sons. This was auspicious and promising, and was a change on which I could fairly congratulate Mr. Caton as, expressing all good wishes for future success, I brought my pleasant interview with him to a close.

TECHNOLOGICAL REPORT OF THE CITY AND GUILDS OF LONDON INSTITUTE.

FROM the annual report of the Department of Technology of the City and Guilds of London Institute for the session 1906–1907, which has just been issued, we abstract the following particulars:—No. of pottery and porcelain classes 15—two more than in 1905–1906; number of students 166, as against 183; examined 95, including 47 preliminary; last year 114 were examined, including 48 preliminary. Number of passes 42 (17 preliminary). Last year 27 passed in each grade. The comments of the examiner, Mr. W. Burton, are appended. Preliminary Examination.—The number of papers submitted this year was about the same as last year, but the results of the examination are not so good. In this subject, as in others, the examiners have repeatedly drawn attention to the general lack of scientific knowledge displayed by most of the students. Some years ago, in re-organising the syllabus, an attempt was made to remove this defect by introducing into the work of the session a section dealing with very elementary science. Judging by this year's papers, it must be concluded that this instruction is given in such a way as to be of very little benefit to the students, for the answers to the four questions which were set on this section of the work were very badly done. The answers consisted, for the most part, of imperfectly remembered statements which might have been taken from any text-book of elementary science. Not only were the general

questions badly answered, but when the students were asked to describe the appearance of ordinary substances in common use they failed lamentably. Thus, in answers to question 8, which asked for a description of the appearance of felspar and of china stone, felspar was generally described as "being in appearance like a hard granite rock," while not a single student pointed out the granitic appearance of china stone. The burning of coal in the mouth of a pottery oven was confounded with the destructive distillation of coal in a gas retort, and quite a number of students stated that "flint is calcined to get rid of vegetable and mineral impurities." The majority of the students described quite accurately the formation of copper oxide when copper bars are strongly heated, but a considerable number stated that the substance thus produced was of no use to the potter. The difficulties of imparting even the rudiments of scientific knowledge to many students in the preliminary classes must, of course, be realised, but everything points to the fact that the methods adopted in teaching the preliminary students in pottery are not the best for the purpose, and should be amended.

Ordinary Grade.—As a whole, these papers are the best ordinary grade papers of the last ten years. There were few absolute failures, and although the examination standard is considerably higher than it was only a few years ago, the percentage of passes is very good. It is, of course, inevitable that the ideas current among the workmen of the district should often find expression in the papers, but there ought to be no possibility of students stating that the setting of glaze in the dipping tub is "due to want of plasticity in the glaze," or that it might be obviated by the addition of "calcium borate, flour, gums, aniline dyes, ball clay, china clay"; yet both these answers were given, in more than one paper, in this bald form, and without further explanation. Such a simple property as "the hardness of the fired pottery body" seemed to present great difficulties, a very common answer being, "By the term hardness we mean density." The principle of the wash tub used by potters' millers also seemed not to have been explained to the students, though its use affords a valuable instance of the application of elutriation and sedimentation, which have played such an important part in the laying down of various clay deposits, and explains so well the mixed compositions of many beds of clay. The general impression seemed to be that the wash tub was merely used to wash impurities from the flint and stone, though no explanation was given as to how this could be effected. From the results of the examination it looks as if the teachers in both the preliminary and ordinary stages are attempting to cover the ground in too great detail, so that the students are confused with a mass of information, much of which they are incapable of appreciating at its true value. It would be better to simplify the instruction, leaving the detail to be acquired during the later stages of their instruction.

Honours Grade.—A departure has been made this year in supplementing the examination of the written papers by a viva voce test, and those students who sent in the best papers were re-examined, especially with regard to their practical knowledge. The position of the students in the pass list has been based on the double examination. From both the written papers and the practical test the examiner formed a very high opinion of the general knowledge and ability of the students; indeed, the resourcefulness shown by all the students in their practical work seemed to indicate that the students have derived great benefit from the years spent in the pottery classes. Although the pass list may be smaller than in some previous years, the principal reason of that is the higher standard now required for a first-class pass in the honours stage.

Glass Manufacture.—Number of classes 2 (2). Number of students, 8 (11). Examined, 5 (7). Passed, 3 (6). The figures in parentheses are those for the preceding session. The syllabus has been revised and re-written. The examiner, Mr. W. Rosenhain, remarks:—While one paper in each grade displays a certain acquaintance with the subject, the papers as a whole show deplorably little intelligence, and only a superficial acquaintance with the principles of the subject. Each candidate appears to be able to describe one process—presumably one upon which he himself has been engaged—with reasonable accuracy, but collateral branches of the industry appear to have been read up in antiquated accounts. The chemical knowledge of the candidates is particularly weak, so far as the display given in the present papers goes to show.

THE WEST OF ENGLAND CLAY TRADE.

(specially contributed.)

SOUTH DEVON.—IV.

In a recent number of the Pottery Gazette it was pointed out that in clay working and pottery manufacture, "the strife and stress of commerce prevents research which does not promise immediate profit." The South Devon clay field was no exeeption to this rule, until the late Baroness, then Miss Burdett-Coutts, came forward and, with characteristic generosity, provided ample means for carrying on investigations in this profitless side of the trade. These were most conscientiously carried out by Mr. Wm. Pengilly, F.R.S., F.G.S., &c., assisted by the Rev. Oswald Heer, M.D., D.Ph., Professor of Botany, Zurich, who dedicated their book to Miss Coutts, and gratefully acknowledging her munificent and enlightened encouragement of seience. Bovey Traeey was chosen as headquarters and a complete examination of the famous lignites decided upon. Lignite stands in bad repute with the potter, causing him even more annoyanec than "shortages," and, though it is so interesting, he will never be induced to study closely with a microscope something he would rather glare at through a telescope at very long range. The mere thought of lignite, by whatever name he might eall it, "wood" "smut," or "coal" is distasteful, and its connection with choked lawns and spoilt ware, causes the presence of lignite in the clay to have the same effect on the nerves as the piece of red rag to a bull. Most writers agree that the Bovey basin in which the lignites are found was once a large inland fresh water lake, with two separate rivers draining into it, the Teign and the Bovey, and it is in this deep lake that the man of science loves to flounder, usually very much out of his depth.

There are many points in the district where visitors may gain a good view of the outline of the rocky chain that encircles the clay ground, once the shores of the lake, most in evidence the everlasting hills of Dartmoor and Haldon. From Newton, looking towards Kingsteignton, one is able to judge the value of the theory that the ancient lake broke its banks, and flowed in the direction of Teignmouth or Torquay, or both. Here, too, can be studied another theory, which, rejecting the lake altogether, holds that the basin was an estuary and the lignites were formed of vegetable matter and drift wood. Those who hold this view should visit the town after heavy rains, and especially at high tide, when, with two rivers and two canals all overflowing, the country looks like a large estuary of many miles' extent. Pengilly and Heer pronounce for the lake theory, and declare that the lignites were the remains of ancient forests that once flourished there.

The formation had already been brought before several

learned societies, and the story of the lignites told and re-told. A score of writers had treated the subject, but much that had been written was vague and contradictory, Thus one, Jeremiah Milles, in a paper read before the Royal Society in 1760, states that the clays and coals in the district were first discovered in 1745. Scammell, of Bovey, mentions 1714 as the correct date of the first working, or as Pengilly points out, 31 years before they were discovered, according to Dr. Milles. Further, one writer finds that during combustion, lignite cracked and did not assume the character of charcoal, and Mr. Hatchett finds it did not crack, and did form charcoal. Milles mentions 6 beds of clay, and 6 of coal, aggregating 70 feet thick. He states that a spring of clear blue water, called by the clay men "mundic" water, rose from the sand, and that amongst the clays were found lumps of a bright yellow substance, extremely light, which burnt like sealing wax, emitting an agreeable odour. Most early writers mention these mundic springs, declaring them to have been hot as the Bath waters. Four kinds of lignite are mentioned and elaborate arguments are adduced to prove its mineral origin. The best of these arguments, and one which was considered unanswerable, was that "no signs of roots, branches, bark, &c., is found in these clays." Such a statement was not allowed to go unchallenged, and drew an article from Professor Hollman of Gottingen, who before the Royal Society had classed lignite as of vegetable origin. This seems to be the view of the matter held by the clay man, who, when asked to account for lignite in the clay, invariably replies that it "growed there." This by no means implies that he considers all clays and all lignites to be of vegetable origin, the brand that in the cutting runs like blood, and which in the older days they say was so much redder, he assigns to the animal world, near akin to that red clay from which man was first modelled, and mysterious as that powdered clay which, moistened, restored the blind to sight. There does not seem to be any clay possessing healing virtue now, though when the clay cutter has a cut, or sore, and clay gets on it, he will not trouble to rub it off, saying that beside "keeping the dirt out" the clay will do good. With mud baths and sun baths, so highly prized, why not clay poultices ? And now that so much is heard of microbes, may not some at least of the strange stains in clays one day be proved to be neither mineral nor vegetable, but to belong to the animal world, so justifying the clay man's contentions ? In 1794, Dr. Maton wrote of lignite as of vegetable origin. He informs us that it was largely burnt in a pottery at Bovey. This pottery seems to have been rather a noted place, and attracted attention of several writers, one of whom gravely informs his readers that "there are also potteries in Staffordshire."

Although not of much use commercially, lignite is still used on the clay field to get up steam. Six tons of lignite have the heating power of one ton of steam coal. Some of the very large pieces have been split up and used for palings and picture frames ; walking sticks have also been manufactured from this fossil, or bog, oak. Some varieties when first mined, are soft as butter, and small ornaments are carved from them. Unfortunately, after a short exposure to the atmosphere they develop tiny cracks, and soon crumble to small pieces. Experiments have been made to ascertain its fitness for use in sugar refineries. It has also been used in connection with the purification of water, and in sewerage undertakings. Many tons have been sent to gas works in various parts of the country for trials. Private enterprise has faced the problem, and has succeeded so far as to produce an excellent coke from the lignite, at a cost of about 18s. per cwt. As the current price of coke was 20s. per ton its manufacture was discontinued. Sometimes lignite is burnt in the miner's home, but not often, as the miners prefer to die of cold rather than be choked.

The great objection to the use of lignite as a fuel, is, of course, its objectionable smell. When a fire breaks out in the workings or on the lignite waste heaps, it smoulders for months, and poisons the air with the sickliest of smells for miles. Possibly, this smell, caused probably by the lignite containing a large quantity of mineral oil will indicate the most valuable property of lignite. Experiments are still being made and a company is at the present time working on the lignites. It is now claimed that 3 tons of lignite, under improved treatment, and with careful management, can be made to do the work of one ton of coal. It is computed that in a few million years, marketable coal will have formed. In view of this, and to cover any previous developments the seller of lignite ground manages to squeeze into the agreement "all mineral rights reserved."

The result of investigations in the white clays resulted in establishing the fact that at one time this part of Devonshire was as bitterly cold as the Polar regions. The Arctic birch was found embedded in the clay with traces of Iceland moss. The black clays, on the other hand, spoke of a practically tropical climate, of large densely wooded tracts, and ancient forests, festooned with vines and creepers. But like the old time botanist who spake of the cedar, but did not forget the hyssop, these painstaking geologists, not satisfied with the fossil remains of the huge pines and gigantic tree ferns, searched assiduously for, and discovered, flowers, ferns, cones, nuts, fruit-stones, thorns, seeds, mosses and leaves, many of which have modern representatives only in far distant lands. There are 20 beautifully engraved pages in the report, containing illustrations of hundreds of fossils. But what caused the greatest joy was the discovery of the remains of a beetle. It is hoped that as investigators failed to find proofs of vegetable life where later they were discovered in plenty, so great discoveries may yet be made in connection with the animal world. The bones of the red deer have occasionally been found on the north side of the clay-field in places long since deserted by these creatures, and five miles from Kerswell with its clay and ochre beds is Kent's Cavern in which have been discovered remains of the tiger, rhinoceros, hyænas, hippopotamus, elephant, cave bear, elk, and wolf.

Half-an-hour's walk away are the famous "pockets" of clay, known as Watcombe, or Torquay terracotta. Nor do the clay beds end there, for stretching far away under Torbay lies a continuation of the white clays of Newton. This gives us practically twenty miles of the richest clays in the world, at one end of which we find the great bay which has so often figured in our nation's history, and at the other that great expanse of granite, bog, gorse and heather, known to all the world as Dartmoor.

The Origin of Pottery.—An archæological theory has been recently propounded to the effect that the earliest forms of pottery were modelled on the perforations in flint and other nodules caused by fossil sponges. The theory is plausible, but will not bear examination. For one thing, primitive pottery is found in many countries where fossil sponges do not exist. Besides, speaking from a personal acquaintance with many forms of fossil sponge, we confidently assert that very few of them bear the slightest resemblance to the clay vessels of prehistoric man. It is far more likely that his first pots were modelled on gourds used for cooking purposes. Probably the idea of making them was inspired by observing that clay or earth smeared on the gourds to protect them from the fire became baked into a rough imitation of the bottom of the gourd itself.

POTTERY-MAKING IN MOROCCO.

(SPECIALLY CONTRIBUTED.)

CONSIDERING the primitiveness of all things in Morocco, it is not remarkable that pottery-making is carried on in the same manner as centuries ago, nor that the products of this branch of industry might be mistaken for the works of long-perished nations. In fact, pots unearthed in the island of Crete are almost identical with the common household pots of the Moors, while both the common and decorated pottery, especially the Rifian, bear a great resemblance to those made a century ago by the North American Indians.



I.—A MOORISH POTTERY MAKER.

Moroccan pottery may be divided, for purposes of consideration, into two classes, the unglazed and the glazed. The former class includes all the common household utensils as well as a few articles for decoration only, while the latter class includes, almost solely, the pottery used for decorative purposes. The styles of the unglazed pottery are the same over all Morocco, whereas almost each town of importance has a style of decorated pottery which is distinctive of that town alone.

There are, in Morocco, no "centres" where the manufacture of pottery is carried on. On the other hand, it is a general industry participated in not only by every town but by every village, or, one might say, every country house. Pottery-making is an occupation which is as common among Moorish women as sewing is among European women, and just as a European woman frequently sews during her spare hours, so the Moorish woman makes pots during hers. Not only is a plentiful supply of pottery for use of the household thus kept on hand, but enough is made, as a rule, to warrant a weekly trip to the nearest socco, or market place (usually in the towns only), that the supply may be sold. It is immaterial that the total receipts from the sale of the week's product amount to only a shilling or two, or that the journey to and from the socco has covered thirty miles and occupied two days—the time of the Moorish woman is considered worthless—if she earns twopence halfpenny a day she is a good investment, as the halfpenny will more than take care of her for a day.



II.—COMMON MOORISH POTTERY.

The manner of making this common pottery, such as is shown in Fig. 1, is not at all complex. The clay, a common, reddish earth, is dug by women at the most convenient bank and carried in baskets to their homes. The equipment for the worker consists of a round wooden plate, perhaps 12 inches in diameter, with a small hole in the centre, a wooden peg to fit this hole, and a piece of cactus leaf. The site for the work having been chosen, the peg is driven into the ground. Then a round piece as big as a 5-shilling piece, or perhaps a trifle larger, is cut from the cactus leaf, and split. The two halves are then driven down over the peg, the pulpy sides of the leaf forming a slippery bearing. Upon this is set the table, or round board, which turns easily upon the two pieces of cactus leaf and is held in place by the peg. With this crude but efficient apparatus, the worker is ready. Shaping the moistened clay, she turns the table rapidly around, until in a few minutes the pot begins to take shape, and in a few more is finished. It is then either placed in the sun to dry, or, if there chances to be one of the primitive ovens in the vicinity, set aside until "baking day." Sometimes a childish attempt at decoration is made, figures being traced in the soft pot with a stick, or pieces pinched out of its edge by the fingers.

These pots sell in the market places for almost nothing. The smallest and most simple dish brings a halfpenny to its maker, while the larger ones cost twopence, threepence, or perhaps, in the case of a big water jar, a shilling. The *Kesk'soo* cooking set, used for preparing a national dish, and consisting of fire-pot, boiler and strainer, is bought in the market for an equivalent of about 8d., and undoubtedly this is far more than would be paid for it by a native.

In the Rif district this common pottery is sometimes decorated with designs in black colouring matter, geometrical designs as a rule, but generally speaking the cooking utensils are not decorated. Sometimes the pottery makers have certain "trade-marks" as, for example, a black crossed line upon a plate, and so on.



III.—A RABAT VASE, 14 IN. HIGH.

At Rabat is produced a vast quantity of decorative pottery, which is only the common clay pottery painted with a preparation which looks like enamel. The writer tried to ascertain what this preparation is, and has been given all sorts of mysterious



IV.—Fez Vase, 14 in. high.
Design in blue and green on white ground.

formulæ, but personal experiments give rise to the belief that the flux is only sugar and water (most of the sugar is half starch), and that the colouring is aniline. In fact one can produce the same results with this formula. If Rabat pottery is kept in a dry place the colours remain bright for years, but they are easily affected by moisture, and peel off in course of time. A wet cloth will remove them quickly. Some very pretty shapes in vases are made at Rabat, however, and for certain purposes this style of decorated pottery is very good.

Fez produces the best grade of decorated pottery. Not only are its designs superior to those of Rabat, but its colours are better, and most of the articles have a good glaze. Some Fez pieces cannot be excelled for proportions, and in others the colouring is beautifully blended. Red, yellow, blue, green, and purple are the favourite colours of Moorish pottery-makers, to which black and white may be added, as they are frequently used for outlining the design. Fez pottery is usually made of a good white clay and the natural colour is oft-times used as a background.

Mogador, though not a copious producer of decorated pottery, has a decorative style that is peculiar, so much resembling the Japanese that one is inclined to think that some citizen of the land of cherry blossoms must have at some time influenced the industry. The clay in most of the Mogador pottery is much lighter in weight than is generally found.

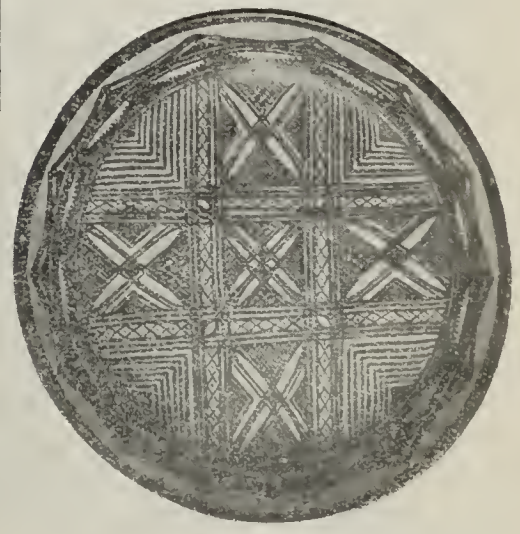
The decorated pottery from the Rif much resembles the work of the American Indian. The colour-work, in antithesis to the black, which is almost invariably of geometric designs, runs towards the "impressionistie" school, that is, the colours are not clearly separated, but run together. Considering that the Rif people live under almost the same conditions which surrounded the American Indian, and the resemblance in the artistic tendencies of both people open an interesting line of study. Nor is this similarity true alone of the pottery, for the writer has seen Rif blankets which could scarcely be known from the famous blankets of the Navajo tribe of American Indians.

Pottery and Glass Imports of Mauritius.—According to a report just published, the earthen and china ware imports for 1906 amounted to Rs. 61,886, against Rs. 97,438 for 1905, showing a decrease of Rs. 35,552. Decreases were from France (Rs. 36,111), Germany (Rs. 4,021), Continental India (Rs. 955), China (Rs. 503), and Belgium. The United Kingdom and Austria showed increases of Rs. 370 and Rs. 4,597 respectively. Of glassware, 22, 933 pieces less were received than in 1905, with a shortage of 1Rs. 18,575 in value. Decreases were from France (Rs. 14,383), Germany (Rs. 8,948), Austria (Rs. 422) and China. The United Kingdom supplied 18,733 pieces more with an increase of Rs. 4,243 in value.



V.—A Mogador Vase.

Suggested International Glass Bottle Trust.—It is reported that the German glass bottle blowers who three years ago formed a syndicate to control the manufacture of glass bottles in the empire, and which embraced practically the whole of the German firms interested in the trade, have now gone a step further and formed themselves into a limited company. The purpose is in the first place to acquire the Owen bottle-making patents. About a year ago the Austrian bottle makers formed a syndicate on the same lines as the German, and have since co-operated with the latter in controlling the markets. This Austrian syndicate is also to be made into a limited company. Negotiations are said to be on foot for the extension of the agreement by forming a universal syndicate, each country forming its own limited company, and all the companies joining in the purchase and joint exploitation of the Owen patent, the acquisition of which is estimated to cost about twelve million marks (£600,000). The syndicate is to include the American bottle makers who are now exploiting the patent.



VI.—A Rif Dish.
Natural clay colour with design in dull black.

AMONG PROVINCIAL DEALERS.

(FROM OUR OWN CORRESPONDENT.)

BARROW-IN-FURNESS.

WE are informed that the furnishing warehouse in Duke-st., Barrow, which comprises a well-stocked glass, china and earthenware department, and which was alluded to in the last issue of THE POTTERY GAZETTE as being maintained by Walch & Pohl, is carried on by Pass & Co., wholesale general merchants. This firm acquired the business of Walch & Pohl, and their own glass and china department is now carried on in a spacious shop bearing the old name. The name of Walch & Pohl was given by our representative who visited the warehouse under the impression that this was the business style under which the department was carried on, this old name still appearing prominently above the handsome double front of the shop. We regret that this confusion of names should have arisen.

WORKINGTON.

Workington is one of three towns which maintain a strong industrial life in the districts forming the sea board of the north-western part of Cumberland. The most southern of the three towns is Whitehaven. Six miles N. by E. along the coast, stands Workington, and from five-and-a-half to six miles farther to the N.N.E. stands Maryport. Workington is the largest town of the three, its present population being about 27,000. Its chief industries are iron smelting and iron and steel working, and a shipping and railway freight trade which is largely dependent on the local iron and steel industries. The glass and china business is well represented in Workington, there being several shops of good size devoted to the trade. These have enjoyed a well sustained, though quiet prosperity. Glass and pottery of the better class has found a ready sale in the town, as much money is made by the iron workers and artisans when trade is good, and better class china and glass has been appreciated in the town.

A notable establishment on Hag-hill, Workington, is held by Mr. J. WATSON as a glass and pottery depôt. The front of the shop, the window and its contents, at the time of my visit, wore an aspect of brightness and cleanliness which made the whole very conspicuous. The goods shown in the window had been judiciously chosen and tastefully arranged, the tea-sets being by celebrated makers who have studied the artistic in form and colour, in their productions. In the shop, also, the stock seemed to have been carefully selected and arranged with much taste. Mr. Watson was not on the premises at the time of my call, but I learned from the lady who was in charge that trade had been proceeding quietly for some time, and that nothing of special interest had lately transpired.

Mr. D. JEFFREY, 28, Washington-street, holds one of the leading glass and china houses in Workington. The window contains a good selection of choice pottery ware and glass. In the shop itself is a stock of similar goods chosen with great care, many of them being very beautiful. The direction of the business and the choice and arranging of the stock devolve very largely on Mrs. Jeffrey and her daughter, and the goods on view and the tasteful order of the display in the window and on the shelves bear evidence of the care and skill with which these duties are done. In conversation with Mrs. Jeffrey I learned that the family had held the premises for two years, having taken the business over from a Mr. Parkinson. Since doing so, they had had some unpleasant experiences. Mrs. Jeffrey related to me how she had had great difficulty in obtaining articles which she wanted as stock. She had written to one or two firms who advertised high class china and they had taken it to be "quite insulting" that anyone should presume to ask for goods of that class for—Workington. Customers came and wanted such goods, again and again, and Mrs. Jeffrey had to confess to them that though she had ordered the goods they had not come, and that it appeared as if the manufacturers of the goods really would not send them to Workington. In one case, an outfit of first-class dinner ware was wanted for a dinner party, and an order for the goods was given to a leading firm in the Potteries. But the goods did not come. Instead, there reached Mrs. Jeffrey an intimation that a partner of the firm had remarked:—"It is of no use sending goods of that sort to that district"; so the goods were not sent. "We have sent money in advance, and they have sent quite different goods from what we ordered," said Mrs. Jeffrey. "I wanted majolica flower pots one time, and said I would take two crates. I ordered the pots and paid for them in advance, and they sent common dinner plates; the commonest that they had. They sent a letter saying that they were sending them on instead of the flower pots. We trusted to their honesty, and when the crate came and we opened it out, there was nothing but odd plates to make up the money; just what they had a mind to send." But one firm advertising in THE POTTERY GAZETTE, to whom Mrs. Jeffrey wrote, had sent her some of the high-class goods which she wanted. And their articles had not been in the window a day before they were sold.

Mr. J. NICHOLSON has a glass and china depôt in Washington-street. The warehouse is large, and its main window, which fronts to the street, is spacious and imposing. A beautiful display of tea-sets, vases, and other goods appeared in the window, being arranged with great taste. In the large shop beyond, an extensive collection of goods for table, toilet, and decorative uses forms an imposing collection. Two ladies whom I found in charge of the establishment informed me that Mr. Nicholson had been in the district about thirty years, and that goods of the best quality were dealt in. Trade appeared to have gone on very steadily, and at the time of my visit to be without any phase of special interest.

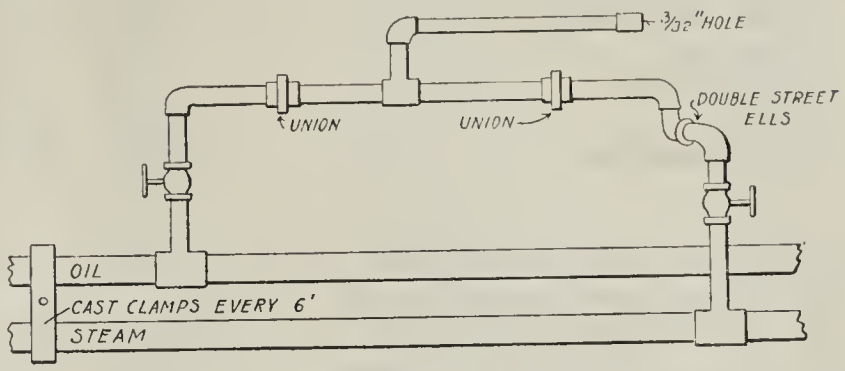
Mr. H. STEPHENSON, Harrington-road, has a glass, china, and earthenware depôt, which occupies a prominent corner position. The spacious front looks quite new, and the two fine windows are made very bright and inviting by a liberal use of stock. Inside, the same elements of brightness and freshness appear everywhere, on fittings and stock alike. One feature of the fittings is especially noticeable, namely, the formation of the counter. The front, facing customers as they enter the shop, is formed as a glazed show case. At the time of my visit, the shelves of this case were stocked with articles of ornamental pottery. On the shelves behind the counter, was an imposing collection of vases, flower holders, toilet-sets and other articles. The business is carried on by Mr. Herbert Stephenson and his sister, Mr. Stephenson, senior, however, who is engaged in another business, taking a constant interest in the business and sharing in the direction of its affairs. In the course of a conversation which I had with him, I learned that he had resided in the neighbourhood for twenty years. As regards trade matters, carriage, I was informed, had proved a great difficulty. "We have less difficulty from London than from the Potteries; we have a quicker service considering the distance. Carriage is a heavy item," said Mr. Stephenson, senior. With respect to foreign goods, he made these noteworthy remarks:—"I never buy foreign goods if I can compete with the others. Sometimes our competitors drive us to buy that which otherwise we would not buy. I find that our own English goods are

more satisfactory.'' Business at the time of my visit was active, and Mr. Herbert Stephenson had only time for a very short talk.

Fisher-street, Workington, contains a glass and china depôt carried on by Miss CHAMBERS. The window of the shop is of good capacity, and contains a beautiful display of glass and china. Tea-sets, fruit plates, embellished with picture subjects, vases and ornamental ware are grouped so tastefully in it that there is no discord in forms or tints. In the shop, evidences of an appreciation of the fit and artistic in arranging shelves, cases, and stock, may be seen on every hand. The front of the counter is formed as a show case, glazed and fitted with shelves. The cases round the shop are provided with draw-out ''rests,'' at the height of an ordinary table, each rest when drawn out forming a table on which articles of pottery or glass may be set for inspeetion, or while re-stocking the cases. Floral pots, vases, and pedestals were much in evidence when I visited the premises, and gave an aspect of decorative beauty to the interior. Shelves and cases bore a wealth of glass and china of a superior kind. I had a short conversation with Miss Chambers, but she did not report any matter of especial interest. She referred to the extent to which auctioneers visited the town and sold pottery and glass at low prices. This practice, she thought, had affected the sale of the cheaper kinds of pottery but not of the better class wares.

AN OIL-FIRED BRICK KILN.

SOME description of the experience of the Fresno Brick and Tile Co., Fresno, California, with crude petroleum as kiln fuel will be of interest to our readers. Since crude oil became so plentiful on the Pacific Slope, oil burning has become quite general. For three years the company experimented with different systems of oil burning, but it has now installed one of its own. The company has a brick oil tank that will contain 20,000 brls. of oil. This has been made of this great capacity so as to anticipate any shortage of tank cars. From the tank the oil flows by gravity to a Worthington duplex pump, with 4-in. eylinders and a 7-in. stroke. At the head of this system there is an air cushion made of 6-in. pipe and 8 ft. long. Near the top of this the pressure gauge is placed. The company has found that the burners work better on about the same pressure; that is, 95 lbs. of steam needs at least 85 lbs. of oil. The supply lines to the kilns are of $1\frac{1}{2}$-in. pipe. At the kiln, globe valves are installed, preferably Jenkins valves, run with Magnolia babbitt metal instead of fibre discs in the supply lines, so that each side is independent of the other. The burners are made in three sections to the side, to avoid excessive weight. The individual burner is composed of a $\frac{3}{8}$-in. nipple 4 in. long, screwed into a $\frac{3}{8}$-in. by $1\frac{1}{2}$-in. tee, and a $\frac{3}{8}$-in. Jenkins globe on the oil and steam lines. On top of the globe is a short nipple connecting a $\frac{3}{8}$-in. pipe. On one end of this pipe is a double street ell to allow for expansion in the main feed lines. This $\frac{3}{8}$-in. pipe cuts into a $\frac{3}{4}$-in. tee, and from this tee runs the spray pipe $\frac{3}{4}$ in. by 14 in. long. The end of the spray pipe is



THE OIL-BURNING APPARATUS.

capped with a cap bored in the centre with a 3-32-in. drill. This burner is easily directed, works in a narrow slot when eross-firing, and is claimed by the company to be the simplest burner in existence. The illustrations, for which we are indebted to ''Brick,'' of Chicago, will aid somewhat in the understanding of this description, which is also taken from that paper. The burning is done in 7 clamp kilns. Each kiln has 26 arches, is 40 brick wide, and is set in 4 brick benches, the brick being placed 5 over 2 and 40 brick high. Burning is accomplished with 52 erude-oil burners, the crude oil being used for both watersmoking and burning. About $1\frac{1}{4}$ barrels are used per M brick, there being 42 gals. to the barrel.

A Dresden Dessert Service, reported to have belonged to Marie Antoinette, was bequeathed by the late Sir Chas. A. Turner to his wife for life, with remainder to his sister, Lady Allen.

Bankruptcy Statistics.—No china, glass and earthenware dealers were gazetted as bankrupt in England and Wales during the month of October of this year or last year. In the ten months ending October, 1907, eighteen were gazetted, being double the number for the corresponding period of 1906.



AN OIL-FIRED BRICK KILN.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR OCTOBER, 1907.

	Quantities.				Value.			
	Month ended October.		Ten Months ended October.		Month ended October.		Ten Months ended October.	
China or Porcelain, and Earthenware.	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
To Germany .....cwts.	8,799	6,292	55,962	84,639	£7,053	£8,567	£63,666	£73,452
,, France ..... ,,	2,348	3,492	51,527	45,993	4,515	7,524	49,341	54,428
,, United States of America ..... ,,	42,379	48,603	399,643	437,730	53,440	59,313	478,483	522,653
,, Brazil ..... ,,	14,865	16,013	130,392	169,758	9,912	11,615	97,549	127,563
,, Argentine Republic ..... ,,	28,450	30,909	355,604	289,305	14,691	18,024	146,212	146,470
,, British South Africa ..... ,,	13,757	7,749	178,472	99,134	9,798	6,144	96,285	70,593
,, British East Indies..... ,,	31,492	21,786	244,702	252,606	17,925	14,232	133,149	136,045
,, Australia ..... ,,	21,481	20,670	148,767	180,441	15,688	24,433	144,628	207,585
,, New Zealand ..... ,,	11,426	9,380	61,580	71,931	15,570	14,886	83,281	103,669
,, Canada ..... ,,	33,219	34,349	255,100	276,500	24,930	29,951	200,539	249,579
,, Other Countries ..... ,,	90,969	108,974	779,052	861,502	51,223	61,568	460,230	517,050
Made up as follows:								
Porcelain, Chinaware, and Parian .. ,,	2,191	2,168	20,626	17,776	21,713	20,657	139,466	156,620
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	120,117	151,942	1,092,780	1,318,272	153,303	193,347	1,367,246	1,649,569
Jet, Rock'm, and Glazed Terra-cotta ,,	132	1,134	932	2,094	286	1,212	1,807	2,502
Red, Stone, Brown and Yellow Ware ,,	161,826	139,374	1,409,531	1,306,053	30,705	24,360	267,566	246,595
Other Sorts (including Electrical and Chemical Ware) ..... ,,	14,919	13,599	136,932	125,344	18,738	16,681	177,278	153,801
Glass.								
To British South Africa.....value £	—	—	—	—	8,504	7,832	74,296	54,593
,, Other Countries ..... ,,	—	—	—	—	106,821	123,167	987,220	1,119,395
Made up as follows:								
Plate Glass .....cwts.	12,758	12,248	116,133	124,883	18,885	20,020	169,901	205,602
Flint Glass ..... ,,	5,902	6,670	51,945	60,247	21,251	21,568	171,454	180,897
Glass Bottles .....gross	65,070	79,205	624,534	721,611	41,667	52,062	401,473	468,774
Glass Manufactures, other sorts....cwts.	41,105	41,488	369,905	395,114	33,522	37,349	318,688	318,715

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR OCTOBER.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian..cwts.	5,849	4,691	42,592	44,862	£28,297	£23,389	£203,182	£217,853
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	30,192	31,137	265,446	280,650	56,816	60,283	517,656	550,241
Jet, Rock'm, and Glazed Terra-cotta ,,	15	—	6,891	183	45	—	2,374	547
Red, Stone, Brown and Yellow Ware ,,	2,979	15,314	27,875	68,181	759	2,122	7,714	12,963
Other sorts (including Electrical and Chemical Ware) ..... ,,	1,830	2,166	18,977	21,205	3,022	2,640	28,447	27,610
Window and German Sheet Glass ,,	123,317	130,735	1,144,082	1,057,470	67,543	77,679	642,819	597,577
Plate Glass ..... ,,	36,850	28,219	334,318	346,391	51,237	36,066	438,995	426,508
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	79,498	75,006	692,686	654,100	118,398	112,755	1,088,939	968,568
Glass Bottles.....gross	114,219	123,903	1,219,809	1,212,431	48,882	51,987	510,342	507,565
Glass Manufactures, other sorts....cwts.	2,613	968	36,438	10,971	4,747	1,178	57,004	13,814

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR OCTOBER.

	Quantities.				Value.			
	1906.	1907.	1906.	1907.	1906.	1907.	1906.	1907.
Porcelain, Chinaware, and Parian ...cwts.	1,694	2,104	14,927	15,746	£7,850	£11,800	£64,276	£75,532
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	735	684	6,478	13,193	1,698	1,910	13,568	27,805
Jet, Rock'm, and Glazed Terra-cotta ,,	—	—	39	15	—	—	164	42
Red, Stone, Brown and Yellow Ware ,,	22	9	427	570	55	27	910	176
Other sorts (including Electrical and Chemical Ware) ..... ,,	4	2	75	127	20	3	391	252
Window and German Sheet Glass ,,	387	873	11,996	7,125	198	411	6,296	3,255
Plate Glass ..... ,,	1,680	280	3,931	4,029	2,520	374	5,666	4,544
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	696	537	13,893	5,849	1,621	1,397	28,234	13,308
Glass Bottles .....gross	4,598	9,865	25,154	47,073	2,421	4,853	14,845	26,482
Glass Manufactures of other sorts ..cwts	627	811	5,533	6,397	1,711	1,714	13,904	15,591

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, September 26 to October 29, 1907. Packages.	Corresponding period, 1906. Packages.	Exports, Jan. 1 to October 29, 1907. Packages.	Corresponding period, 1906. Packages.
To Boston	420	637	5,451	6,044
,, New York	666	699	6,351	5,527
,, Baltimore	1,854	1,092	16,837	12,116
,, Philadelphia	204	80	2,091	980
,, New Orleans	696	607	6,270	3,734
,, Newport News	—	44	1,759	1,124
,, San Francisco	20	120	512	1,418
,, Portland, Me.	374	159	5,125	851
,, Galveston	353	261	1,838	1,342
,, Portland, Or.	—	121	109	826
,, Inland Points	83	568	884	9,677
Total	4,670	4,388	47,227	43,639

A JOURNALIST IN THE POTTERIES.

THE latest scribe to turn his attention to the Staffordshire Potteries is Mr. John Foster Fraser, who recently visited the district on a political mission, and contributed the following article to the Manchester "Sunday Chronicle":—"I had read much about the Potteries—and I do not remember I had read anything good. Had I not heard about man and dog fights at Hanley? Had not some parson sobbed from the pulpit his grief at the way the girls of the five, or is it the six, lean, emaciated towns—which struggle like the bones of foul carcases along the green valleys and slopes of North Staffordshire—paid slim regard to their virtue, and many were the children with unknown fathers in consequence? Had there not been talk of drunkenness among the potters? Had I not seen pictures of potters' homes, decrepit, mean, dirty, whole streets of them, with conditions of family life that were nauseating? Had I not listened to debates in the House of Commons on lead-poisoning, and had there not floated before my mind's eye a horrible vision of worn, haggard, and gibbering creatures shaking their weakened hands, and writhing their feeble anæmic frames in the last agony of poisoning from the deadly lead used in the potting trade—sixteen shillings a week, and death the reward of industry? No, I had not read or heard anything that was good about the Potteries. And as the tragic appeals to me, as the mute pathos of so much in our industrial life pulls at the heart strings, I went to see for myself, to spend quiet days 'pottering round the Potteries.'

"The first sensation which came was a chill to the very soul. I travelled from heather-bound moors and the clean air of the sea coast, from a bit of England upon which God had smiled, and from amongst people who were ripe in the ruddiness of their manhood and womanhood, healthy, with clean skins and clean minds, a region where skies were blue and eyes were blue. Suddenly, as though I had been pitched there by some evil genii from the Arabian Nights—so quick came the realisation of the change—I found myself in another world. I was tramping the sinuous ways, long and narrow, which thread the six towns; grim beads on a tangled bit of string. It was raining, a sullen fall, more mist than downpour. The sky was hidden by a dome of smoke-laden gloom—as if the grime had sagged the azure sky to just above the housetops, and mucked it to the drab of a dirty blanket. Oh, yes, all that had been written about the Potteries must be true. What foul streets, squelching, inch-thick, greasy mire beneath the tread! How small and wizened the houses! What rattling, clattering tin-can electric cars! Everything sombre, wretched, blighted! I noticed the people. They were not tall and sprightly and lusty with life—rather shimble-shamble in their gait, stunted in their build. And all the faces were sad. Not the melancholy of sudden grief, but settled, dour, something that had grown into the grain, a sadness that was unconscious, and the silent offspring of generations of life amid surroundings which lacked beauty.

"Yet in that scrap-heap of humanity there blossomed pretty flowers—the girls. Perhaps it is my pagan eyes, but I soon noticed the young women were blessed with a frail loveliness, pale, consumptive, but nevertheless with a refinement of texture, a slimness of figure, soft cheeks, delicate eyes, lips that were thin and cultured. I know of no spot in the sordid industrial world where the young women workers flower so delicately. Yet there was no room for joy in my pagan gaze. These girls, most of them, were tainted with the weakness of health which comes from work in a trade which is insiduously rather than positively brutally dangerous. It looks as though Nature, conscious the plant she had produced was not sturdy, tried to grant compensation with a native race. These girls will marry soon. Child-bearing, continued labour in the pottery firms, trials, deprivations, the wear of striving in that dire, wearing effort which comes to most of us, trying to make both ends meet—a strain which never slackens in the Potteries—then sickness, lack of care, early death.

"When I thought of that I began looking for the old people of the Potteries, the proud old boys of seventy, and the careful widow of sixty. Now and then I did see an elderly person. The instances, however, were so rare that I cried out within myself, 'There are no old people here!' So I bumped against a tragic fact. The pottery trade, without being swiftly deadly, eats into the life core of those who surround the potter's wheel; it vitiates the vitality, and most of the people die between forty and fifty—and nearer forty than fifty! Here is the point, I suppose, to break into fervid gesticulations against the greed of the employers who allow a sacrifice of life so they may be wealthy, live in homes beneath a sky that is blue, own motor-cars, travel abroad, and indulge in the customary vices of the rich. Did I so mind my pen could skip with agility to that theme. But I think I know enough of industrial conditions and industrial necessities to understand that the evil of the Potteries is not the fault of anybody. It is the penalty of circumstances; it is the necessary gift to the moloch of industrialism.

"My dear lady—you are reading this on Sunday afternoon—glance at those pretty china ornaments which you hold so dear; think of your best tea-service which you bring out only when visitors are with you, and of which you are so proud. Have you ever given a thought about the making of them? Do you know about the flints which come from France, the decomposed granite called china clay from Cornwall, the crisp, brittle felspar from Norway, the bones from the Argentine? They are crunched into pulp; they are mushed in water, drained, squeezed, kneaded and dried until they are all a grey clay. There is the fashioning to multitudious shapes, generally in moulds after the manner in which you make your jellies. The articles are put in saggers, crude earthenware bins of the shape of those roomy boxes in which hats, bonnets, toques, or whatever the quaint headgear of woman is called, then stacked like an over-full box-room in a brick bottle-shaped kiln and baked with a fire of the heat of gehenna. The articles are scoured, are dipped in a composition containing lead and are fired again. Decorations are printed by transfer, or are painted; the things are dipped once more in leaden composition to give the glace, and are fired once more. These are the simplest most baldly stated processes. But what know you of the after-effects on the lungs of working with stuff as soft as powdered chalk, but really the dust of flint? Do you know there is a law forbidding the removal of articles after taking the glaze except with a damp cloth, and that in many places the girls work with their hands under glass shields, and that there are whirring fans to draw the dust, so the operatives do not inhale the poison of lead? You do not know—how can you?—that the sedentary work—in rooms highly heated amid an atmosphere laden with flint dust and deadly lead—soaks into the fibres of these people, and crumples the system rather than breaks it. It is a good thing you don't. It is a good thing few of us pay much thought to the agencies whereby our daily wants are supplied. The thoughts would be too terrible to bear.

"Factory Acts! Blessed are they, and obedience much insisted on by a zealous army of prying inspectors. Lead poisoning; that is the curse, of course. But what Act was there ever passed in that grand assembly of the wise, the Houses of Parliament, which will hinder a girl, working amid the dust which courts death from diving her smeared hands into pockets for sweets, and eating the sugared concoctions, negligent she has smeared the sweetmeat with poison? It is the law that the girls keep the hair hooded, so that the floating poison be not enmeshed in their tresses. But can the worthy gentlemen of Westminster devise a plan to trepan

all female workers and remove the little bit of brain where vanity is located, so girls will not throw aside the dairymaid bonnets they ought to wear because they look "frights"? They don't look frights. The bonnets are often becoming. But the girls won't believe it, and not all the Factory Acts in creation, nor all the gruesome stories about lead poisoning that were ever written, will force a girl to continuously wear "that thing" if she fancies it injures her personal appearance. The very precautions insisted upon give weight to the popular belief that folks, especially women, in the pottery trade, constantly succumb to lead poisoning. It is not so. The cases are really few. Many ailments are called lead poisoning which are nothing of the sort. Genuine cases are usually of persons sickening in other directions, and death, which occasionally comes, is not the result of, but rather accelerated by, lead poisoning.

"I went rather carefully into this matter, and came to the conclusion there is a good deal of dramatic nonsense talked about lead poisoning. The evil is there; it has to be reckoned with; it is part of a business which is unhealthy in most of its branches; but the picture that those who work with lead glaze are trafficing with sure death, and that employers have some soulless, sinister motive in using lead glaze when they could do very well without it, is picturesque exaggeration. There is enough that is melancholy in the Potteries without that. The old system of apprenticeship is fading. Lads drift into factories to this or that job; they are advanced according to their skill; in a few years they have become competent journeymen. They are doing the thing they are likely to do all their working days. At twenty years of age they are as expert as they will be at forty. As payment is on results, a lad, barely over the verge of manhood, will earn as much as his father. Hence early marriages. The girl is probably a factory worker also. A little home is got together. But as wages are not high—say from 25s. to 30s. a week—and employment not always constant, and as the wife has not sufficient to occupy her in looking after the house, she goes back to the factory. For her to earn from 10s. to 15s. a week is a welcome addition to the week's earnings. There is the prospect of a baby. But the wife does not stop working. She continues right up to within a short time before the little one enters the world. This is bad for the youngster, who is often ailing and undersized. The mother has little knowledge of the care of children. Her heart is as tender as that of any mother in the land; she is well-meaning, indulgent; but she is appallingly ignorant. The child has improper food. With another mouth to feed the mother is anxious to get back to the factory to earn more money. Far too often she goes back before she is physically fit, stands long hours in bad atmosphere, and then—coming from a stock which through generations has been weakened by similar practices—she develops diseases which wither her. The child is put out to nurse. There are women in the Potteries who earn a living by looking after the babies of women who go to work. The mother leaves the child on her way to the factory, and picks it up again on her way home in the evening. The caretakers mean well, no doubt. They also, frequently, are ignorant. The youngsters are wrongly fed. So their start in life is unpropitious to make them strong and healthy. Many do not survive the early malnutrition. The infantile mortality in the Potteries is simply appalling. It is not the consequence of heartlessness; it is woeful lack of knowledge.

"There is an easy-going trait about the inhabitants of the six towns which almost amounts to callousness. Houses 'as bright as new pins' are to be found among the workers; but a slip-slop casualness, what happens-to-be-is-good-enough sort of atmosphere, pervades too many homes. It seems a survival of the old days when there was no thought towards improved conditions. And so it is in providing for 'a rainy day.' I know the silliness of preaching thrift to a man with a wife and six children and only 25s. a week in wages. But when the 'Wakes' come—the week of holiday in August—and there is no money laid by for pleasure making—how can there be?—and no contribution has been made to the works fund to supply them with 'the needful,' the holiday must be had, nevertheless. Plenty of money-lenders are about; they make advances, and the poor folks go off for their week's holiday at the seaside, or even in London—a well-deserved breaking away from the sordidness of their customary life—but all the rest of the year they are worried and hurried and bullied paying the debt and the additional drain of heavy interest. So it is these workers of the Potteries walk along the drab lane of life, a little footsore, but not, I think, with much aching of the heart. Little cohesion is to be found among the potters. The disposition is for each man to 'gang his ain gait.' And this, with the why-worry characteristics of the people, accounts for much in the present-day condition of affairs. It is responsible for the avenues of ugliness, called streets, and for sanitary conditions which are foully primitive. It explains why the workers have never laid hold of trade unionism as a vital principle in their lives. They are trade unionists; but there is not the earnest aggressiveness found in other trades. Likely enough it is the foundation of the undercurrent of suspicion with which most of the manufacturers regard each other. The 'closeness' of some workers in regard to processes which are not secrets at all approaches the absurd. And what was at first a dislike of meddling or being meddled with has developed into a kind of jealousy—personal, collective, municipal.

"Striking evidence of this can be noticed in the sluggishness of the Pottery towns towards amalgamation. Here are half-a-dozen towns, linked by continuous streets and by a mesh of electric tramcars, having a population of nearly a quarter of a million, but each town with its own local government, with enormous possibilities in the way of technical instruction if there were concerted action, but no town capable separately to do what is worthy of the potting industry. I did not meet any man who did not readily admit it would be a good thing if the pottery towns joined forces. But, except here and there, I discerned an undercurrent of resentment. 'We're Tunstall and you're Longton,' or 'We're Burslem and you're Hanley' are the sentiments—a feeling that by amalgamation each little town would lose its individuality. To say the towns are envious of each other would convey a wrong impression; but the self-containedness of the workmen and the manufacturers is exemplified in the sentiments of the towns towards each other. 'We've done very well up to now, running our own place; what's the good of making a change?' is the latent thought, and perhaps the chief obstacle to the welding of the pottery towns into an administrative whole. A thing that impressed me was the docility, even the contentedness of the people. I saw no brusqueness—and I went on the search for it. On a dreary, sodden Saturday night I tramped for four hours. The streets were crowded, especially in Hanley, which was the focus of the Saturday night shopping. There was no rowdyism, no flaunting females, no drunkenness. I made particular note of the fact that though it was Saturday night, that though the public-houses were busy, I did not catch sight of a single person even approaching intoxication.

"The throng of working people, neatly dressed, moving from shop to shop, was as well demeanoured as any I have seen anywhere. I sauntered with them, and listened to their talk and their little concerns over the Sunday dinner, the calculations between young man and wife whether they can afford the bit of gaudy crockery which takes the woman's fancy, the inspection of the thick-leathered, thick-soled, iron-studded boots for the little son at home, the patient waiting in the grocery stores and the careful purchases, a quarter of a pound of tea, two pounds of sugar, half-a-pound of cheese, threepence worth of cakes, the careful eyeing of the bit of meat the merits of which the butcher is yelling with strident lungs, and which he will let them have at 5d. a pound—thousands of tiny purchases at rather insignificant shops, nothing distinctive, but just the ordinary expenditure of the weekly wages, with the bit of 'baccy for the husband; a contented, pleased crowd, reaping the great satisfaction after a week of work of gathering provisions for the coming week. I have said it was a dismal, sloppy Saturday night. The conditions of a walk were not congenial. Yet I confess that I, too, reaped something as I wandered the streets of the much-abused Potteries—an appreciation of these kindly, clean-hearted, hard-worked but ill-made specimens of English manhood and womanhood. At Hanley I found myself in a surge of folks moving among the stalls in the market hall. Everything was very cheap, as was necessary to fit in with the scantily-laden purses. And what I trust I shall not easily forget were the crowds round the flower-stalls.

"They were common enough flowers, and quite a big bunch could be got for twopence. It was sweet to watch the light come into the haggard faces of tired women as they selected their posies. It looked as though, when the market basket was full, that of the remaining money at least a few coppers must be spared to buy flowers. There was genuine love and appreciation in this desire to get a bunch of blooms to take home—maybe, up some alley never gloried by sunshine—stick in a tumbler, and minister to the sense of beauty that lurks somewhere in the breasts of the people. Whenever I hear or read anything derogatory about folk in the Potteries, I know there will instantly float on my mind the recollection of the scene in the market hall at Hanley, the eager crowds—with the sudden glisk of pleasure in their eyes—bartering their pennies for bunches of flowers. Another thing which no one who wants to see all sides of life in the Potteries can fail recognising is a genuine religious strain in the character of the people. It may be said the theology is crude. That is neither here nor there; the point is the genuineness. The Potteries may be labelled Nonconformist, as they have been since the days John Wesley came this way. Indeed, it was within sight of the Potteries that the Primitive Methodists, as a denomination, came into existence. The Pottery people are fond of their chapels. They are proud of their choirs. Not only do they love singing, but they sing well themselves.

"And when I saw the artistic ware, delicate, fragile, with dainty cultured paintings, such as I was shown during one interesting morning at Doulton's, nearly all the product of artisans born in the Potteries and trained in the local art schools, I realised that when you see the filth, the smoke, the meanness of the Pottery region, you are but looking at the unclean case. One can never ignore the pall of sadness which has settled upon the Potteries; but underneath that you find people—I won't say who have been libelled, but who have been misrepresented because they have been mis-

understood—who work hard, earn little, have their faults and their goodnesses, and who, by their patience, with occasional stretchings of the hands through mirk toward the art of their trade, are a worthy though not often appreciated section of the industrial world of England."

Mr. Fraser is a picturesque writer—more picturesque than accurate sometimes—and this article is only what was to be expected from him in dealing with such a subject.

Review.

Artificial Soft Paste Porcelain. By Edwin Atlee Barber, A.M., Ph.D., Curator of the Pennsylvania Museum and School of Industrial Art, Philadelphia, U.S.A. London: Hodder & Stoughton. 4s. net.

THIS is the third volume in the series of primers of Industrial Art designed to furnish, for the use of collectors, historical and art students, and artisans, reliable information based on the latest discoveries relating to the various industrial arts. The two first volumes—on "Tin Enamelled Pottery" and "Salt Glazed Stoneware" respectively, were reviewed in the November issue of the POTTERY GAZETTE. The present volume by the same author, is uniform with them. It deals with artificial soft paste porcelain of France, Italy, Spain, and England. This work, like its predecessors, is complete in itself; it contains a brief sketch of the branch of industry it deals with, a review of the processes employed in it, descriptions of typical examples of its best productions, and hints as to the identification of specimens. In reviewing this branch of ceramics, the author has adopted the same methods as he employed in his work on "Salt Glazed Stoneware," and which we described in our review of that book. He divides soft porcelain into two groups: (1) Artificial Soft Paste (containing various compositions, as in the fritted porcelain of Sèvres and the other early French manufactories) and (2) Natural Soft Paste (containing china clays as a basis, usually combined with calcined bone, as in English porcelain). Artificial soft paste (pâte tendre) is commonly known as French porcelain, because it was first produced in France, and continued to be made there for a longer period than elsewhere. Soft porcelain is so called, not because of the lack of hardness of the paste, although it fuses at a much lower temperature than hard, or kaolinic porcelain, but because of the softness of the glaze, which can readily be scratched with pointed steel. Frit porcelain is a glass-like substance forming a link between porcelain and glass. The author describes the composition of this body, explaining that this ware, as made at different factories, may vary in the relative proportions of the ingredients used, but the results of all present the same marked features. He describes the characteristics of the frit porcelain made at Rouen, Chantilly, Vincennes, Sèvres, Paris, and many other French factories: the frit porcelain of Venice, Doccia, Capo-di-Monte, and other Continental factories, and then deals with the frit porcelain of England as produced at Bow, Chelsea, Derby, Longton Hall, Worcester, and Caughley. There are descriptive notes of each, with 42 excellent illustrations, and, as a frontispiece, there is a reproduction of a beautiful pâte-tendre vase made at Vincennes, France, in 1753. It is 11 inches high, with relief flowers and painted figure scenes. There is a list (admittedly not a complete one) of marks on artificial soft paste porcelain, and a very useful recapitulation, in tabular form, of the principal features of the frit porcelain made at each of the factories mentioned. There is an interesting reference to the United States. "The fritted body was never produced by American potters, for the reason that when porcelain was first made there, at the commencement of the nineteenth century, the manufacture of soft paste had long been abandoned in Europe. Gousse Bonnin, and G. A. Morris of the first American China Factory at Southwark, Philadelphia, advertised that the clays of America would produce as good porcelain as any made at Bow, and undertook to execute any orders given them for it." Mr. Barber points out that at that date the porcelain made at Bow contained bone and china clays, so that if the American manufacturers made any, it would be a natural soft paste porcelain and not a fritted body. They advertised for bones, but there is no evidence that porcelain was ever produced by them. An account of this early American enterprise is given in the author's work on the "Pottery and Porcelain of the United States." He says the only fully authenticated piece of china from these works is exhibited in the Philadelphia Museum collection of American pottery.

Legal.

Beer Glasses too Large.—Robert Craggs, an innkeeper, of Killingworth, was summoned at Newcastle last month, for having sold more than a half-pint of beer in a measure which was not marked according to the Imperial standard. Supt. Weddell said he visited defendant's public-house as inspector of weights and measures. He saw two men being supplied with beer in glasses which were unstamped, and on testing the glasses he found they would hold a teaspoonful more than half a pint. If they had been submitted to him he would have stamped them as half-pint glasses. The case was dismissed on payment of costs, but the magistrates urged that stamped glasses should be generally used.

Alleged Breach of Contract.—In the Lord Mayor's Court, on Nov. 4, before Sir Forrest Fulton, K.C., Recorder, and a jury, Mr. F. Wetton, pickles manufacturer, Bermondsey-street, S.E., sued Felton & Crepin, glass manufacturers, of Trinity-square, for damages for alleged breach of contract. The plaintiff said that in March, 1906, he entered into a contract with the defendants for the supply of a number of jugs for use in his trade. He had to order not less than 10 cases, and 14 days' notice had to be given. In October deliveries were not given in accordance with the contract. In consequence he had lost a considerable amount of Christmas trade. For that loss of profit he sued the defendants. The recorder referred the case to the assistant judge.

A Wife's Order.—A rather singular point arose at the Longton County Court, when Mr. Sampson Whittingham, glass and china dealer, sought to recover £3 7s. 2d. from Walter Walker, landlord of the Duke of York Hotel, Burbage, near Buxton, for goods sold and delivered. The plaintiff's case was that the defendant's wife ordered a quantity of glass and earthenware from him, but defendant subsequently refused to accept it. The defence was that, in the first place, there was no order given by the wife; and, in the second place, that the wife was not authorised to act as her husband's agent. Judge Ruegg eventually found that the wife did give an order, but he held that she had no authority to give it, and judgment was therefore entered for the defendant. The decision should lead retail dealers to be careful when negotiating with lady customers in matters of this sort.

Workhouse Crockery Breakages.—In a period of six months 2,100 mugs, upwards of 1,000 plates, and over 1,000 cups and saucers were broken at Croydon Workhouse. It is suggested to substitute metal for china ware.

UNDERGLAZE COLOURS.

(SPECIALLY TRANSLATED.)

AN article on this subject was contributed by W. Schiffer, of the Royal Höhr Potteries, to a recent issue of "La Céramique" as follows —The following underglaze colours have been tried and found to possess considerable interest, some of them being in actual use for soft porcelain They are also suitable for stoneware.

I.—STONEWARE COLOURS FIRED AT CONE No. 7–9.

A.—BLUES.

Colour I.—CoO, Al_2O_3.

A mixture is made of cobalt oxide 74·5 parts and commercial aluminium hydroxide 156 parts, or else 290 parts of crystallised cobalt nitrate and 664 parts of commercial aluminium sulphate are dissolved in 3,000 parts of water and precipitated with a solution of 680 parts of dry sodium carbonate in 3,000 parts of water. The colour will stand calcination at the highest temperatures used in practice, without undergoing any alteration, the best results, however, being obtained with cone No. 9 and a slightly oxidising atmosphere. The blue is light and bright, with good covering power even when applied in a thin layer.

A very pure blue is obtained by mixing crude Zettlitz kaolin 46 parts, levigated Lämmersbach clay 31, No. 1 colour 8, and glaze 15 parts. The glaze has the following formula : $\left.\begin{matrix}0.1\ K_2O\\0.9\ BaO\end{matrix}\right\}$ 0.6 Al_2O_3, 4 SiO_2, or felspar 55 parts, crude Zettlitz kaolin 129, sand 144, marble 90 parts.

The following mixture is also very good : crude Zettlitz kaolin 100 parts, No. 1 colour 20, glaze No. 42 20 parts. The amount of alumina may be increased to 5 equivalents (780 parts of aluminium hydroxide), and an increased proportion of cobalt oxide will give a vigorous deep blue, but the richness of tone does not keep pace with the quantity of cobalt.

Colour II.—5 CoO, Al_2O_3.

A mixture is prepared of cobalt oxide 372 parts, aluminium hydroxide 156 parts ; or 1,450 parts of cobalt nitrate and 664 parts of aluminium sulphate are precipitated with 2,500 parts of sodium carbonate. This colour is distinguished by a deep warm tone in the mixture : Colour No II. 36 parts, felspar 36, glaze as per above recipe 28 parts. It is suitable for patterns with fine lines, and is used in practice. The colour may be increased by one-third at the expense of the felspar, or one-third of the latter may be replaced by kaolin. Schemes I. and II. are unsuitable, giving patchy colours

Good results have been obtained with the following mixtures :—

(1) Crude Zettlitz kaolin 132 parts, fritt No. III. 3, stoneware glaze 10, colour 55 parts.

(2) Crude Zettlitz kaolin 20 parts, felspar 25, stoneware glaze 10, colour No. II. 25, sand 20 parts.

Both these mixtures require prolonged firing at a high temperature ; they are very good on soft porcelain

A fine, brilliant colour is obtained by precipitating No. I. colour with disodic phosphate in place of sodium carbonate. Depth of tone is secured by increasing the proportion of cobalt to 3 equivalents.

Colour III.—CoO, Al_2O_3, ZnO.

A mixture is prepared of cobalt oxide 74·5 parts, aluminium hydroxide 156, zinc oxide 71 parts ; or the following mixture, dissolved in water : aluminium sulphate 664 parts, cobalt nitrate 290, crystallised zinc sulphate 287 parts, is precipitated with 1,500 parts of sodium carbonate.

This colour gives lighter tones than No 1. The following mixture has been found very good for very light blue : Crude Zettlitz kaolin 70 parts, levigated clay 15, No. III. colour 5, stoneware glaze 10 parts.

The glaze has the formula :

$\left.\begin{matrix}0.3\ K_2O\\0.2\ PbO\\0.5\ BaO\end{matrix}\right\}$ 0.4 Al_2O_3, 4 SiO_2

obtained by the following mixture : Felspar 166·8 parts, crude Zettlitz kaolin 25·8, sand 120, minium 45, witherite 98·5. The mixture requires a strong fire and long heating.

Another formula is : Zettlitz kaolin 100 parts, No. III. colour 20, glaze 20 parts.

Colour IV.—5 CoO, ZnO, 6 Al_2O_3.

Cobalt oxide 372 parts, zinc oxide 81, and aluminium hydroxide 936 parts are mixed together, and furnish a colour of the spinelle type that behaves very well, forming a light soft blue. (Scheme II.).

Colour V.—2 CoO, 5 ZnO, 10 Al_2O_3.

Mixture : Cobalt oxide 149 parts, zinc oxide 405, aluminium hydroxide 1,560 parts.

Colour VI.—CoO, Al_2O_3, SnO_2.

Mixture : Cobalt oxide 74 parts, aluminium hydroxide 156, tin oxide 150 parts. (Scheme II.)

Colour VII.—CoO, NiO, 2 Al_2O_3.

Mixture : Cobalt oxide 74 parts, nickel oxide 74, aluminium hydroxide 312 parts. This gives a fine greyish-blue with scheme II. The omission of the alumina renders the colour patchy.

Colour VIII.—CoO, SnO_2.

This presents the same inconvenience ; it furnishes a dull, dark, and very agreeable blue. The following constitutes a suitable mixture :—No. VIII. colour 42 parts, glaze (as for No. I. colour) 8, crude Zettlitz kaolin 50. The alumina serves to some extent as a flux, to prevent the precipitations that cause stains. It has been observed on several occasions that kaolin prevents the formation of stains in cobalt colours.

Colour IX.—5 CoO, ZnO.

Mixture : Cobalt oxide 372 parts, zinc oxide 81 parts. These cobalt-zinc mixtures furnish very handsome, bright, soft colours of good covering power, the tone deepening with the amount of cobalt taken ; unfortunately, however, this is accompanied by an increased number of black stains of metallic lustre, due either to the formation of a lower oxide of cobalt or to cobalt carbonyl. (Scheme II. plus 100 parts of kaolin ; scheme I. requires one-third of mixture U.)

B.—GREY-BLUE COLOURS.

Colour X.—CoO, Cr_2O_3.

Mixture : Cobalt oxide 74 parts, chromic oxide 150 parts. This gives a very solid greyish-blue, remarkable for its constancy at different temperatures. (Scheme IIa.)

Colour XI.—CoO, Cr_2O_3, ZnO.

Mixture : Cobalt oxide 74 parts, chromic oxide 153, zinc oxide 81 parts. This gives a grey-blue, but when the proportion of cobalt is increased to 2—3 equivalents, the blue predominates and appears alone. Conversely, by diminishing the proportion of cobalt, blues of a more and more greyish tinge are obtained. Finally, very pretty shades are obtained by increasing both the cobalt and chrome together. A mixture of this kind is as follows :—

Colour XII.—3 CoO, 3 Cr_2O_3, ZnO.

Mixture : Cobalt oxide 223 parts, chromic oxide 459, zinc oxide 81 parts. Or the following mixture : Cobalt nitrate 870 parts, chrome alum 3,000, crystallised zinc sulphate 287 parts, is dissolved, and precipitated with 5,000 parts of sodium carbonate. This colour has been used in practice. On replacing the zinc oxide with alumina, a harder colour is obtained, requiring a very hot fire to furnish good results.

Colour XIII.—CoO, Cr_2O_3, Al_2O_3.

Mixture : Cobalt oxide 74 parts, chromic oxide 153,

aluminium hydroxide 156 parts; or a mixture of cobalt nitrate 290 parts, chrome alum 1,000, aluminium sulphate 665 parts, is precipitated from solution by 2,500 parts of sodium carbonate.

This colour has given good results with scheme I. and in the mixture: Zettlitz kaolin 40 parts, glaze 42 10 parts, No. XIII. colour 50 parts.

C.—Greys.

Chromic oxide may be used alone a a colour, but on account of the difficulty experienced in combining it with silicates it resists the solvent action of glazes. The well-known handsome chrome green for porcelain is prepared by intimately mixing and calcining potassium bichromate and flowers of sulphur. A similar green is obtained by mixing bichromate with sulphur in the proportion 3 to 1, the mixture being fired at the temperature of cone 9, and then powdered and washed. The analysis of the washing waters showed that the reaction took place according to the equation:

$$K_2Cr_2O_7 + S = K_2SO_4 + Cr_2O_3$$

and not: $K_2Cr_2O_7 + 3\,S = K_2S + Cr_2O_3 + 2\,SO_2$. Scheme I. is suitable.

A gelatine green, scarcely inferior to sulphur green, is obtained by the reducing action of glue on bichromate (4 parts of glue to 1 of bichromate):

$$K_2Cr_2O_7 + 2\,C = K_2CO_3 + Cr_2O_3 + CO.$$

Colour XIV.—Cr_2O_3, Al_2O_3.

Mixture: Chromic oxide 153 parts, aluminium hydroxide 156 parts. Used in the following mixture: Zettlitz kaolin 100 parts, glaze 10, No. XIV. colour 8 parts, it gives a light green (scheme II.) which requires prolonged exposure to heat, in a reducing atmosphere. It remains hard at the temperature of cone 7 in the muffle.

The following is a good colour, easily applied with the brush, and largely used. No. XIV. colour 30 parts, glaze as for No. 1 colour 5, felspar 1·5 parts. With a lower proportion of alumina softer colours are easily obtained.

Colour XV.—Al_2O_3, 2 Cr_2O_3.

Mixture: Chromic oxide 156 parts, aluminium hydroxide 306 parts; or a mixture of 665 parts of chrome alum and 2,000 parts of aluminium sulphate is precipitated by 2,000 parts of ammonia (sp. gr. 0·925).

Magnesia or zinc oxide mixed in equivalent molecular preportions with the chromic oxide have given poor results, the shades being unsuitable for use. Nickel oxide, on the contrary, furnished good results.

Colour XVI.—Cr_2O_3, NiO.

Mixture: Chromic oxide 153 parts, nickel oxide 74 parts. The colour is dark green when fired in a reducing atmosphere, or olive green in an oxidising flame. (Scheme IIa.)

Colour XVII.—Cr_2O_3, 4 NiO.

Employed in the same manner as the last gives a fine dark green of good covering power.

Colour XVIII.—Cr_2O_3,NiO,Al_2O_3.

This produces a green grey on soft porcelain.

Chrome green may be brightened by means of manganese oxide The latter, employed like nickel oxide, gives with chromic oxide a deep brown when strongly fired in an oxidising atmosphere, and a dark green in the reducing fire.

D.—Browns.

Colour XIX.—Fe_2O_3, Cr_2O_3.

Colour XX.—Fe_2O_3, 2 Cr_2O_3.

Give browns more or less deep in tone, but not of good appearance. In this case zinc oxide exerts a remarkable influence by furnishing red-browns.

Colour XXI.—Fe_2O_3, Cr_2O_3, ZnO.

Mixture: Ferric oxide 160 parts, zinc oxide 81, chromic oxide 153 parts. Gives a red brown with scheme II.

Colour XXII.—Fe_2O_3, Cr_2O_3, 5 ZnO.

This mixture is fired at the temperature of cone 7, in an oxidising flame. The chromic oxide is prepared by the sulphur method. Alumina has very little effect on the shade, but makes the colour harder

Colour XXIII.—CoO, 2 Fe_2O_3, 2 Cr_2O_3.

This gives a blue-black which is not very constant. Alumina turns it greyish. It is very good for soft porcelain.

Attempts were made to prepare a brown red in the muffle ar the temperature of conc 7 by replacing chromic oxide by alumina. The prime essential is a highly oxidising flame, great attention being necessary to prevent the formation of an indelible dark brown. An oxidising jet may be introduced into the furnace. Moreover, the ready tendency of the iron to form silicates causes the colour to dissolve easily in the glaze. An excess of alumina must be added, to prevent the iron from passing into the glaze, and to preserve the brownish-red tone. Alumina seems to protect the iron from reduction by some means that is difficult of explanation, and apparently it protects the cobalt in a similar manner.

It is also known that ferruginous clays burn redder in preportion as they are richer in alumina. Of this class is Helmstedt clay, which is so rich that it burns red even in the reducing fire of the circular kiln. An addition of 1 per cent. of rutile also acts very favourably.

II.—Stoneware Colours for Cone 4.

The general formula for these is:—Crude Zettlitz kaolin 30 parts, fritt 5, glaze 15, colour 50 parts. The colour may be either Nos. I., III., IX., or X. of the foregoing series. The last-named also goes well with the following mixture: Zettlitz kaolin 20 parts, felspar 25, glaze 10, No. X. colour 45 parts.

For sulphur green:—Cr_2O_3, colours Nos. XV., XVI., XXII. and XXIII. may be used. The last of these gives a brilliant deep black.

The following colours are also suitable:—

Colour XXIV.—CoO, Al_2O_3, ZnO, 3 NiO.

Colour XXV.—SnO_2, 5 CoO.

Note.—Glaze 42 consists of 0.3 K_2O, 0.4 CaO. 0.3 BaO, 0.40 Al_2O_3, 3 SiO_2.

Mixture U.—Felspar 53·40, marble 1·91, witherite 2·82, Zettlitz kaolin 37·59 parts. Scheme I.: Mixture U 55 parts, colour 45 parts. Scheme II.: Zettlitz kaolin 35 parts, fritt III. 3 parts, stoneware glaze 10 parts. Scheme II.a.: Zettlitz kaolin 30 parts, fritt II. 5 parts, stoneware glaze 10 parts, colour 55 parts. Schemes I. and II. are applicable unless special mention is made to the contrary.

Foreign Commercial Statistics.—There has just been published in the form of a Blue Book, a statistical abstract for the principal foreign and other countries in each year from 1895 to 1905. When we state that it has been prepared in the Commercial, Labour, and Statistical Department of the Board of Trade, the nature of the volume will be understood. It consists of 380 pages of little else but figures in the form of tables of statistics. As a book of reference it will be immensely useful. The subjects it deals with are as diverse as they are numerous. There are statistics relating to weights and measures and money values of all countries, with their English equivalents. Area and population, emigration, immigration, shipping, imports and exports; agriculture and live stock in all countries. The length and cost of construction of railways, telegraphs, and telephones; mining, fisheries, coinage, &c. No particulars of manufactures are given, and the only industrial statistics given relate to the European Sugar industry. The various tables in this abstract (which is the 33rd published), are in practically the same form as those in previous issues.

SUGGESTIONS FOR A CANADIAN CLAY-WORKING SCHOOL.*

ON the invitation of your secretary, Mr. Bechtel, seconded by the Hon. Dr. R. A. Pyne, Minister of Education, I have come from Ohio to speak to you on the topic of "Technical Education." From the fact that I have offered to these gentlemen to speak on other topics, and that they selected this one, I infer that this subject is now under discussion among you and that if you have not already decided that you want a clay-workers' school in Canada, you are at least interested in discussing such a project.

Before you can reach any intelligent opinion as to whether you want or need such a school, you must first consider what the present situation of the clay industries is, what their needs are, and lastly, whether the establishment of a school would be likely to meet these needs, in whole or in part. I assume that Canadian clayworkers are very much like those to the south of the line, and that the needs of one class are not very different from the needs of the other. Of course, sterner climatic conditions, a less dense population, and the requirement of a more varied output from any single plant, prevents the specialisation in manufacture which we practice in some parts of the United States; all these will modify the situation somewhat, and rather in the direction of making the requirements of success more difficult for you than they are for your southern neighbour.

As I see it, clay manufacture is one of the largest branches of the great mineral industry, co-ordinate with and of almost equal importance with metallurgy—the manufacture of metals from their ores—and, like it, is really a phase of chemical engineering. By chemical engineering is meant the conduct of processes on a scale which require the use of engineering methods and appliances, but which are fundamentally chemical processes after all. Probably many of you have not been accustomed to think of your work as either chemical or engineering, but I am sure that a little consideration will show you that it is both, and nothing else.

For instance, let us see what the ordinary and universal processes of clay manufacture really are when viewed from this standpoint.

To begin with, there is the occurrence of the raw materials of clay manufacture to be considered. We cannot erect and operate clay plants without locating the clays and other minerals first; at least, we ought not to try, unless we have more money than we need. However, every little while, some unfortunate inventor calls upon me with his tale of woe, which summarised, means he and his associates have gone into the clay business without taking pains to be sure that they had a suitable deposit of clays to permanently support an industry, and now find themselves with an idle and useless plant on hand.

What kind of knowledge is required in locating, inspecting, and testing clay beds? First—Mineralogy, which tells of the many minerals which the clayworker must use to get his effects, or get rid of to avoid future troubles. Clays themselves are for the most part complex rocks, composed of other rocks powdered and mixed together until all are indistinguishable. One need not be a highly trained mineralogist to be a good clayworker, but he certainly ought to know the composition, chemical and physical properties and heat behaviour of 20 or 30 of the commoner minerals which make up the good and the bad portions of clays the world over.

Second—Geology, which tells us how clays and other rocks occur, how they lie with regard to each other, and in what formation and under what surroundings to search for them. Think of the enormous losses of energy and time which annually occur from ignorance of the fundamentals of this subject. For instance, in Ohio, although we have the greatest whiteware industries in the United States, we have not a pound of white burning clay of our own. Every bit of our whiteware materials must be imported from other states, some of it even from abroad. And in Georgia, Alabama, Virginia, Pennsylvania, Missouri, and elsewhere, are localities which have the white clays, the quartz, the feldspar and the coal in close proximity. Think of the lost energy and the gigantic waste involved in this useless transportation of heavy, cheap, crude materials, instead of light and costly products. One does not need to be much of a geologist, or to know more than its merest fundamentals, to know where to search, and better still, how to avail himself of the knowledge and researches of others in looking for a given material. No one to-day expects to do everything for himself. We have grown too complex in our civilisation for that. The man succeeeds in this day who best knows how to avail himself of what has already been done, and who starts in the light of other people's failures—and not in the darkness where they started.

Next, let us consider the preparation of clays for manufacture, and the manufacture of the prepared body into various wares. What kind of forces are we dealing with here? Two, chiefly: Chemistry and Mechanical Engineering.

Chemistry is the fundamental consideration, i.e., it controls the success or non-success of the operation. For instance, if we have a bed of good shale, with one calcareous layer, it is chemistry which warns us of its effect, and advises us to throw it out. Or, if it is too intimately mixed with the rest, and cannot be rejected, it is chemistry which tells us to pulverise it so finely that its effect will be evenly distributed throughout the product, and not appear as unsightly blemishes wherever a grain occurs. Again, if we have a clay with a little pyrites in it, and we want to make a face brick, it is chemistry which tells us not to weather it, but to work it direct from the pit to the machinery, if we want to avoid the dreaded scum. Again, if we want to make stoneware pottery from the same clay, it is chemistry which tells us to weather it and tells us how to do so to purify it with the greatest speed.

If we wish to make a refractory material, it is chemistry which defines the field of suitability—it is chemistry which tells what grog may be added, and what must be rejected. It is chemistry which tells us why a sandy bond clay must be avoided in one case, and sought in the next. It is chemistry which tells us what flux to use where we want to make a stony porcelain for electric wares and what to use when we want to make a translucent porcelain for dish wares. And so instances by the hundred might be adduced which will demonstrate that in the field of clay-body-compounding, whether it be the simple task of making an ordinary brick-body from a single naturally occurring clay, or the complex one of compounding a porcelain-body from a dozen widely scattered ingredients, chemistry is the final and fundamental consideration. And yet, even when all our chemical work is done, and our proportions are ever so cleverly adjusted, if our mechanical preparation is faulty, we have not reached our goal. Inefficient washing, or pulverising, or tempering, or making—all mean bad ware, no matter if the body analyses just right under the chemistry's balance.

In the drying of claywares, we have chiefly another field of science, to determine our course. Here physics, rather than chemistry, or at least the physical aspect of chemistry is in control. On the dry plateaus of Mexico,

* An Address by Prof. Edward Orton, delivered before the Convention of the Canadian Clay Products' Manufacturers, at Toronto.

where every day is a sunny one, with a dry air and a tropical sun, clay drying can be kept almost wholly a matter of common labour, and drawing very little from the field of technology. But in the cool humid climate of Canada, where frost interferes with outside drying the larger part of the year, and frequent rains break into the short months of the summer, drying must become almost wholly an artificial process. The fundamental considerations here are the generation of heat by combustion of fuel, the use of this heat in vaporisation of water, the relative volumes and weight of gases under all sorts and conditions, the movement of bodies of gases by stacks and fans, the amount of air to a given amount of drying work, and the allowances to be made for the friction of walls, the turnings of flues, and the surfaces of wares to be dried. But beyond and on top of all this comes the recognition of the peculiarities of the clay itself—the physical factors of its fineness of grain, its plasticity, its shrinkage, its hygroscopic qualities, its surface phenomena, capillarity, viscosity, absorption and the factors of safety which all these considerations entail in the design and operation of a drier.

When we come to the burning of our dried ware, we are once again in the field of chemistry. The generation of heat from fuel. The preparation of the clay for hardening by the roasting out of its volatile constituents. The recognition of the minerals which require oxidation. The adjustment of the air supply to help or hinder this process where the carbon contents vary in amount or kind. The final vitrification. The theory of solid solutions by which alone the composition of vitrified and glassy silicates becomes intelligible. The use of fractional molecular formulæ to picture to ourselves what is taking place in these complex mixtures, which are forming wherever clays are burnt. The recognition of the conditions which lead to the slow gradual hardening of safe clays and the quick sudden fusion of tricky ones. The function of temperature versus time and the means of controlling temperatures. All these belong chiefly in the field of the chemist.

But in the building of kilns to carry out these processes, we draw once more on the engineer and the physicist. How big shall our kiln be? How shall the draft be taken, up, down, horizontally, or reversing? How tall a stack shall we make? How many fireplaces for a kiln of given diameter? How much fuel for a given weight of ware? How thick walls? Shall we use periodic, compound or continuous kilns? Does the type of the ware and the type of the kiln show any necessary relationship? Is it always most economical to use the kiln which shows the highest fuel economy? All these, and uncounted other questions of like nature, arise to connect this crucial period of clay manufacture indissolubly with the field of the physicist as well as the chemist.

When at last we reach the decoration and beautifying of our clay products, I think I can hear some say: "Here at least, we can leave the domain of science, and enter the field of art, where the imagination, the recognition of symmetry of line, the beauty of colour, and the charm of historical symbolism replace the sordid balance of the chemist and the rule and square of the engineer." But softly! Who gives to our artistic friend the delicate translucent porcelain from which he fashions so clean and pure an outline? The chemist. Who is responsible if it warps and twists out of shape in firing, destroying the beauty but lately imparted to it? The chemist. Who devises the colours with which it is adorned? Who decides what colours may be blended, what type of glaze to employ, over or under the painting? The chemist. In short, who can be most easily supplied—the artist who draws the picture, or the chemist who makes the work of the artist possible? Look at the relative compensation of the two, and you have some sort of a criterion as to how the world views this question. The master-potter, whether he works in terra cotta, or pottery, or tile, is invariably the commanding feature, even in art establishments. In the famous Rockwood Art Pottery, Cincinnati, Ohio, they could better afford to lose a dozen of their best artists at once, than to lose Stanley Burt, their chemist and superintendent, who co-ordinates the work of the body-maker, the modeller, the fireman, the glaze-maker, and the artist, and whose scientific insight smooths the obstacles and adjusts the conflicts which every department would precipitate if left to its own devices.

In this hasty review of some of the controlling factors of the clay industry, we have seen that the clayworker must deal with chemical, physical and mechanical considerations chiefly; that he ought to be a little of a geologist, a mineralogist, a draftsman, a surveyor, and an engineer, if he is to handle with wisdom and precision the problems which are a daily part of his business. In fact, it seems as if we have a tremendous and prosperous industry, directly and necessarily depending on science and engineering, yet not recognising this connection in any formal way. We have blundered along, making money it is true, because the public must have our products—but only making money because we cannot suffer from foreign competition. Clay products, except the finer, are too cheap to transport long distances, and hence the clayworkers of any country are not going to be displaced from their trade by foreign competition. But they may be doing poor work, making poor products, getting small returns from their expenditures—in short, running their business at a low efficiency.

My argument is, then, that the clay industry is a chemical engineering industry, and that it will only reach its proper development and its true place among the professions, when it is treated as a profession, rather than a trade.

(*To be continued.*)

GLASS DECORATION.

(SPECIALLY CONTRIBUTED.)

(*Continued from p.* 1415, *Vol.* XXXI.)

CHAPTER III.

APPLYING THE RESIST, AND FILLING IN THE DESIGN AND ETCHING THE GLASS.—There are various ways of applying the protective composition. One method is as follows:—The glass is cleaned with chalk and water, dried, and made as hot as is consistent with holding it in the hand. The composition is melted over the water bath, and poured uniformly over the glass, or may be applied with a brush. When the composition is set the design is drawn upon it. Dusting it over first with flour or chalk saves the eyes during the designing process. One of the best ways of putting on the design is as follows:—Get a piece of paper the right size, and draw the design on it or transfer it from another drawing. Then, with a needle point set in a handle, such as botanists use, fill the whole pattern with fine perforations. It is then ready for use. If the pattern is a symmetrical one, half the labour of perforation can be saved by first folding the paper along the middle and then drawing half the pattern against the edge formed by the fold. If the needle is now used, the two halves of the pattern will be produced simultaneously, as it will go through two thicknesses of paper. The paper is now applied to the protected surface of the glass, and rubbed over with any suitable pigment, whereby the pattern is transferred to the glass by the pigment passing through the perforations. Indian ink rubbed up with water to the usual consistency and applied with a brush answers very well. The next thing is to follow the design and scrape off the protective composition where necessary. This is best done with a pointed slip of hard wood or with a needle. It is a good

plan to have various tools for this purpose, so that the line laid bare on the glass may vary in width. For this purpose some of the tools should have a small chisel edge. Great care must be taken to leave the glass perfectly bare. If this is not done the etching will be broken and ragged. The painting on of the protective composition is skilled work, and requires a stock of different sized brushes in good condition. A good painter takes a pride in having a large and varied stock of excellent brushes. It is a good plan to grease the brushes with tallow after use. If a beginner finds difficulty in judging the right consistency of the composition he will find it safer to err on the thick rather than on the thin side. A low temperature makes the colour thick, and if it is then diluted with turps it will be too thin on the glass as soon as the temperature rises. There are three ways of painting, and, according to the method employed, the pattern is : (1) A continuous etching on a transparent ground ; (2) a continuous transparency on an etched ground ; (3) in outline with transparent glass within and without. If parts of the glass have to be etched deeper than others the various parts must be temporarily protected while the others are being etched. It is obvious, then, that the painting must often be carried out at different times, *i.e.*, at different stages of the etching. The different tones are obtained by acting repeatedly upon the glass, beginning, of course, with the whole of the glass to be etched uncovered. When all this glass has received a degree of etching equal to the smallest, that part which is to be etched no more is painted, and the etching is renewed. Then some more of the glass is painted, and so on, according to the number of different tones to be produced. The parts finally left uncovered for the last etching receive, of course, the deepest tone.

As the processes proceed, stronger and stronger etch has to be used, each tone requiring a stronger liquid than the last. Care must be taken to keep a brush going over the surface being etched to prevent loosened pieces of glass adhering again, a fault which cannot afterwards be remedied, and to get rid of air bubbles. The acid must never be used strong enough to produce much heat, or the protective paint will be softened and cease to keep the acid from the glass under it. Care must be taken that no acid gets to the underside of the glass.

There are various ways in which a design can be got without using any protective composition. One is to paint the parts to be etched direct with the acid, applying it with a brush. In this case, however, the acid will not keep within the outlines unless the glass is hot. The best temperature is one of from 80 to 90 deg. C., the glass being laid upon the perfectly flat top of a steam chest. This method is, however, very wasteful of acid, and dangerous to the operator on account of the copious fumes arising from the heated surface.

Another method is to use stencil plates. A sheet of tinfoil is fastened down to the glass with the protective composition. The stencil is then laid upon it, and the parts of the glass to be etched are laid bare by cutting away the tinfoil from within the perforations in the stencil with a sharp knife. Any of the cement left is removed with turpentine. A glass is then bordered, as presently described, and etched with dilute hydrofluoric acid with constant brushing. Mix the commercial acid with about four times its volume of water. It attacks the tinfoil very slowly indeed. It is evident that the tin can be perforated by etching with hydrochloric acid instead of using a knife.

Shading can be done by painting some parts of the glass with the protective composition and others with an oil-varnish, or, in fact, with any varnish not containing india-rubber, gutta-percha, or asphalt, leaving the rest of the glass bare. The oil-varnish soon yields to strong hydrofluoric acid, but the parts painted with it are not exposed so long to the action of the acid as those which are left bare. Thus the glass is partly not etched at all, partly etched slightly, and partly etched strongly. If the oil-varnish alone is used an etched pattern can be produced upon an etched ground. Ground glass can be made transparent by means of hydrofluoric acid, and therefore, of course, patterns can be made on it. If it is dipped into the dilute acid, and after a time taken out and brushed quickly with water, the etched portion will be found to come away, leaving a smooth surface.

Glass can also be etched by electrolysis in the following manner :—Cover the glass with concentrated solution of common saltpetre or sal prunella. This is nitrate of potassium. The sodium salt (Chili saltpetre) is also usable, but does not act quite so well. Then pass the current of a battery between platinum electrodes through the solution. One of the electrodes is insulated except just at its point, and is held in the hand. With it the pattern is traced upon the glass, following the outlines of a design drawn on paper and put below the glass. The solution is kept upon the glass by making a wall of wax all round the edge so as to form a shallow tank. Wherever the point of the insulated electrode touches the glass is etched and the depth of the etching can be regulated by the movement of the point. The slower it is moved over the glass the deeper the etching will be.

CHAPTER IV.

Embossing Flat Glass.—To etch flat glass the glass must be formed into a shallow dish with a border made by kneading tallow with rosin and asphalt. We give two recipes for border or "walling wax" :—(1) Yellow wax, 20 lbs. to 50 lbs. ; tallow, 7 lbs. to 30 lbs. ; rosin, 20 lbs. to 90 lbs. (2) Beeswax and Burgundy pitch in such proportions as to form a stiff plastic composition. Sometimes borders are made with tallow without any additional substance. Ceresine cannot be used unless very carefully purified. In kneading any of the above compositions it is as well to tallow the fingers to prevent it from sticking to them. The composition is rolled by the hands on a greasy board into rods about a foot long and $\frac{1}{4}$ in. in diameter, and these are pressed on to the glass, so as to get a dish about $\frac{3}{4}$ in. deep. Another plan is to make the composition into sheets, which are cut up into strips, but this requires a stiffer and more tenacious mixture. A spout is shaped in the border for pouring off the etching liquid. The exposed surface of the glass, whether there is resist upon the plate or not, must be absolutely clean, especially from grease, on the surface to be etched, and any greasy fingermarks within the border must be cleaned off with a rag dipped in oil of turpentine. Some weak or already used hydrofluoric acid is then poured on and allowed to act for a few minutes, during which time the surface is constantly gone over with a brush. This preliminary etching causes the glass to offer a perfectly clean surface. The weak liquid is then poured off, and the glass is repeatedly sponged over with clean water till no trace of the hydrofluoric acid remains. Finally, the surface is sponged over with a nearly dry sponge till it is uniformly damp all over. Any dry place will give a turbid mark plainly visible on the finished glass. The soda etch or hydrofluoric acid, as the case may be, is then poured on and allowed to act for two hours on the average. Freshly prepared etch will sometimes etch deep enough in one hour, while old or already used etch may often be left on overnight without harm. At the end of the operation the liquor is poured off together with its white sediment, which is dislodged by a brush, the glass is well rinsed, and the loosened parts are brushed off. The glass is then again rinsed and dried. The border is removed, and the traces it has left are cleaned off with oil of turpentine.

When a sheet of glass has had a pattern etched into it, it can be used to transfer the pattern to another sheet. If it is rolled with protective composition, the latter will escape the etched parts. If then another sheet is laid on the first it will receive composition from the unetched parts only. It can then be bordered and etched at once. Sheets of paper can be used to transfer the pattern from a bent glass to another glass of the same size and shape on which the same pattern is to be etched. In etching flat glass by pouring hydrofluoric acid over it, the greatest possible care must be taken that the surface to be etched is laid perfectly horizontal. This must be done with spirit levels. If the acid is deeper at some places than at others, the etching will be uneven, as the deeper parts act more rapidly on the glass than do the shallower parts. Unetched parts on glass may be matted after the action of the acid by rubbing with an emery pad, taking care that the depressions are not invaded by the emery. Coarse emery must be used.

There is a process called "brush-etching," which is done by painting the glass with syrup of white sugar mixed with ox gall and some pigment to make it show better. When the pattern is dry, flood the whole surface with ground (a brush must not be used for this or the pattern will be damaged). When the ground is dry, border and level the plate, pour on acid, and go over the surface with a feather, which will remove the sugar and leave the glass bare to the acid. We are indebted to the London Sand Blast Decorative Glass Works, Gray's-inn-road, for the following illustrations representing two glass panels etched with French acid.

CHAPTER V.

Embossing Hollow Glass.—It is evident that a protective composition can be applied inside or outside hollow glass articles, whether directly with the brush or by means of flexible stencils. The stencils have to be specially made to fit the curvature of the surface to be embossed, and care



Fig. 2.

must be taken that the composition is applied cleanly and invades no parts that are not meant to be protected. A certain amount of skill and care is necessary, but the skill is soon acquired by practice. Bent glass, globes, cylinders, &c., can be embossed inside by putting a little acid in them, and spreading it over the surface by the centrifugal force produced by rotating the object in a lathe. Actual dipping is often resorted to when it does not require too large quantities of acid, or the acid may be sprayed in from a small leaden rose attached to an india-rubber pipe. The most convenient method, is, however, to use the hydrofluoric acid in the form of vapour, and although the dull surface produced by the gas is not so uniform as that obtained by the use of white acid, it is quite good enough for ordinary articles. Hydrofluoric acid or a mixture of fluorspar and oil of vitriol, which comes to the same thing, is heated, and the vapour passes through a leaden pipe into a wooden chamber lined with lead, into which the articles to be em-



Fig. 3.

bossed have previously been placed. There they are subjected to the action of the acid until the necessary effect has been produced. The chamber must not leak, as the gas is highly injurious to health, and it must be efficiently drained to prevent the accumulation in it of condensed water. Hollow articles can also be embossed inside by inserting a sand blast nozzle which is bent at the proper angle.

Embossing the outside of bent or hollow glass proceeds, of course, on somewhat different lines. Care must be taken to protect the inside of the glass, if the liquid acid is used, for the acid is bound to come into contact with it. If the gas is used it must not be forgotten that in the chamber it comes into contact with the whole surface of the glass both inside and outside. An excellent plan in embossing the outside of a hollow glass article which cannot be dipped bodily into the acid is to rotate it slowly on a horizontal axis over a shallow dish made of wood lined with sheet lead and containing the acid, adjusting the position of the glass so that every part of it dips into the acid in turn during the rotation. Other expedients will suggest themselves readily for special circumstances. If, for example, lamp chimneys have to be etched with a name, say, near one end, they can be stood in the tray of acid with that end downwards. It remains to notice the beautiful effects that can be obtained by embossing flashed glass, *i.e.*, white glass covered with a thin layer of coloured glass. The acid can be made to etch the coloured glass away at any part and to any depth. In this manner the coloured layer can be entirely removed at places, leaving the white glass bare, and at others it can be removed to different depths, thereby giving different shades of the colour. It is simply a question of exposing such places to the action of the acid for a longer or shorter time by the method of repeated painting with protective composition above described. Thermometers and graduated glasses are usually etched with hydrofluoric acid in the gaseous form or by dipping into white acid, the glass having been coated with a varnish of beeswax and turpentine.

CHAPTER VI.

Varieties of Patterns.—It will be readily seen that engraving on glass, a term which may be conveniently adopted as including both etching and embossing, is skilled labour, whether it is done by means of the sand blast or by means of hydrofluoric acid. At the same time, the art is neither difficult nor long in acquisition by an intelligent and careful person, and there is no reason why a good workman employed as a decorator should not be able to ornament glass in a highly satisfactory manner. Let us suppose that a sheet of glass has to be engraved with the name SMITH in the centre and with an ornamental border round the sides. The letters may be transparent on a matt background, or they may be in relief or in intaglio. The border also admits of the same variations. It will probably be useful to recapitulate briefly the processes of acid etching in this connection, under four heads. Of course, the border may be in relief and the letters in intaglio, or *vice versa*. Again, the letters may be matt on a transparent ground, and the border may be transparent and separated from the transparent ground by a matt edging. Other variations are, of course, obvious, and what is here said about the engraving of the letters will also apply to the production of the border.

(*a*) Raised Matt Letters.—Here it is obvious that the glass round and between the letters must be etched down and left transparent. This is best done by first painting in the letters with resist or stopping, putting on the border wax, levelling the plate accurately, and etching the background with liquid hydrofluoric acid. When this has been successfully done, the plate is cleaned and the resist is removed from the letters. The background is then protected and the letters are matted with coarse emery or by exposure to gaseous hydrofluoric acid or to the sand blast. Care must be taken not to injure the relief by carrying this latter process too far. (*b*) Sunk Matt Letters.—Here the background must be protected while the letters are bitten down. They can be bitten down into intaglio and matted at the same time by using white acid or the sand blast. The usual precaution of levelling the plate is, of course, essential in this, as whenever liquid hydrofluoric acid in either form is employed, nothing remains to be done after the action of the acid but to remove the stopping and clean the glass. (*c*) Raised Smooth Letters.—This process is evidently on all fours with (*a*) except that white acid or gas or the sand blast must be used for the background, as that must be matt. (*d*) Sunk Smooth Letters.—This is done by the process described under (*b*), substituting the liquid for the white acid in biting in the letters.

Too much stress cannot be laid on getting the stopping, when used to make a pattern, with perfectly sharp and clear outlines. If the stopping thins out very much at the edges, or if there are any defective places where the glass ought to be efficiently covered, the design when engraved on the glass will be blurred and patchy. The same will be the case if the boundary lines are not clean and accurate. Before acid is used the stopping on the glass must always be critically examined. Moreover, in cutting out through the apertures in a stencil, to lay the glass bare to the acid, the bare part must be made to conform accurately with the opening in the stencil. If it is found to be impossible to remove the whole of the composition with a sharp steel point, the resist is not properly made and not sufficiently solid and elastic. In such a case it is possible to remedy matters by the use of a sponge or cloth just—and only just—damped with turpentine, but the remedy must be applied with caution. If any turpentine gets under the stencil matters will be made worse instead of better. The safest plan is to work up the stopping afresh, to clean the plate, and repaint it with proper stopping.

(*To be continued.*)

THE CAUSE AND PREVENTION OF THE BROWN STAIN IN CHINA BODIES IN THE ENAMEL KILN.*

I AM sure that you will agree with me that the subject of my paper is of great importance, for I know of nothing which has caused Longton china manufacturers so much loss during the last 25 years as this brown discolouration in the enamel kiln. I do not think I am wrong in saying that it has amounted to many thousands of pounds, and it has certainly ruined more than one firm. There may be some persons who do not know what this defect is, and for their benefit I say that the ware comes out of both the biscuit and glost ovens looking, on the whole, sound and good (often, however, of a greenish tint), but when it is fired in the enamel kiln brown patches and blotches appear, similar to the specimens I show. This defect appeared, I believe, for the first time, about 25 years ago. I cannot find that to any serious extent it had existed before that time, and I think later I shall be able to explain why. Pretty nearly every explanation of the cause of it has been put forward. Bad bone, bad stone, water supply, bedding flint, marl used in the saggars, bad firing, and carbon vapours in the kiln have all been credited with producing it; but I have not met anyone who seemed to have mastered the whole subject. I intend to-night to show you how to make it, and point out the causes which have produced it in some of your factories, and I shall show you how to prevent its occurrence. I think I can promise that a manufacturer who uses ordinary care need have none in the future.

A normal china body consists of 44 bone ash, 30 stone, 26 clay. I do not put this forward as an ideal mixture. It is perhaps neither very good nor very bad. At all events, it is the mixture I have generally used during a great many years when I wanted to compare one material in a practical way with another. It is easy to remember 6 : 4 : $3\frac{1}{2}$. A body of this kind contains before firing :—†Carbon in the form of charcoal, 0·74 per cent.; calcium phosphate [$Ca_3(PO_4)_2$, 33·50 per cent.; calcium carbonate ($CaCO_3$), 2·80 per cent.; free and combined silica (SiO_2), 32·55 per cent.; alumina (Al_2O_3), 14·05 per cent.; alkalies (KNaO), 3·45 per cent.; iron oxides (FeO and Fe_2O_3), 0·84 per cent. combined water and moisture, 12·00 per cent. These figures I have worked out from actual analyses of commercial materials. The bone and stone are taken as having 10 per cent. of moisture. I first had my attention called to brown ware in a factory which was having hundreds of dozens of bad pieces every week. I took samples of the clay ware, and had a very careful analysis made, but I could detect nothing abnormal. I was strongly of opinion that it was due to some form of bone, and I commenced a very long series of trials, always using the mixture I have mentioned of clay and stone, but using every variety of bone. I tried bone badly calcined, bone covered with blood before it was calcined, horse bones, sheep bones, bones that had been degelatinised, bones that had become rotten before being burned, bone that had been damaged by sea water, and particular parts of bone. It was a long, tedious investigation. I obtained an immense amount of valuable information, but I was no nearer the solution of the problem at the end of fifteen months than I was at the beginning. I then commenced another set of trials with the same mixture of bone and clay, but using various kinds of stone. I selected and ground myself each variety, and I quickly found that with one I nearly always obtained green ware. This was

* By Mr. Bernard Moore. Reprinted from the Transactions of the English Ceramic Society, vol. 5.

† An analysis of a common china body made since this paper was read practically agrees with this, except that there was about 3·5 per cent. more CaO, and about 3·5 per cent. less P_2O_5.

with a dry buff variety. I thought the colour due to the amount of iron in the stone, and I increased the proportion of stone. The result, however, was an improvement in tint it was whiter instead of greener. After that it was easy work. I decreased the stone, and increased the clay; the result was brown ware. The samples I show are made with a mixture of :—Bone, 44; stone, 23·5; clay, 32·5. This contains before firing :—Carbon in form of charcoal, ·74 per cent.; calcium phosphate, 33·50 per cent.; calcium carbonate, 2·60 per cent.; free and combined silica, 31·00 per cent.; alkalies, 2·85 per cent.; iron oxides, 0·84 per cent.; combined water and moisture, 12·50 per cent.

The important difference is that the alumina had increased, and the alkalies decreased. It seems to me that, as far as the practical side of the question is concerned, what I have now to show is how a mixture like this has been arrived at the factories where this brown ware discolouration has shown itself. There are three great factors :—(1) The use of a very dry stone; (2) Too much clay compared with stone; (3) This is the most important of all : an improper system of mixing.

With regard to the first many of you will remember that 30 years ago it was the fashion to refuse to use anything but a dry stone, and I can remember when a trial of stone fired in a china oven was very much like a piece of fired china. Manufacturers said they liked the edge to stand up. This would have done no harm had they used more of it, but just about the same time, or rather earlier, another trouble began to be talked about. The china body was much less plastic than it was in the old days, and I often heard of people saying, "Materials are not what they used to be." I do not think materials had much to do with it, but I will tell you what had; they had not very long changed from the slip kiln to the press. This made a great difference, but whatever the reason was, some one advised more clay, and a type of china sprang into existence, and this is much used to-day:—44 bone, 28 stone, 28 clay. I do not say that this will not make a satisfactory china, but if a dry stone is used there is a small margin of safety, especially with some of the best quality of clays. This brings me to the most important factor of all : a bad system of mixing. In most factories where blunging is done by hand, more than one half the slip houses are constructed in a bad way. As most of you are aware, there are three arks. In the first, called the "rough pot," the bone, stone, and clay are mixed with water; the second is an ark into which this mixture is sieved; and the slip is sieved again into a third ark, and pumped out into the press. In nearly every factory where brown ware has appeared, the second ark was not large enough to hold the whole of the original charge. I am now going to make a statement which, I think, will cause some surprise. During the last 25 years, Longton manufacturers have lost £50,000 because the second ark in many of their slip houses was not large enough to hold the charge weighed into the "rough pot." I do not mean that the loss has been with brown ware alone, but it has brought other evils with it, such as badly fired ovens, "spit-out" ware, blistered ware, and crazed ware.

Under conditions like this it is impossible to have a uniform slip, and is quite easy to have every imaginable mixture. My advice is never to weigh in more than the second ark will hold, and see that the "rough pot" is emptied before any is taken out of the second ark. I have often seen a boy pumping into the press whilst the slip-maker was blunging part of his charge. The same applies, but in a very modified manner, to some who have machinery. They do not see that the blunger is emptied. It was not such a serious matter in the old days before the filter press was introduced, because, if the materials were not mixed in the ark, they got mixed on the kiln, and this is my answer to those who say they used to make good ware.

With regard to the chemical side, I am of opinion that the green colour is due to a ferrous phosphate, which changes in the kiln to a ferric phosphate. At china biscuit heat, and in a china oven, silica mixed with bone ash displaces phosphoric anhydride. For the purpose of this paper I suggested an experiment which Dr. Mellor very kindly has had carried out for me. Four parts of bone ash and one part of flint were taken and fired in hard paste crucibles in a china oven. In one crucible the bone and flint were mixed; and in the other they were in layers. The loss of weight in each case was taken. Three sets of trials were made. In the easy fired set the loss was about 6 per cent. in both the "layers" and the "mixed." In the two other sets fired at full heat, the loss in the "layers" was about 3 per cent. in one case, and 6 per cent. in the other. The "mixed" lost 15 per cent. in one case, and 18 per cent. in the other. The loss is not due to the expulsion of CO_2 by the silica. There is not enough calcium carbonate present. The loss of P_2O_5 amounts to about one-third. The expelled P_2O_5 would distribute itself amongst the bases present in the body, and in the case of pressed ware combination would most likely take place under pressure. I should expect, therefore, that pressed ware would show a darker colour than cast, and this is nearly always the case. I draw attention to another point, which I think you will find has not been noticed; the change from green to brown will sometimes take place without the ware going in the kiln. One of the trials I made last week did this, and I am sorry I cannot show it to you to-night. This is of importance, and may interest firms who have never had the kiln discolouration. Changes of colour in the kiln are much more frequent than many people imagine. Many colours fired at a very high temperature change considerably, and not always through a chemical change, but through rearrangement of the particles. I venture to show you a small example of my own of latter kind of change. The change of yellow "gold" glass into ruby red when heated over the Bunsen burner on a piece of platinum foil. In conclusion, I wish to acknowledge the fact that I have had the advantage of a talk with Dr. Mellor about my paper, and must thank him very heartily for his advice.

Foreign Notes.

Chinese glassware imports rose in value from £126,688 in 1905 to £157,067 in 1906.

The crockery and earthenware imports of China increased in value from £80,758 in 1905 to £92,867 in 1906.

German hollow glassware exports during the nine months ending Sept. 30, 1907, amounted to 72,851½ metric tons (not coloured), valued at £532,800.

Earthenware and pottery, of common varieties, to the value of £641,640, and weighing 61,382½ metric tons were imported into France during the nine months ending Sept. 30, 1907. Both quantity and value show a large increase.

Glass Manufacture in Sicily.—H.M. Consul at Palermo reports that a factory for making window glass is being put up with local capital in Palermo. He adds that if the works are successful the making of other glassware will be tried.

Belgian glassware exports during the first three quarters of the present year consisted of 22,627,700 kilos coarse, valued at £475,520, and 365,300 kilos fine, valued at £48,400. The coarse ware shows an increase in quantity and a decrease in value, while the fine shows an increase in value and a decrease in quantity.

Foreign Artists for Russian Porcelain Works.—The coming year will be the first (says the "Torg. Prom. Gazeta") in which the annual competition invited by the Imperial

Porcelain and Glass Works will be taken part in by foreign artists. The object of the competition is to secure superior designs for the products of the factory.

Mr. Pierpont Morgan's Porcelain.—We understand that the Metropolitan Museum of New York has just issued a catalogue of the famous Pierpont Morgan collection of Chinese Porcelain. It will be remembered this collection began with the purchase by Mr. Morgan in its entirety of the valuable collection belonging to the late Mr. Garland.

Technical Training in the States.—The erection of a new technical high school at Cleveland, Ohio, U.S.A., is contemplated, where special attention is to be paid to manual training. Provision is being made for a model pottery plant, to consist of a kiln, a set of wheels, and complete apparatus for modelling, casting, and throwing pottery.

Mr. Henry Maddock died rather suddenly last month at his residence in Brooklyn, New York, aged sixty-two. He was born in Staffordshire, and was the youngest son of Mr. John Maddock. Deceased, in conjunction with his brother Thomas, was for many years the agent in the United States for John Maddock & Sons, Burslem. He retired from business in 1900. He leaves a widow and one son, Mr. Sidney Maddock, who is a director in the firm of Maddock & Miller.

Mr. Joseph Beardmore, a well-known potter of East Liverpool, U.S.A., died recently at his home there. Mr. Beardmore was a member of a Staffordshire family and went to America in 1849, and, settling in East Liverpool, took a prominent part in the development of the potting industry there. He was of a genial, charitable disposition, and enjoyed the respect and affection of all who knew him. He took an active part in the civil war. His wife, the daughter of another East Liverpool potter, and their two sons and three daughters survive him, and are all living at East Liverpool.

An American Pottery Paper.—Under the heading "The End," the following paragraph appeared in a recent issue of the "Crockery and Glass Journal":—Application has been made for the voluntary dissolution of the Potters' Publishing Co., which publishes the "American Pottery Gazette" by two of the directors, Arthur V. Rose, vice-president, and Albert A. Southworth, secretary. Judge McCall appointed Henry W. Herber referee, and set down the order to show cause for December 19. Liabilities are $4,671 and assets $3,691. The magazine was started in March, 1905, and the present company succeeded to the business on October 6, 1906, with a capital stock of $1,000. Eugene C. Mayer is president and treasurer. A later issue of the "Crockery and Glass Journal" says:—"We are in receipt of a card from the Potters' Publishing Co., saying that their publication will continue to be issued regularly and without interruption. The recent application for the dissolution of the company was occasioned by a difference of opinion among the directors."

The Value of Jam Jars.—In his recently published book of African travels Mr. W. Savage Landor states that "As soon as Abyssinia was left behind money became a difficulty: the natives generally undervalued it. A Bongo man greatly desired a jam jar, and went and fetched a shilling to offer for it. The coin was good-humouredly thrown after him. He thought it was because it was too little, and went and fetched another. This also was returned." Then, says Mr. Landor: "A little later I saw him cautiously approach my camp, holding something in his hand. He was looking at the sky, by which I understood he was up to some trick—as people generally are when they look innocently skyward. In fact, after pretending indifference, I saw him get nearer and nearer the jar, which he suddenly seized, throwing at me what he had in his hand, five shillings altogether, and bolted away with my jar, worth at most a halfpenny. I collected the money, and went to call on this gentlemen. He was afraid I should take revenge. His pleasure had no bounds when I gave him back the money and told him he could keep the jar."

An American Journal on Wedgwood.—The Christmas number of "Scribner's Magazine" has an appreciative article on Josiah Wedgwood, by Mr. R. T. Halsey, who is said to have the finest collection of original Wedgwood jasper medallions either in the States or in this country. Whether this is strictly so or not Mr. Halsey presents reproductions of twenty of these very beautiful medallions as illustrations of his article. They have the familiar blue background of the famous jasper ware, and are excellent specimens of magazine illustrations. In addition to a brief sketch of Wedgwood's career, the article contains several unpublished letters, relating to Wedgwood as an American sympathiser, and also as a portrait maker. The frontispiece of the number is a fine portrait medallion of Benjamin Franklin modelled by Flaxman and reproduced by Wedgwood in jasper. Amongst the other medallions are portraits of William Temple Franklin, Queen Charlotte, William Pitt, George Washington, Lord Nelson, Thomas Bentley, and Mrs. Josiah Wedgwood. There is much other interesting matter in this number, which has a beautiful cover in colour by Edwin C. Taylor.

Borax in Tibet.—In the course of an article on trade with Tibet, the "Indian Trade Journal" states:—Another of the products of Tibet is borax. It is found mixed with sand on the banks of several lakes and streams. There appears to be any amount of it to be had for the digging, the Lhasa authorities taking only a nominal tax of about eight annas for ten sheep or goat loads—probably about 3 maunds or 247 lbs. Borax sufficient to supply the potteries of Staffordshire and all Europe would be forthcoming if the supply from Tuscany should ever run short. Years ago Tibet was the principal source of supply of the European market, and exported over 20,000 maunds annually. The supply from Tuscany killed this trade, and for many years past the Tibetan exports have never reached 2,700 maunds. We believe, however, that a keener demand for Tibetan borax has recently sprung up, and that if there were a decent road this trade might greatly expand. Borax as brought from Tibet contains only 20 to 32 seers of pure borax per maund (maund equals 82$\frac{2}{7}$ lbs.), the rest being sand and earth. There is no reason why heavy transport charges should be paid for the carriage of impurities, for the purification of borax is a very simple matter and could be practised in Tibet without undue difficulty. In India the process generally consists in dissolving the crude substance in two parts of hot, or ten parts of cold water, and then allowing it to crystallise. An improved process of purification is as follows:—One maund of crude borax is mixed with double its weight of water, placed in an iron pot over a fire, and then boiled for 2 to 2$\frac{1}{2}$ hours; when the whole has boiled down to a fourth of its original bulk, it is removed from the fire and poured into earthen jars; after three days, the impurities settle at the bottom, and the borax crystallises above; the water is then poured off, and the borax is taken out separately from the impurities and dried. The product of refined borax obtained will depend upon the character of the raw material—if of good quality, the yield will be about four-fifths; if moderate, one-half; if inferior, two-fifths only. There is nothing in this process that is above the intelligence of the ordinary Tibetan, and the only wonder is that it, or something like it, was not adopted a century ago, for the Tibetan export trade in borax has extended over that period, and perhaps a good deal longer. The same remarks apply to saltpetre and salt, which could be easily refined in Tibet to the advantage of the Tibetans.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Humber's China and Glass Stores have been opened at 114, High-road, Tottenham, N.

Mr. S. Ginsburg, glass merchant, has opened premises at 126, Portobello-road, Kensington, W.

Mr. A. Jenkinson, 10, Princes-street, Edinburgh, china and glass dealer, is retiring from business.

Mr. J. Ager, china and glass merchant, has recently opened premises at 127, High-street, Harlesden, N.W.

The Norbury Domestic Stores (china, glass, and earthenware), have been opened at 15, King Edward-parade, London-road, Norbury, S.E.

H. Windsor & Co., china and glass merchants, are about to remove from 137, High-road, Streatham, S.W., to 1, Gleneldon-road, in the same district.

Carne Stents China Clays, Ltd.—Registered capital, £12,000, in £1 shares. Objects, to adopt an agreement with C. J. Payne, and to carry on the business of clay merchants and workers, &e. Registered office, 8, Frankfort-street, Plymouth.

W. H. Hartland, Ltd.—Registered capital, £6,000, in £1 shares. Objects, to acquire the business carried on by W. H. Hartland at West-street, and Market Hill, Buckingham, and to carry on the business of dealers in glass and china, ironmongers, &e.

A fire broke out on Nov. 11 in the shop of E. and M. O'Brien, glass and china merchants, Vennel, Greenock. The outbreak, which was caused by a spark coming down a disused chimney, was extinguished by the fire brigade. The damage is estimated at about £30.

Mr. Charles Green, of Green Brothers, 49, Hatton-garden, London, E.C., has been elected chairman of Booths, Ltd., Tunstall, in plaee of the late Mr. T. G. Booth. Mr. Green has been connected with the business for upwards of twenty-five years, and has been a director of the company from its formation.

British Association of Glass Bottle Manufacturers, Ltd.—Registered capital, £200,000, in £1 shares. Objects, to carry on the business of glass bottle and stopper manufacturers and dealers, glass importers and exporters and the like, and the business of a trade proteetion society. Registered office, 7, East-parade, Leeds.

Chinaways Syphon Co., Ltd.—Registered capital, £5,000, in £1 shares. Objeets, to carry on the business of manufacturers of and dealers in syphons, gasogenes, bottles, jars, and all kinds of glass, china, and earthenware vessels, stoppers and fastenings, mineral-watcr manufacturers, &e. Registered office, 35, King's road, St. Pancras, N.W.

Roberts, Booth & Co., Ltd.—Registered eapital, £2,000, in £1 shares. Objeets, to acquire the business carried on by A. M. Roberts at 12, 14A, and 25A, Wellington-street, Sheffield, as Booth & Co., and Roberts & Staniforth, and to let out on hire glass, earthenware, cutlery, crockery, &c. Registered office, 12 to 14A, Wellington-street, Sheffield.

Crockery Contract Open.—The board of management of the St. Mary's Hospital, London, W., invite tenders for the supply of crockery, &c., for the twelve months commencing Jan. 1, 1908. Forms of tender may be obtained on application to Mr. Thomas Ryan, secretary. Tenders must be delivered to him in sealed envelopes, before Dee. 7, at noon.

A Prosperous Cullet Merchant.—"He is a prosperous eullet merehant," was the deseription of a defendant at Southwark, reeently. The judge asked, "Cullet merchant, whatever is that?" Plaintiff: "A dealer in broken glass, sir." was the reply; "and he has turned his business into a company. He has his punt up the river and a business at Brighton."

Offices for Pottery Workers.—Messrs. Colley & Lindop's tender of £764 for erecting offices and residenees in Hill-st., Hanley, for the National Amalgamated Socicty of Male and Female Pottery Workers, has been accepted. The foundation stones of the new buildings were laid on the 23rd November by Miss S. Benett, Burslem, Mr. William Owen, and Mr. Samuel Clowes.

Tenders Accepted.—The Asylums Committee of the L.C.C. has aeeepted the following tenders in connection with the equipment of additions to the Manor Asylum:—M. W. Mills, baskets, £3 1s.; Phœnix Brush Co., deck serubbers, &e., £5 16s.; James Green and nephew, gas globes, &c. (up to March 31, 1901) £29 12s. 3d.; Molineaux Webb & Co., Ltd., vinegar bottles (up to Mareh 31, 1910), £15 15s.

Memorial to Mr. O. G. Meatyard.—A handsome tablet has been erected in the Parish Church, Wordsley, to the memory of the late Mr. O. G. Meatyard. The tablet is the gift of Mrs. Meatyard and her family, and is the work of Mr. Sidney H. Meatyard. The following is the inscription upon it:—"In memoriam. Oswald George Meatyard, who for twenty-one years was church warden of this church. Born June 1838. Died May 1906."

Death of Mrs. Forester.—We regret to record the death of Mrs. Forester, widow of the late Mr. Thomas Forester, J.P., founder of the firm of Thomas Forester & Sons, Ltd., of Longton. Mrs. Forester died at her residenee, Mostyn, Blythe Bridge, on November 11, after a long illness. The deceased, who was 74 years of age, only survived her husband five months. She was greatly respected for her amiability and generosity. The funeral took place at Blythe Bridge on November 14.

Recent Wills.—The will of the late Alderman H. M. Williamson, of Cromartie House, Florence Longton, has been proved for £10,927. The late Mr. Williamson was senior partner and founder of the firm of H. M. Williamson & Sons, china manufaeturers, Longton. He was one of the oldest members of the Longton Town Counеil, and was Mayor in 1885 and in 1904.—Mr. William Mountford, of Longton, Staffs, ehina manufacturer, left property of the gross value of £42,799 gross, with net personalty, £37,661.

Marsh Patents Syndicate, Ltd.—Registered capital £2,500, in £1 shares. Objects, to aequire from Arthur L. Marsh, and Archies L. Marsh, of 22 and 23, King-street, Liverpool, the benefit of certain existing inventions relating to improvements in receptaeles for preserved foods and for improvements in the sealing of jars, bottles and the like; to develop and turn to account the said inventions, and to carry on the business of engineers, metal workers, glassware and pottery manufacturers, &c. Registered office, 22, King-street, Liverpool.

Death of Mr. Harry Davies.—We regret to record the death on November 12, of Mr. Harry Davies, eldest son of Mr. Alfred Davies, glass manufacturer, Brettell-lane, Stourbridge. Mr. Davies died of consumption, from which he had suffered for some time. He was 46 years of age, and at the time of his death, was manager of the glass house for his father. He was greatly respected, and general sympathy is felt for his father and for his widow and one daughter. The funeral took place at Stourbridge Cemetery on November 16.

Mr. C. G. Candlin, china and glass dealer, 11, High-street, Godalming, has issued an illustrated circular thanking the inhabitants of Godalming and the surrounding districts for their patronage during the time he has been in business, and also for the many kind expressions of sympathy at the time when his warehouse was destroyed by fire. He announces that the new building being finished, he is now able to show his new and varied stock

of useful and ornamental goods, particulars of which are set forth in an attractive manner on the circular.

J. & M. Craig, Ltd.—Registered in Scotland with capital £35,000 in £1 shares, to take over and acquire the farm and lands of Hillhead, Kilmarnock, the Hillhead Fireclay Works, the Longpark Sanitary Pottery, and the office buildings some time belonging to J. &. M. Craig, Ltd. (in liquidation), the field known as Longpark, Kilmarnock, the minerals in the lands of Hillhead and Longpark field, the leasehold collieries, mines, and minerals, in and under the lands of Knockinlaw, &c., and to carry on, in the United Kingdom and abroad, the business of bricklayers, quarrymasters, coalmasters, farmers, potters, &c.

Railway Rates.—It is understood, that having been instrumental in settling the dispute between the railway company and their employees satisfactorily, Mr. Lloyd George is turning his attention to the question of railway rates. He proposes to appoint a committee which will include several practical railway men, to consider among other things the whole question of railway rates, and the desirability of revising on a larger scale than could conveniently be carried out by the Railway and Canal Commission. At the same time the possibility of lowering working expenses by reducing competition, and in other directions, will probably be discussed.

Industrial Hygiene.—The first of a series of six lectures on "Industrial Hygiene" was delivered before the Society of Arts on Friday, Nov. 29, by Dr. Scott Haldane, F.R.S., when Mr. Herbert Samuel, Parliamentary Secretary for the Home Department, presided. The lectures are delivered under the bequest of the late Mr. Benjamin Shaw, for the promotion of industrial hygiene. Dr. Haldane's lecture dealt with the hygiene of work in compressed air. The other lectures of the course will be by Professor Thomas Oliver, M.D., on "Industrial Poisons;" by Dr. Haldane on "The Removal of Dust and Fumes in Factories;" by Mr. W. E. Garforth on "The Dangers of Coal Dust and their Prevention;" by Mr. William Burton on "The Hygiene of the Pottery Trade;" and by Miss Nettie Adler on "Child Workers and Wage Earners."

F. Winkle & Co., Colonial Pottery, Stoke-on-Trent, have just issued a new and handsomely got-up catalogue of a large number of new lines in dinner ware, toilet ware, flower vases, teapots, jugs and sundries. There are twelve pages of well-exeeuted illustrations in colours and gold, showing the firm's newest and best shapes in various styles of ornamentation. The colours of the originals are very accurately reprodueed, and a vivid representation is given of both form and ornamentation. Even the spiral teaware, which is in plain white, is clearly illustrated. The book will be found convenient for dealers for reference. The shapes are all named, and the patterns are all numbered, so that it is an easy matter to order from this eatalogue. Samples of all the goods illustrated ean be seen at 13, Charterhouse-street, E.C., the showrooms of Mr. John Porter, the firm's London representative.

Lead Poisoning.—The total number of eases of lead poisoning reported to the Home Office under the Factory and Workshops Act in October was 862 and there were, deaths. In addition to these there were 18 cases among house painters and plumbers, and two deaths during the month. During the ten months ending Oct. 31 last, the total number of cases reported under the Aet was 455 and 23 deaths from lead poisoning, as compared with 529 reported cases and 30 deaths durin the same ten months of last year. Inaddition to these there were 140 cases and 32 deaths during the ten months among house painters and plumbers, compared with 147 cases and 29 deaths in the same months last year. In the china and earthenware trades there were 21 cases reported in October, but no death, while in the ten months there were 86 reported cases and 8 deaths as compared with 91 reported cases and 3 deaths in the same period last year.

Mr. E. J. Stevens, wholesale glass and china merchant, 192, Chapel-street, Salford, wrote us on Nov. 21, as follows:—In looking through the November issue of THE POTTERY GAZETTE, I notice that you mention in your "Trade Notes." "that Owen, Owen, Ltd., of Liverpool, have purchased the stock of Haynes & Co., 15, Exchange-street, Manchester. Kindly allow me to give you the correct version of this business. The stock was offered for sale by tender in three lots, Nos. 1, 2, and 3, which were disposed of as follows:—Owen, Owen, Ltd., and Bunney's Ltd., of Liverpool, purchased lots No. 2 and 3, and the goods were removed to Liverpool. Lot No. 1, comprising the whole of the extensive stock of richly cut and engraved glass, &c., together with the goodwill, trade fixtures and fittings, and all utensils of the business as a going concern were purchased by me, and I am now carrying on the business under the name of Haynes & Co., as before.

Sale of Antique Pottery, Glass, &c.—By order of the representatives of the late Mrs. Pelegrin, of Newcastle-on-Tyne, there was recently sold by auction the valuable collection of English and Oriental china, old cut and engraved glass, silver and electro-plate, clocks and bronzes, antique furniture, china cabinets, miniatures, prints and engravings, oil paintings, and water-colour drawings, collected by the late Mr. M. J. Pelegrin, who was consul in Newcastle for the Argentine Republic. Mr. Pelegrin was an enthusiastic collector, and in the course of years acquired a wonderful and varied assortment of beautiful and interesting objects. There was a large variety of English ware—Spode, Wedgwood, Worcester, Crown Derby, as well as Oriental and Continental china, and cut and engraved glass. The ware included an interesting dinner service, used in the old Mansion House in Newcastle, decorated with the Newcastle coat-of-arms and classical panels.

The China and Glass Dealers' Association of the United Kingdom.—On Nov. 25, the annual meeting of the Leeds and district branch was held at the Golden Lion Hotel, Leeds. Mr. Hirst, of Leeds, was in the chair, and a good number of members was present. The secretary read the report, which showed a great deal of good had been done, and all matters taken up had been settled satisfactory to the members. The number of members has largely increased during the past year. The balance sheet was also read, and showed a balance more than double that of last year. The officers were all re-elected for the coming year, with two additions to the committee. Several complaints were brought before the meeting and thoroughly discussed, and in two instances it was decided to take action, if necessary, at the cost of the association. It was also stated by several members that they could trace instances where they had received benefits by being a member of the association, and they were very much surprised that more dealers did not take advantage of our association. A vote of thanks to the chairman then brought a very enthusiastic meeting to a close.

Company Liens Registered.—Hobson's (Longton), Ltd. (Earthenware Manufacturers): A 5 per cent. debenture, to secure £100, charged on the company's undertaking and property, present and future, including uncalled capital, has been registered.—Knutton Tileries Co., Ltd., Silverdale, Staffs.: Lien registered for £160 seven-and-a-half per cent. debentures, part of £320 authorised; charged on the undertaking and assets, excluding the leasehold property.—Brookes (Longton), Ltd. (earthenware manufacturers). The re-issue (for one year) of a debenture securing £350, charged on the company's undertaking and property, present and future, including uncalled capital, has been registered.—Eclipse Glass Works, Ltd. (Clapton, N.E.).—

Lien registered for £1,000 six per cent. third debentures, and, by way of further security, an instrument of charge under the Land Transfer Acts of 1875 and 1897; no trustees; secured by a third charge on the entire assets.—Cauldon (Brown-Westhead, Moore & Co.,) Ltd., earthenware manufacturers, Stoke-on-Trent)—re-issue of £1,200 5 per cent. debentures, part of series created to secure £40,000, charged on copyhold canal wharf, offices, earthenware factory and land at Cauldon-place, Stoke-on-Trent, copyhold land at Shelton, Newcastle-under-Lyme, and the Company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £30,000.

"The Statistical Abstract" for the United Kingdom for each of the fifteen years from 1892 to 1906 is published this week. It is most useful for reference when detailed information is wanted, and is not matter for reading right through. No one could possibly want details on so many, and such diverse, subjects at one time. It deals with the progress of imperial revenue and expenditure, local taxation, imports and exports, prices of corn, railways, mines, coinage, banking, bankruptcies, patents, designs and trade marks, population, and wrecks and casualties to vessels. Statistics on each of these subjects (and a dozen others) are given for each of the last fifteen years. Just to show the comprehensive character of the work (it consists entirely of tables of statistics) we find that the number of bankruptcies in England and Wales in the year 1892 was 4,575, and the number in 1906 was 4,366; but while the number of administration orders made by county courts in 1892 was 2,112 the number in 1906 was 6,233. The total amount of liabilities in bankruptcy in 1892 was £8,892,162 and the amount of assets was £3,089,791, while in 1906 the total amount of liabilities was £5,762,199, and the amount of assets £1,886,621. The total value of the earthenware and china imported into the United Kingdom in 1892 was £3,091,334; while the total value imported in 1906 was £4,219,162, an increase of £1,127,828 (In 1903 the value of the imports was £4,780,739.) Turning to exports we find the total value of earthenware and glass exported in 1892 was £2,942,346, while the total exports for 1906 amounted to £3,659,508.

China Clay Ships Wrecked.—A Devonshire correspondent writes:—The "Tehvya," timber laden (after



A Wrecked China-clay Schooner.

discharging to have loaded clay), was wrecked near Teignmouth, on Thursday, October 10, 1907. The crew of 8 (Russians) were saved by the lifeboatmen. Six days later, the "Grace" (light, but chartered to carry clay to Gateshead) struck the beach of rocks at the foot of the Ness. The captain, his wife and all the crew were saved. Clay merchants and potters are alike sorry to lose these sizeable old vessels, which were far more convenient for them than the new 600 tonners. Our illustration shows the schooner "Grace" on the rocks at Teignmouth.

Franco-British Exhibition, 1908.—We have received from the executive a neatly illustrated booklet containing a comprehensive account of the exhibition to be opened at Shepherd's Bush in May next. Full information is given as to the aim and scope of the exhibition, and there is a synopsis of the classification of the exhibits. The illustrations include views of the proposed buildings. The conditions upon which exhibits will be received, and the facilities available for the carriage of them, are detailed. The exhibition will be far larger than any previously held in the United Kingdom, and will occupy a site covering 120 acres in extent, and is within easy distance of Central London. The manufacturers' section of the London Chamber of Commerce has by resolution pointed out the desirability of British manufacturers and traders supporting the exhibition, in view of the probable attendance of visitors from all parts of the world. The offices of the executive are at 36, Victoria-street, London, S.W. We shall, of course, have something to say about the exhibits furnished by the industries we represent when the exhibition is open. We may say, however, that the works are making rapid progress. We were present at a private view on Nov. 21, when a large number of British and French pressmen and many persons of distinction inspected the buildings, and made a tour of the grounds. The company were received by the Duke of Argyll and were entertained at luncheon after the reception. The buildings, some of them of colossal size, are designed on very ornate lines, and one, clothed in its white stucco, has Moorish dome and turrets. In course of formation there are lakes and canals, with ornamental bridges and piers. A large cascade which is to run over crystal steps is expected to give very charming results, with thousands of electric lights shining beneath the water. The visitors were pleased with all they saw, and already the promoters are justifying their expectation that the exhibition will be the most beautiful ever held in this country.

Rare Old Glass and China.—Several interesting collections of old china and glass have been on show in London lately. We have visted some of them, and have been greatly interested. Antiques that are displayed in the well-known galleries of the West End have always an interest beyond those found in public museums, from the circumstance that they may possibly find their way into private collections from which they are not likely to emerge for a generation or two. A very interesting collection, from an instructive and educational point of view, is that seen at Gorer & Son's gallery in New Bond-street, W. It includes a number of unique specimens of Ming and early Kang-He porcelain. These specimens are not so showy as the highly coloured decorations of later dynasties. It is probable these decorations were purposely subdued for the European market. There is a pair of very rare square-shaped double-handled cups, with saucers to match. In the centre of the saucers is a panel containing altar requisites in green, yellow, and amberginc, on white ground, surrounded with a formal floral design in black, on apple green. This panel has on each side four small oval-shaped panels containing peaches and leaves in colours on biscuit. The two-handled cups have on each side a quatrefoil panel, containing altar utensils in colours. There is a beaker-shaped vase, on which the various stages of the rice industry are illustrated—the ploughing, laying out the ground, sowing, sorting and weighing are very cleverly shown. Out of upwards of 120 fine examples we can only mention

a pair of egg-shell lanterns, in the very finest quality Famille Verte on white. On one is depicted the figure of a Court lady seated; around her are three attendants, while three maids are approaching bearing tributes. The other shows a Court lady and gentleman seated upon a terrace playing "Go." A nobleman is seated at a table, and there are five female attendants. These are splendid specimens of figure painting. The necks of the lanterns have trellis designs in rouge de fer, on a white ground relieved with flowers in green and black, and the bases are similarly treated. Students and connoisseurs have here better opportunities of studying the brilliant paste than are afforded in any museum.

The L.C.C. Glassware Contracts (special report).—The use of English in preference to foreign glassware formed the subject of a debate at the meeting of the L.C.C. on Nov. 5. Tenders had been invited for the supply of glassware, and there was a great disparity in price between English and foreign quotations. The lowest tender for glass of English manufacture was £146 12s. 3d., and of foreign manufacture £89 4s. 6d. The Stores Committee stated that after careful consideration of the matter they did not feel justified in recommending the Council to incur the additional expense involved in purchasing glassware of English manufacture, and recommended that the lowest complete tender for foreign glassware be accepted, viz.: that of Messrs. Risdon, Locke & Co., Ltd., of 165-173, Newington Causeway, S.E. There was a protracted discussion, and the speeches were mainly political in tone. Mr. Hayes Fisher moved an amendment to refer the matter back to the Committee, and spoke in favour of a slight preference being given to British-made goods whenever they had to decide between two contracts only slightly differing in price. He hoped the new Council would always abhor the Cobdenite doctrine that they ought always to buy in the cheapest market. On the other hand, he hoped that they would not be driven to the opposite extreme and say that under no circumstances would they spend the British taxpayer's money on anything from a foreign country. Of course, if they let it be known that they would never consider a foreign contract they would lay themselves open to the formation of rings. There would be some difficulty in deciding where exactly the line was to be drawn. He did not suggest that in this case, where there was such an enormous difference in the price, the work should be placed at home, but they ought to find out whether the foreign article was manufactured under the same conditions as to wages and hours of labour as the Government imposed on similar industries here. He thought they ought to have that information. Mr. Shirley Benn seconded, and said that on some items the British manufacturers had quoted at a lower price than the manufacturers of the foreign glassware. The difference lay wholly in two items, and in these the foreign samples were of inferior quality to the English samples Mr. Gosling said that the glass of British manufacture was made under the very best conditions by a firm which had adopted the eight-hours day and paid Trades Union rates of wages. The Council ought to insist on the same conditions of employment being observed wherever their goods were manufactured. Mr. T. McKinnon Wood stated that competitive business could not be carried on on the principle suggested by Mr. Hayes Fisher. When they went to a trade with a limited production they often found that rings were formed, and the only way to break them was to throw competition open to the world. Mr. Robinson expressed the opinion that the quality of the glass sent in by British firms was far superior to the foreign samples, but Mr. Ward said this was not the case. The amendment to refer the matter back was carried by 76 votes to 34, and the Chairman of the Committee promised to try and find out under what conditions the foreign glass was manufactured. Mr. Sanders moved and Mr. Gosling seconded a further amendment to add the words "for the purpose of inquiring into and reporting upon the conditions of labour prevailing in the factories of the competing firms." Mr. Robinson opposed the amendment on the ground that it limited the reference, and on a division it was lost by 57 votes to 42. The first amendment was then carried as a substantive motion.

THE ORGANISATION OF POTTERY WORKERS.

A NUMEROUSLY attended meeting in connection with the Amalgamated Society of Male and Female Pottery Workers was held in the Town Hall, Tunstall, on November 21. Mr. S. Clowes presided, and was supported by Sir Charles Dilke, M.P., Mr. Josiah Wedgwood, M.P., Miss S. Benett, Mr. J. Lovatt, and many others. The Chairman, in his opening remarks, expressed appreciation of the advocacy of the cause of the working class by Sir Charles Dilke, and especially as a champion of the potters on the question of the scheduling of dangerous occupations under the Compensation Act. He (the chairman) controverted the statement of a manufacturer that potters' asthma was disappearing. The workers knew it was not disappearing, and it was a question whether it was not on the increase. He ridiculed the idea that if the trade was scheduled as a dangerous occupation it would be ruined. He believed the trade could stand many compensations before it could be ruined. He said the cry of "foreign competition" was a bogy by which he hoped they would not be gulled any longer.

Mr. J. Lovatt moved: "That this meeting of pottery workers congratulates the executive committee on the great progress made by the Society since the amalgamation took place, and hopes that all pottery workers will at once give in their names and become members of the Society, and thus help to lift up all the workers in the trade; and, further, expresses its approval of the efforts that are being made to include the principal potters' disease in the Workmen's Compensation Bill." Mr. T. Coxon seconded the resolution.

Sir Charles Dilke supported the resolution, and we are indebted to the "Staffordshire Sentinel" for the following extracts from his speech. Sir Charles referred to recent discussions on the condition of the Potteries. He did not propose to enter on the conflict between the minister of Tunstall and Mr. Foster Fraser. He spoke of the subject as an outside observer, with no local interest, with nothing but a general regard to the position of labour in a difficult but fascinating industry. The preacher very properly allowed that "they had evils in their midst, with which every true man should do battle, and rest not until they are crushed." He had contended that the habits of life and the intelligence of the district compared favourably with other industrial centres, and in some respects reached a higher level than many. "The condition of the Potteries," said Sir Charles, "was explained by this minister to be unusually good as compared with the average of industrial centres in almost every conceivable point; crime, pauperism, education (elementary and higher), Sunday-schools, clothing, happiness of life shown in the production of 'as good fathers and good mothers as could be found in any of the houses in England.' Speaking with knowledge, the preacher claimed a specially high standard for the district in deep religious feeling, explaining and using the word 'religion' in its widest and best sense. With the final words of the sermon all might agree without question. There was known even to himself as a Londoner the local existence of that 'quiet heroism, tender womanhood, patience in suffering, courage in conflict, surrender in sacrifice, fidelity to conscience, and integrity of conduct.' The only words, then, which suggested the need for active work towards improvement were those with which his quotations had begun, admitting 'evils' with which it was their duty to 'do battle.'" Sir Charles commented upon, and quoted from, the correspondence which had appeared in the "Sentinel" on infant mortality, and agreed with one writer who said that "married-women-labour was a great factor in infant mortality—the crux of the question—and until that matter was dealt with they would do little good." He (Sir Charles Dilke), speaking this year on the Home Office Vote, had quoted from the Annual Report on Factories and Workshops the infant mortality for all the Pottery towns, set forth on page 234. The statement in the Report of the Chief Inspector of Factories and Workshops, which he read to the House of Commons, was as follows:—"In the Potteries, the last published report (1905) gives the infant mortality per thousand births: Tunstall, 205; Burslem, 201; Longton, 196; Hanley, 193; Fenton, 186. And Stoke much less bad, though far above the average." The report made the follow

ing comment: "This high mortality is undoubtedly largely due to the extensive employment of married women in the earthenware and china works." There followed quotations from the reports of the local Medical Officers of Health. In the case of Tunstall, the figures unfortunately spoke for themselves. Burslem reported that it compared most unfavourably with other districts. Longton, "A regular slaughter of innocents every year in Longton." Hanley, that an important "cause of the high infantile mortality is that a great number of mothers go out to work." Fenton and Stoke, which were less bad than the others—Stoke being by far the best in the list—admitted that "The infantile death rate for Stoke was higher than for the previous years," although the general infant death-rate for the country "is lower than it has been for many years, and the rate for the borough compares very unfavourably with it and with that for the 76 large towns."

He then gave a summary of the returns from the Pottery towns, showing that though an improvement had been made, their infantile mortality was still greatly above the average.

He (Sir Charles Dilke) had always been most anxious not only to be accurate, but to avoid drawing false lessons from these death-rates, or using exaggerated language. There was undoubtedly an admission to be made as against even the official language of the inspectors of factories and workshops in their reports. It, however, told both ways. It was the case that of the increasing number of, at present, over 4,000 women working in lead processes in the Potteries, no large proportion were mothers. So that the deaths among the children of mothers actually working in lead could not entirely explain the high infantile mortality. Undoubtedly, it tended towards the inflation of that mortality as compared with the already too high mortality existing in other trades and other towns. On the other hand, the fact that work in lead notoriously produced female disorders affecting birth-rate was one of the grounds on which it had been necessary constantly to examine the condition of the trade from the point of view of the rearing of that healthy population upon which the prosperity of the trade and district in the long run must depend. Then too, there were many mothers working in the dusty processes whose liability to tubercular disease affected infantile mortality, even more than did lead. After reviewing the position occupied by the Pottery towns on the returns for the whole country, Sir Charles turned his attention to

Lead Poisoning.

There has been on the whole a considerable diminution in the number of cases of injury by lead poisoning, and public attention has been turned to the still more difficult question of mortality from potters' rot, or the special tubercular disease of the pottery trade. Against general improvement there was to be set a greatly increased amount of mortality from lead, as compared with the number of cases, and a great absolute increase in fatal cases during the present year. Moreover, the number of cases reported in the last month for which they had returns, October of the present year, was again terribly high, being 21 cases in china and earthenware as against 91 in the whole year of 1906. The deaths and the cases tabulated in the official returns were not complete, and were far from giving a true picture of the real state of things.

The matter of compensation for the special disases of the potters' occupation needs must have the immediate attention of the Home Office. The special rules, depending on Lord James' voluntary scheme, must now be re-enacted in some form, when the voluntary scheme was withdrawn, as replaced by the inclusion of lead poisoning among diseases scheduled for compensation. Their organisation must watch for the issue of the new rules, try to make them better than those now in force, and above all things see that no mistake was made by which they might become less good. Perpetual vigilance was necessary. There was always danger of alterations, made with the best intentions on the part of the Home Office when the rules were re-framed, making matters worse in practice. It was undoubtedly an improvement to have their compensation now law, in place of its merely depending on rules under Lord James's scheme. But all compensation was unsatisfactory until some form of general guaranteed insurance, compulsory insurance or State insurance, was brought in. Moreover, in this way alone could potters' rot be added to the other special diseases from lead.

"Leadless Glaze."

He had been one of those who had promoted in all ways the use of the articles of extraordinary beauty which were manufactured without the use of lead, with leadless glaze, and also with leadless colours, and had worked towards the ultimate end of superseding in pottery the use of lead. Those who watched this matter without passion, without prejudice, without undue conservativism, knew that the most scientific and most artistic potters looked forward to the same future, and admitted the immense benefit that had been conferred upon the pottery trade by the search for new materials and new processes. Conservatism in manufacture was always dangerous, as had been shown in thousands of instances, among which the sudden fall and equally sudden rise again of Bradford was conspicuous.

Speaking of telegraph insulators, Sir Charles referred to the communication from Mr. Gilbert Redgrave, who was of opinion that the advantages in the use of leadless glaze more than balanced the disadvantages (which were admitted), especially as regarded liability to damp and dust in cracks.

Sir Charles then spoke of organisation, and the inclusion in such a trade as theirs of all women workers in a common organisation with the men. They would then have a voice in settling, as the miners settled, the trade conditions on which their wages might often depend. Union of all their societies was essential. Their power would be infinitely greater when they spoke with a single voice. The interest of the great employers and of the employers of the largest numbers in their trade was the same as the interest of the worker in this respect at least, namely, that the worst employers dragged down the average of the trade in all respects and competed with the good employers upon unfair terms. In all trades, the least good of the employers were the men who were unduly conservative also as regarded the methods of manufacture. Their position was too often that of the character in the "Pilgrim's Progress," who declared, "I shall never desert my old principles, since they are harmless and profitable." Such was their declaration. But the figures showed that they were not "harmless," and in the long run conservative methods of manufacture did not prove profitable, but were eclipsed by those adopted by more scientific, well-trained men who met world-wide competition by continual advance.

The Chairman, prior to calling upon Mr. Josiah Wedgwood, mentioned that an "important medical man in the district, who had had great experience among working potters," had declared to him that there was no potter working at the bench who had not got symptoms of potters' asthma before he was 40 years of age.

Mr. Josiah Wedgwood, who also supported the resolution, said that, though not an employer, he was going to speak from the employer's point of view. Every good master in the district would welcome a stronger union. He said that emphatically—limiting it to the good employers—because there were two sorts of competition which they had to face. The first was the competition of cutting down wages, of evasions of the Truck Act, and of making things as cheap and nasty as possible. The second was the manufacture of the best possible article so as to improve their trade now and their reputation in the future. The form of competition from which they suffered most at present was the first; and it was this form of competition that the strong trade union stopped. If they could force up the bad employers of the district to the level of the good employers, they would not only improve the condition of the workers, but also improve the staple trade of the district. They would compel masters to look at the matter from the point of view of competition in excellence. Turning to the question of compensation and insurance, and the need of security for obtaining compensation, Mr. Wedgwood expressed preference for the German system of State insurance for combined sickness and accident compensation over that of the French system. At present the system of compensation in England relied upon the individual responsibility of the employer, but under a scheme of State insurance it would rely on the collective responsibility of the trade. Payment to the workmen would be certain, and it would be spread over the whole industry. However bad lead poisoning was at present, it was better than it had been, because of the regulations under the special rules. As far as potters' rot was concerned, they would find that compensation would only come when they had sickness and accident compensation combined on the German plan. They could reduce the disease, as they had reduced lead poisoning, by making more stringent State regulations as to the ventilation of factories and the conduct of the special processes which involved risks.

The resolution was then put to the meeting, and carried with unanimity. Miss Benett subsequently proposed a vote of thanks to Sir Charles Dilke and Mr. Josiah Wedgwood, which was enthusiastically passed.

Porcelain table ware to the weight of 25,048,400 kilos, and valued at £2,066,500, was exported from the German Empire during the first nine months of 1907.

Etching on Glass.—Attractive signs can be etched on glass by anyone handy with the brush and pencil. The materials of an etching fluid consist of: Sodium fluoride, 9 drams; potassium sulphate, 108 grains; water, 16 fluid ounces. Make a solution and label No. 1. Zinc chloride, 216 grains; concentrated hydrochloric acid, 10 fluid drams; water, 16 fluid ounces. Label solution No. 2. Method:—Mix equal quantities of the solutions in a gutta percha or leather vessel, or in a glass vessel, the interior of which has been covered with a layer of paraffin, or in a hollow in a piece of paraffin wax. Of course, any less quantity may be prepared in the given proportion, when the liquid is applied to the cleaned surface of the glass sign by means of a glass rod, glass pencil, or a hard rubber pencil.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

THOSE who have been following the course of affairs on the other side of the Atlantic will not be surprised to hear that the potting trade in this district is beginning to show signs of disturbance. The extraordinary condition of affairs prevailing in the United States, and the unrest which has been occasioned thereby in the money market, have had serious effects upon commercial interests everywhere, and during the last fortnight or so manufacturers in North Staffordshire have had to face a marked decline in the value of American orders. There has also been a falling off in the Canadian trade, traceable, in all probability, to the same cause. A financial crisis also appears to be very adversely affecting our trade with South America just now, so that, for the time being, three of our most important markets are somewhat weakened. But there is no reason for pessimism, and it is only fair to say that things are by no means so bad as might have been expected. It would not have caused much astonishment had there been a great slump in trade in both the American continents, but the decline experienced so far cannot justly bear such a designation, and though some alarmists would have us believe that it will take the United States twenty years to recover from the effects of its economic lapses, more reliable authorities predict that the inconvenience to business centres will be short lived. At any rate, there is reason to believe that the potting trade will soon recover lost ground again, and, meanwhile, it is comforting to know that if the state of things abroad has been disquieting, the home trade shows considerable activity just before Christmas. A day or two ago I was reading an account of the state of trade in the Potteries in November, 1857, exactly fifty years ago, and it struck me as a singular coincidence that, in that selfsame article, a long reference was made to the "unparalleled dearness of money" in the United States, it being stated that "remittances are almost entirely stopped, many orders have been countermanded, and the execution of many others suspended for from two to six months, or indefinitely." At the same time, the home trade orders (it was stated), were "better than might have been expected, considering the sympathy between our own Island and the United States." Truly history repeats itself, sometimes in a very noticeable fashion.

With the exception of the markets which have already been mentioned, and that of South Africa, where trade is going month by month from bad to worse, all of our over-sea customers are keeping up excellent business with the Potteries, and there can be little doubt that our exports, by the end of the year, will have considerably exceeded the previous record. Already we have sent abroad, during the first ten months of the year, ware to the value of £2,209,087, compared with only £1,953,363 in the same period of 1906, and £1,726,714 in 1905. The value of the exports for October was £256,257, as against £224,745 and £194,123 in the corresponding periods of the two previous years. Up to the end of October Germany had bought about £10,000 more ware from us than she did in the similar period of last year. France, £5,000; the United States, £44,000; Brazil, £30,000; the Argentine Republic, £250; the East Indies, £3,000; Australia, £63,000: New Zealand, £20,000: Canada, £47,000; and "other Countries" £59,000; South Africa, however, had been our customer to a less extent by £26,000. With every other large market in the world our trade had increased, and in every other market we may hope for a continuance of prosperous trade for some time to come, provided that the financial position in America does not lead to any further complications. At home we may congratulate ourselves that the railway strike danger has been avoided, for six years, at any rate, and that the general outlook is still highly encouraging.

It is reported that a local potting firm has recently been victimised by a cleverly worked swindle against which all commercial men will do well to be upon their guard. The firm received a wire purporting to come from one of their travellers, asking for a sum of money to be telegraphed to the hotel where their traveller usually stays when on that particular ground. An order for the money was telegraphed, and it was immediately cashed, the fraud not being ascertained until the astonished traveller afterwards received a letter from the firm in reference to the matter. It would appear that some person, whose ingenuity one is disposed to admire more than his honesty, is haunting commercial hotels, picking up details about the other people who are staying there, and practising his scheme wherever he thinks there is a chance of it "coming off." Firm in other trades have received the unwelcome attentions of this same swindler.

Two more cases have occurred during the past month of what some people supposed to be fatal lead poisoning, but the post mortems have shown that the cause of death has been something quite different. In one instance the deceased, Alfred Timmis, aged 48, of Hanley, had worked "in the lead" for 28 years, but the medical examination showed that though deceased exhibited certain symptoms associated with people who suffer from plumbism, the cause of death was an acute attack of congestion of the right lung, with pleurisy. But for the condition of the lungs and pleura he might (said one of the doctors at the inquest) reasonably have been expected to live to be an old man. A verdict of "Death from natural causes" was returned. In the other case the deceased was a young dipper, named Ernest Wm. Mountford, of Bowden-street, Burslem, aged 21, whose death two doctors certified to be due to tubercular meningitis. Contrary to experience in cases of lead poisoning, the kidneys were healthy. These cases, taken in conjunction with others of the same kind which have occurred recently, go to show what great care the doctors and coroners are taking now to see that nothing is hidden with regard to plumbism which ought to be made public. Some people would have us believe that many more cases of lead poisoning occur than are reported, but there is no ground for irresponsible assertions of that kind. Dr. Faulds, of Hanley, who has taken great interest in matters of this kind, wrote to the newspapers recently to suggest that "it was not wise to commit the conducting of a post mortem examination and report to the very factory surgeon who has examined the deceased person recently and passed him or her as healthy and fit." He added, by way of explanation, that, "with the purest intentions in the world, such an official is just a little apt to justify his own previous action and vindicate his own infallibility." But the doctor is surely overlooking the fact that there are invariably two doctors, at least, at every post mortem. Besides, the certifying surgeon would, for his own protection, claim the right to attend, and he ought to be allowed to do so. Dr. Faulds suggests that means should be taken to secure vigilant scrutiny of all cases of illness in which the patients are lead workers, but is it not the fact that they receive "vigilant scrutiny" already? If any cases can be shown in which such scrutiny has been withheld, the Factory Inspectors and the Home Office would speedily take action if the facts were brought to their notice. Meanwhile it is satisfactory to have Dr. Faulds' assurance that "great improvements have been effected," and the employers will be the first to agree with him that lead workers are a class of workers deserving of the utmost sympathy, and whose interests it is desirable to take all possible steps to secure.

Mr. J. H. Walmsley, His Majesty's Inspector of Factories for the North Staffordshire district, has been promoted to the charge of the Leeds District, where he will also act as deputy superintending inspector of the North-Eastern Division. The manufacturers of the Potteries have heard of this recognition of his abilities with mixed feelings, for while they congratulate him upon his promotion, they recognise, at the same time, that they have lost a friend who brought great tact to the discharge of his delicate duties. The nature of his work occasionally compelled him to prosecute firms for infringements of the Factory Acts, but he never sought to penalise them in any vindictive spirit, while, on the other hand, he was careful to see that the provisions of the Act were fully and carefully observed in the interests of the workpeople. When the Special Rules for the prevention of lead poisoning were being formulated, Mr. Walmsley was able to give Lord James, and the Home Office, valuable assistance, and by his removal from the district the trade has lost a public servant who will not easily be replaced.

The death took place on the morning of Monday, November 11, of Mrs. Forester, widow of the late Mr. Thos. Forester, J.P., the well-known china and majolica manufacturer, of Longton. Mr. Forester died on June 7, so that his wife only survived him a few months. Undoubtedly the death of her husband came to her as a great shock, and she never really recovered from it. The deceased lady, who was 74 years of age, was much beloved by those who knew her, and many poor people will miss the financial help she used to accord them so liberally. The funeral took place on Nov. 14 at Forsbrook, only members of the family and a few intimate personal friends attending. Among the fifty floral tributes placed on the grave were wreaths from the workpeople of the Imperial Works, the Phœnix Works, the Blythe Porcelain Co., and Bentley & Co. A touching incident occurred in connection with the funeral. The employees of the Phœnix Works had sent a tall harp, exquisitely executed in choice blooms, and this, prior to being sent to the late Mrs. Forester's residence, was placed in one of the warehouses, where it was viewed by the workpeople. The latter assembled in a large crowd, and an affecting scene occurred, Mr. T. Brammer, the oldest employee, at the request of his comrades, cutting one of the silken cords of the harp as a token of grief at the

severance of a long friendship. Simultaneously the gathering sang with deep feeling a hymn, and nearly all present were visibly moved at the sincerity of the sorrow which was manifested.

A wedding in which much trade and local interest was evinced took place recently at St. Mary Abbot's Church, Kensington, when Mr. Harry Clive, potters' merchant, of Albion-street, Hanley, second son of Col. R. C. Clive, of Gravenhanger, Woore, was married to Miss Dorothy Clive, youngest daughter of the late Mr. J. C. Clive, of Wootton Grange, Berkswell, near Coventry. The ceremony was performed by the Rev. A. A. Brockington, brother-in-law of the bride, assisted by the vicar of St. Mary Abbot's. A reception was held afterwards at the Royal Palace Hotel, and Mr. and Mrs. Harry Clive left later for Brighton, en route to Paris. Many handsome presents were received.——On Nov. 19, Miss Hilda Aynsley, youngest daughter of Mr. Herbert Aynsley, of the Star China Co., Longton, was married to Mr. Hugh Irving, fourth son of Mr. Robert Irving, and representative of the Rubian Art Pottery, Ltd., Longton. The wedding took place at St. Peter's Church, Forsbrook, Stoke-on-Trent. The Rev. H. R. Coldham, the vicar, officiating. Amongst the presents were the following :—A silver tray and inkstand from the employees of the Star China Co. to Miss Aynsley, a case of cutlery from the directors and manager of the Rubian Art Pottery, Ltd. From the employees of the same company, a marble and bronze clock and bronze side ornaments.

The employees of H. Aynsley & Co., china manufacturers, of Longton, assembled in force in one of the large workrooms at the Commerce Works, on the evening of Nov. 15, for the purpose of making a presentation to the manager, Mr. F. Hancock, who has severed his connection with the firm in order to become associated with another business enterprise in the district. The gift of which Mr. Hancock was made the recipient consisted of a valuable dressing-case. Mr. J. Davies presided, and after many expressions of goodwill had fallen from various speakers, Mr. G. Goodall, the oldest employee, made the presentation, towards which, he said, everyone on the works had subscribed while the employers had also associated themselves with the testimonial. Mr. Hancock suitably acknowledged the gift.——The annual dinner of the staff of Johnson Bros., (Hanley), Ltd., took place at the Grand Hotel, Hanley, on Nov. 16, and was presided over by Mr. Reginald T. Johnson. Advantage was taken of the occasion to present to Mr. Victor Johnson a handsome 18-carat gold hunting watch. The monogram F. V. J. was engraved on the case, and the inside bore the following inscription :—"Presented to Mr. F. V. Johnson, on attaining his majority, by the staff of Messrs. Johnson Brothers, Ltd., Hanley, 15th November, 1907." The presentation was made by Mr. G. Harrison, and the health of the recipient was afterwards drunk, accompanied by musical honours. Mr. Victor Johnson, in thanking them for the handsome watch, said it would be a constant reminder of the kindly feeling entertained towards him by the staff. He hoped that his association with them in the future would only serve to increase the feeling of mutual regard.

Towards the end of November, Staffordshire was honoured by a visit from the King, who stayed for some days at Ingestre, as the guest of Lord Shrewsbury. On one occasion his Majesty took a motor drive, in the course of which he touched the fringe of the Potteries, and on another drive he passed through Armitage, where the potters employed by Messrs. Corn turned out and cheered him right heartily, the men being given an hour "off" in order that they might welcome the Royal visitor. The residences in the neighbourhood of Ingestre were gaily decorated in honour of the occasion, one of the most notable among them being that of Mr. Thos. Hughes, J.P., who is still in the best of health and spirits, though full thirty years have elapsed since he gave up the manufacture of "pots" at Burslem, and retired to enjoy the pleasures of country life at Hixon.

The Mayor of Burslem for the coming year is Mr. Sydney Malkin, the managing director of the Malkin Tile Works Co,, Ltd., Newport-lane, Burslem. The Mayor of Longton is Mr. Aaron Edwards, principal in the company of Cartwright & Edwards, Ltd., china and earthenware manufacturers, Borough Pottery, Longton. Mr. Edwards is the "father of the Longton Council" and this is the sixth time he has served the office of mayor. The Mayor of Stoke-on-Trent is Mr. Wm. Booth Hackney, wholesale factor in pottery, Copeland-street, Stoke. Mr. Hackney was first employed at the Cauldon Pottery, and was associated with other manufacturing firms until he joined his father in business. This is Mr. Hackney's second year as mayor. The Mayor of Hanley this year is Mr. C. F. Adcock, hosier and outfitter. Tunstall and Fenton are not incorporated.——Mr. J. G. Aynsley, C.C., of Longton, has been appointed president of the committee of the Aynsley "Dole," in place of his father, the late Mr. John Aynsley. Mr. Harry Aynsley, J.P., and Ald. A. B. Jones, J.P., have also been elected trustees to fill the vacancies caused by the deaths of Mr. John Aynsley and Ald. H. M. Williamson.

The distribution of prizes in connection with the County Pottery Classes took place this year at Hanley on November 22. There was a large attendance, over which Mr. F. H. Wedgwood presided. Dr. Mellor gave a good report of the work of the past session, which he described as fairly successful. Mr. H. H. Cunynghame, C.B., M.A., legal Under Secretary for the Home Department, attended specially to present the prizes. In introducing Mr. Cunynghame the chairman alluded to the important services he rendered to the trade at the time of the proceedings before Lord James, and said he was a gentleman who was trusted by master potters and the workmen. Mr. Cunynghame had a cordial reception, and commenced by saying he was glad to be in the district of Josiah Wedgwood. He gave a graphic description of Wedgwood, dwelling upon his combination of the spirit of enterprise with the spirit of caution. Mr. Cunynghame spoke eloquently on both the artistic side of potting as well as upon the technical side of it. Assuming that the students desired to become skilful potters, he said "the one thing essential to make a man successful in his profession was to stick steadily to his work with an absolute determination to get to the bottom of it." If a student wished to become a potter he must never lose an opportunity of seeing pottery anywhere. It was a difficult thing to judge pottery. He would like them to be able to say on picking up a piece of pottery, "Ah ! yes—Wedgwood, 1797." "How do you know ?" they might be asked. They should be able to say, "Oh ! I know the glaze." They should go to the museums and study the pottery. They must learn their art, and not be too proud to learn it anyhow or anywhere. There were many interesting things to be found in cottages, such as old English lustre. They should keep a note-book and note down everything they could.

Mr. Cunynghame went on to say there was no subject on earth—except politics—upon which such nonsense was talked at present as art. He condemned "fads." Some said, "Let us have art for art's sake" ; others said, "Let us have impressionist art" ; another set said, "Let us have realistic art." Some said, "Never have a subject," declaring that all they wanted was colour, and that a picture should look as well upside down as right side up. He urged them to get rid of all these fads, and apply common-sense to art. "Art is a language," if that was once grasped a whole lot of difficulty would be solved. "Do believe," he said, "that very good things can be done in a very ordinary way, and by the use of good common-sense. Do not expect too much of yourself, or of other people." Something new in art only comes to an artist once or twice a year. Even Walter Crane only got a new idea every half-year. In his happy vein Mr. Cunynghame continued an address full of advice, instruction, and encouragement to students, and, indeed, to all engaged in the production of pottery.

Mr. W. Burton proposed a vote of thanks to Mr. Cunynghame for "his pleasant and inspiriting address." He was glad he had departed from academic tradition and had spoken about the artistic side of pottery, instead of addressing them as scientific students. Mr. Cunynghame had been telling them to keep their minds open, and to learn all they could. They could never know enough of an industry which required science, art, and common-sense. He hoped that from these classes, so ably conducted by Dr. Mellor, they were going to get the future managers and foremen of the potteries of the district. He regarded the classes as training schools for the future masters of the trade, the men who would have the future guidance and control of the industry. He urged the students to make themselves wiser, more capable than their predecessors. He had been spending some time in Germany. The German potters were wonderful workmen—wonderful copiers of other people's ideas. A fact to be reckoned with was that the Germans as a whole were more industrious and knew their business better and stuck to it better than we did. Mr. Burton spoke in high appreciation of Dr. Mellor's work, and in moving a vote of thanks to Mr. Cunynghame, said his address had been enjoyable and beneficial. In acknowledging the vote of thanks, Mr. Cunynghame referred to the lead glaze question, and Mr. Wedgwood assured him this was the subject of constant inquiry amongst manufacturers in the Potteries.

A large number of manufacturers paid a visit on Wednesday last, Nov. 27, to the Royal Art Pottery, Waterloo Works, Longton, when Messrs. A. Woolley & J. Fell gave a demonstration of their gas-firing process, upon which they had been engaged for six months or more. A description of the method adopted was published in THE POTTERY GAZETTE some time ago, and I am informed that since then most encouraging success has attended the experiments which have taken place. The method of Messrs. Woolley & Fell differs considerably from that adopted by Messrs. Twyford & Moore with their Mond gas plant at Hanley. In the latter case the gas is fed into the oven "on tap," but at Longton the ovens are fitted with a number of small producers, fed with ordinary coal, and "baited" about every hour and a half. Mr. Woolley informed his visitors that his method gives absolute control of the heat, that no heat was wasted, that no cold air could enter the oven, and that he had generated 1,800 deg. C. within 20 hours in a fritt kiln. The system has also the advantage of cleanliness in its favour, the volume

of smoke emitted from the oven into the air being little more than that created by an ordinary house fire. It is also claimed by the inventors that their discovery economises fuel and time. Two ovens are being used for the experiments, and it is asserted that the smaller one needs from 1½ to 2 tons of coal less than the average oven for firing. It is fired by the gas in 22 hours, against 30 with the ordinary coal process, and it also cools much more quickly. The larger oven has a capacity about six times greater than the small one, and has been several times fired in 28 hours, whereas 40 hours were necessary to fire it formerly. Mr. H. Aynsley welcomed the visitors who attended on behalf of the company, and great interest was manifested in the demonstration.——An electric furnace is being purchased by the Longton Education Committee for the use of the advanced students at their Pottery Classes, in order that a study may be made of the effects of heat applied to pottery materials. The furnace is to cost £20.

Sanitary ware manufacturers in this district having trade relations with Russia have been much perturbed to learn that the Russian Government are proposing to increase the duty on imported sanitary earthenware from 1 rouble 65, the figure at which it now stands, to 7 roubles. Not only this, but it is stated that the Customs authorities in Russia will not be guided, in future, in distinguishing between china and earthenware by their transparency, but only by experiments with ink lines on the biscuit; and if the sanitary earthenware is fairly hard and vitreous, they propose (it is reported), to claim that the duty should be as on china. The effect of these new departures on the British sanitary ware trade with the Czar's dominions will be disastrous if they are carried into effect, and the North Staffordshire Chamber of Commerce have lost no time in bringing the matter to the notice of the Local Government Board, so that diplomatic action may be taken in the hopes of averting the step.

The Male and Female Pottery Workers' Society—the trade union which now embraces almost every section of the workpeople employed in the potting trade—has been very busy lately. Meetings for organisation purposes have been held in several of the towns, and their activity culminated on Saturday, Nov. 25, when the foundation stones of official premises which the union is having built in Old Hall-street, Hanley, were laid. The buildings will comprise business offices, a board room and store room, and residential premises for the secretary, Mr. J. Lovatt. The potters are building up a sound organisation, which has now five members for every two it possessed a couple of years ago. Some may see cause for apprehension in this steady growth on the part of the union, but the majority of the masters now realise that the organisation of the workpeople is good for themselves, as well as for the operatives. A strong force of united workpeople must always act as a bulwark against the undercutting which is so lamentable a feature of our trade, and so long as the functions of the union continue to be discharged fairly, with honest regard to the just rights of the employers, the development of the union is more likely to result in good than harm. There has been some talk recently by the men of putting in for an all-round advance of wages next March, which reminds me that the promised conference of masters and men on the subject of notices has not been held. No time should now be lost in calling it together, for an understanding on this point may prevent much trouble later on. The regrettable strike of March last would never have taken place had there been a clear and definite understanding between masters and men on the legality of the notices which were handed in.

At one of the meetings held by the union at Tunstall on Thursday, Nov. 21, the principal speaker was Sir Charles Dilke, who was in a more chastened frame of mind than usual (when dealing with the potting trade). He actually admitted that the number of cases of lead poisoning had "considerably declined," but—the inevitable qualification—the right hon. gentleman contended that the returns did not disclose all the harm that lead poisoning does, in fact, very far from it. Then Sir Charles went on to intimate that "they who had worked towards the complete abolition of lead in potting had not given up hope of ultimately attaining that result," and he supplemented this interesting statement with the remark that "it is now universally admitted by the greatest scientific potters that they do look forward to the exclusion of lead, partly by improvement in manufacture and partly by the change of public taste." Sir Charles may be surprised to hear that others beside the greatest scientific potters are also looking forward to the abolition of lead, and will be only too glad to get rid of it as soon as an efficient and suitable substitute is discovered. The manufacturers of the Potteries are not imbued, as the member for the Forest of Dean seems to think, with a fell desire to impair the health of their employees by the use of unnecessary and deleterious materials. The fact is that it is simply idle vapouring to suggest that any leadless glazes at present known are practicable for ordinary potting purposes, and Mr. Cunynghame, C.B., the legal Under Secretary at the Home Office, who had so much to do with the formulating of the special rules for the prevention of lead poisoning in our trade—showed that he recognises this by some remarks he let fall at Hanley on Nov. 22, when distributing the prizes won by the students of the County Pottery Classes. Mr. Cunynghame told the students that it was extremely important that they should address themselves to the solution of the leadless glaze difficulty. The Home Office, he said, was very much interested in the question. They believed that if lead were used with care the workers could be prevented from being poisoned, but its use was always a source of danger, and he urged the students to endeavour to produce a leadless glaze which could be used successfully for potting, and which, at the same time, would be innocuous. Everybody in the trade will be delighted when such a discovery is made, and the manufacturers of the Potteries will not then need any urging from Sir Charles Dilke to induce them to abandon lead glazes for others which are harmless.

A great many things have happened to the movement for the Federation of the Pottery towns since my last notes were written. The pendulum has swung backwards and forwards, bringing Federation, apparently, nearer at one moment and carrying it farther away the next. A stumbling-block had been placed in the way of amalgamation through the circumstance that some of the towns had gas and electricity undertakings of their own, while others had not; and those who did possess productive undertakings of the kind wanted the other towns to give them credit for them and to retain the profits to themselves for a period of twenty years, during which, it was suggested, there should be differential rating. A great deal of controversy arose over certain financial adjustments involved in this proposal, and it looked as though Federation would be wrecked upon this rock; but then Mr. J. S. Goddard (G. L. Ashworth & Bros.) came forward with a suggestion that the new borough, if formed, should purchase the whole of the Corporation gas and electricity undertakings, and should take over the loans still outstanding upon them, giving the vendor town credit for the amount it had already paid toward the liquidation of its loan. This idea smoothed the way a great deal, but then came the main event of the month, compared with which all other local events dwindled into insignificance—viz., the poll of the ratepayers at Burslem on Monday, Nov. 25, when the voters were called upon to decide a straight issue—viz., whether they were in favour of Federation, or whether they were against it. Four years ago, when the Federation question was last before the public, a similar poll was taken at Burslem, when 2,670 people voted against amalgamation and 457 for it—a majority of about six to one against. Burslem has now repeated its feat by polling against Federation again, the figures being: against Federation, 3,248; for Federation, 2,040—a majority against of 1,208. The comforting feature of this result is that the Federationists polled 1,600 more votes this time than they did four years ago, while the anti-Federationists polled only 570 more. But while the poll is more favourable to Federation than, personally, I had anticipated it would be, it is no use disguising the fact that Burslem has again dealt Federation a heavy blow.

Writing just after the declaration of the poll, I can only surmise what will now happen, but I should not be at all surprised to see the whole fabric of the movement come tumbling down like a house of cards. Stoke will now, in all probability, withdraw; Fenton and Tunstall are notoriously opposed to Federation; only Hanley and Longton will remain, and neither of those towns would be so greatly daring, or so unmindful of the great risks and enormous expenditure involved, as to seal, on its own account, a representation to the Local Government Board in favour of the Federation of the whole of the towns. The Local Government Board are known to be most desirous of amalgamating the towns. It would have been a feather in the cap of Mr. Burns and the Liberal Government if Federation could have been brought about; but even Whitehall cannot force these reforms against the sentiment of a majority of voters. For the present, therefore, it seems that the progress of the great movement in which is wrapped up the whole future of the Potteries has received a check. Everybody who knows the needs and capabilities of our local trade will hope that this check may not prove to be a permanent one, and that some day in the near future a method will be found of welding the towns together in a strong and united whole. We have had a great opportunity presented to us of doing a vast stroke of business for the Potteries, for the trade of the Potteries, and for the people of the Potteries, both present and future; but we have allowed it to slip from us. Federation would have meant the better spending of our public moneys; it would have meant the provision of an efficient potting school and better artistic and scientific training; it would have meant the acceptance of the Duke of Sutherland's magnificent offer to give Trentham Park (valued at anything from £250,000 to £500,000) as a pleasure-ground for the united borough: it would have meant better sanitation, better elementary and secondary education, increased opportunities for the children, better trade, cheaper carriage for goods to and from the Potteries, and better means of developing our name and influence in the great world markets.

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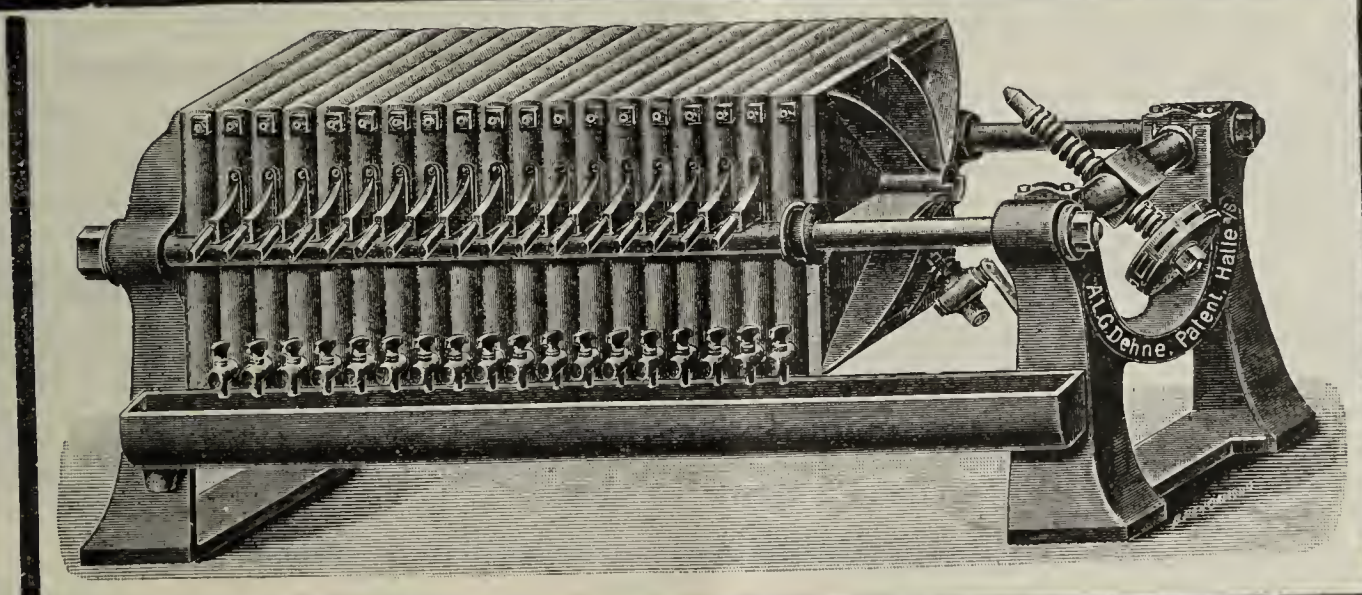
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That local sentiments and jealousies, coupled with the bogey of high rates, should have been able to prevail against such prospective advantages is little tribute to the common-sense of the ratepayers of Burslem. But though the Federationists have sustained a rebuff, they are far from being defeated. Such earnest well-wishers of the Potteries as Mr. Grimwade, Mr. Cecil Wedgwood, Alderman Malkin, Mr. Wade, Mr. S. Gibson, and Mr. William Owen have not set their hands to the plough for nothing, and he would be a bold man who would dare to predict that in another ten—nay, in another five—years the Federation of the Potteries will not be accomplished.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

IN foregoing reports, mention has been made of the favourable character of the season for jam jar production, and now something like a summing up of the trade for the year may be given. Owing to the super-abundant supply of preserve fruits, and especially of plums, the demand upon the stoneware potteries has this season been prolonged beyond the usual limit, though, of course, we are now very near the actual close. The bulk of goods (jam jars) delivered all over from the potteries is found to have assumed very large proportions, the utmost strain of output having been maintained for some time at the works of the leading makers. As formerly noted, the prices obtainable for these jam jar supplies have been on the whole satisfaetory to the makers, and give at least a margin over the inereased cost of production. in fuel and other raw materials. The preserving houses have been quite willing to pay these priees, and not only that, but it was found during the height of the season that some of them were ready to offer even higher rates to the potters, if thereby delivery might in any way be expedited.

Rockingham reports also continue favourable so far. The notiees of inereased prices and decreased diseounts have been eirculated among the trade for some time and merchants and consumers seem to have acqueseed without any demur or complaint. Most likely a continuance (or otherwise) of the improved position of the market will depend, not on the attitude of either merchants or consumers, but on the behaviour of the makers themselves as a body ; that is to say, whether they adherc to the new and salutary understanding, or whether some individuals break way ; of whieh there have been too many instances in former times, when futile attempts were made to effect a working agreement as to the marking of the goods.

All over the Seottish potteries the feeling between the employers and the employees appears quite amicable. The wages earned by the latter are on a good seale, and satisfactory to the carners so far as is shown by all visible evidences. This remark is made because the attempts entered upon some months ago, and referred to in our report at that time, to stir up some disagreement, though hitherto with no sueess, have not been altogether abandoned. The incentive comes from English pottery centres, and is direeted more particularly for the time being at the earthenware workers, but these and all the other Scottish pottery hands are seemingly apathetic, and the agitators from a distanee will probably soon throw up this "ploughing in the sands," especially as the Scottish pottery industry as a whole is by no means in a flourishing condition.

Reports from the wholesale merchants and travellers in these trades show that their share of the preparations for the country's extra push during the year-end celebrations has been fully accomplished. Country dealers have been cautious in their ordering, but there is something not unlike a scare with reference to the effects in the future of the disastrous cereal harvest experienced. Money will be very scarce throughout rural and farming communities, and many of the poor farmers will be ruined, involving hardships on the men they had employed, and on the families dependant on these. Our country retail merchants are well aware that this will react on themselves, though, of course, in those districts where coast fishing is combined with agriculture there is some little set-off, these fishings this year having turned out good on the whole. Although ordering through merchants and travellers, is thus restricted in scope, their reports show that the late advances in the rates are well maintained, and further that the restriction in the orders given is not at all due to the slightly higher values exacted. So far as glass goods are concerned, the signs at present seem to indicate some further fractional advances, fuel figures still keeping high, and other cost of produetion being also on the up-grade.

The Gazette.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

COX & DWELLEY (Chas. Cox and Ephraim Jno. Dwelley), 9, Goswell road, and 1, Rutland-court, Goswell-road, china and glass merchants. June 30. Debts due to the said late firm will be received by E. J. Dwelley, who continues. (Nov. 1.)

FALLA & ATKINSON (Joseph Falla and Herbert Joy Atkinson), Dewsbury, glass, china, and earthenware merchants. Nov. 4. Debts by J. Falla, who continues as Joseph Falla. (Nov. 8.)

HAMILTON & Co., Braidwood Tile Works, Carluke, tile manufacturers, Oct. 10, by retiral of Nathaniel Daniel Isaac Oman Gold and James Black. Debts by John Gibson and Richard Gibson, who continue. (Oct. 22.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

BUCK (JOHN), LTD. Resolved Oct. 19, that the company be wound up. W. T. Flower, South Quay, Great Yarmouth, liqr.

CLUNAS TILES AND MOSAICS, LTD. Order made by the Court of Session, Oct. 24, that the company be wound up by the Court. Claims to J. S. Alexander, 56, George-street, Edinburgh, liqr., by December 6.

CLYDE POTTERY CO., LTD. Meeting, Welsh, Walker, & Macpherson's, 33, Cathcart-street, Greenock, Dec. 16 at 12, for an account of the winding up.

UNIVERSAL AIR-TIGHT JAR CO., LTD. Resolved Oct. 30, that the company be wound up. C. S. Ware, Shannon-court, Bristol, liqr.

Notices under Assignment, &c.

LEDGAR THOMAS P. and FRANCIS J. SMITH, trading as Ledgar & Smith, Heathcote Pottery, Longton, earthenware manufacturers. Claims to C. E. Bullock, Albion-street, Hanley.

MCCABE JOSEPH, 25, Albert-road, Colne, crockery ware dealer. Claims to R. S. Windle, Newtown-chambers, Barnoldswick.

Notices of Intended Dividend.

FINNEY VINCENT J. and EDMUND F. FINNEY, trading as Finney Bros., 6 and 8, St. James's-walk, and 1 and 2, Suffolk-street, Clerkenwell, Staffordshire warehousemen. Claims to G. G. Popplеton, 4, Charterhouse-square, E.C.

WILSON CHAS. W., trading alone as Chas. W. Wilson & Co., 121, St. James-street, Liverpool, glass bottle merchant. Claims to Louis Nicholas, 19, Castle-street, Liverpool.

Private Meeting.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

DEWHURST ARMENIUS, glass and china dealer, Ramsbottom. A meeting of the creditors of the above was held on the 8th ult. at Radcliffe. The statement of affairs showed liabilities amounting to £590 18s. 9d., while the assets, after allowing £8 11s. 7d. for preferential claims, were expected to produce £254 6s. 2d. The estate thus showed a deficiency of £336 12s. 7d. There were also

10,000 BUYERS.

The Pottery Gazette



Representative Organ for the

Pottery and Glass Trades.

SCOTT, GREENWOOD & SON, 8, BROADWAY, LUDGATE HILL, LONDON, E.C.

fully secured creditors for £59 3s. 9d. It was stated that the debtor started in business about seventeen years ago with a capital of £130. He opened his present business about four years ago, and at that time he was perfectly solvent. He had not kept proper books of account, and no deficiency account could be presented. The debtor admitted selling goods at less than cost price for some time past, but more especially during the last twelve months. He opened a shop at Bolton-road, but this was closed last Easter, a loss of about £100 having been made. He had lost £30 in damages owing to one of his carmen knocking down a boy, and he had also suffered through dishonest employees. The debtor was pressed to make an offer, but said he was unable to do so. After some discussion, it was decided that a Deed of Assignment should be executed, and a committee of inspection, as follows, was appointed: Mr. Deakin (G. B. Wood & Co.), Mr. Eccles (Ramsbottom), and Mr. Charles Turner (Poppleton, Appleby & Turner).

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.—Eds. P. G.)

Dewhurst Armenius, 20, Regent-street, Ramsbottom, glass and china dealer. Dated Nov. 12. Filed Nov. 18. Liabilities unsecured, £628 10s. 2d. Property, after deducting secured claims, £262 17s. 9d. Tr., S. G. Partington, 16, Market-street, Bury. Secured creditors, £59 4s. 2d. The following are creditors:—J. Lang & Co., London, £18; L. Rosenfield, London, £20; Brown & Steventon, Burslem, £31; G. Hall & Co., Burslem, £10; W. Kay, Bury, £24; J. A. Brier, Dewsbury, £16; Horn Bros., Ferry Bridge, £12; Paulson Bros., Ferry Bridge, £41; Anglo-American Oil Co., Liverpool, £59; Barker Bros., Longton, £31; J. H. Coope, Longton, £29; J. B. Wood & Co., Longton, £96; Ledgar & Smith, Longton, £31; A. Houlker, Ramsbottom, £30; W. Eecles, Ramsbottom, £18; J. Greenwood, Ramsbottom, £34; Empire Porcelain Co., Stoke-on-Trent, £10; W. Adams & Co., Tunstall, £16; A. Mekin, Tunstall, £34; T. Dean & Sons, Tunstall, £10.

Rogers Saml., Louise-street, and Saml. Oakes, Derby-street, both Burslem, and Stephen Barrett Hartley, Lower Leigh, trading at Ranelagh-street, Hanley, as Rogers, Oakes & Co., earthenware manufacturers. Dated Nov. 6. Filed Nov. 11. Liabilities unsecured, £1,174 6s. 9d. Property, after deducting secured claims, £960 18s. 4d. Tr., A. Bates, Hanley.

Woodhall Geo. Harry, trading as Woodall & Son, St. George's Glass Works, 10, Great Hampton-street, Birmingham, and residing at Laurisdale, Whitehall-road, Handsworth, glass manufacturer. Dated Nov. 11. Filed Nov. 16. Liabilities unsecured, £2,224 19s. 2d. Property, after deducting secured claims, £967 5s. 10d. Trs., H. W. Brettell, Waterloo-street, Birmingham, and another. The following are creditors:—H. Johnson, Aston, £19; E. Appleby, Birmingham, £59; Barouche & Bloxham, Birmingham, £21; Bowen & Edwards, Birmingham, £316; C. Clackett, Birmingham, £19; F. Cooke, Birmingham, £14; Dicken Bros., Birmingham, £1,142; Great Western Railway Co., Birmingham, £11; Shorthouse, Bowen & Wilson, Birmingham, £15; H. J. Evans, Dudley, £142; H. Richardson, Handsworth, £40; Harris & Pearson, Stourbridge, £45; secured creditors, £140. Bankers' claims, £390.

Bankruptcy Proceedings.

Baker Edwd. Jas. and Wm. Thos. Baker, trading as Baker Bros., the Hoo Potteries, Hoo, near Rochester, master potters. R.O., Nov. 9. Adj., Nov. 9.

Eve A. G., import and export produce merchant, 96 and 98, Leadenhall-street, E.C. The statutory first meeting of creditors under this failure was held on Friday, last week, at the London Bankruptcy Court, Mr. Daniel Williams, Assistant Receiver, presiding. The debtor, Arthur George Eve, traded as above under the style of A. G. Eve & Co., and the receiving order against him was made on Oct. 11 upon the petition of Bastone & Firminger, the act of bankruptcy alleged being the debtor's non-compliance with the requirements of a statutory bankruptcy notice. It appears from statements made by the debtor that he began business as an import and export merchant seventeen years ago in partnership with another person, with whom he traded as Eve & Lotinga. His (debtor's) interest in the partnership was limited to the Colonial business, of which he had a one-half share. He put no capital into the business, which was financed by his partner, but paid the expenses of a journey round the world undertaken in the interests of the partnership. He had, however, a few hundred pounds. A dissolution of the partnership was arrived at a year later, when he discharged the outstanding liabilities and continued the business alone until 1892. In that year he was joined in partnership by another person, who introduced capital into the business to the extent of £1,000. He (debtor) found an additional £300, and they carried on the business under the style of A. G. Eve & Co. until 1895, when the partnership was dissolved. His partner retired, but received nothing on going out, while he (debtor) discharged the liabilities and took over the business, which he had since carried on alone under the same style. In 1896 he removed it to 84, Leadenhall-street; last year he again removed to premises at 11, Leadenhall-street; and in April last he took his present premises at 96 and 98, Leadenhall-street. The debtor attributes his failure to want of capital. No statement of affairs was filed, but the liabilities were estimated at between £600 and £800, and the assets were valued at about £200. There was no offer of composition before the meeting, and the case, no resolution being passed, remained in the hands of the Official Receiver. The following are stated to be creditors:—Bastone & Firminger, Cullum-street, E.C., £350; Frank Abraham & Co., Arthur-street, E.C., £170; Cadbury (Ltd.), Bourneville, £70; Ford & Sons, Burslem, £20; Williamsons (Ltd.), Lloyd's-avenue, E.C., £55; Mrs. Miriams, Bromley, £400.

Farmer Geo. Edwd., 26, Church-street, Wath-upon-Dearne, glass, china, and general dealer. R.O., Nov. 15. Adj., Nov. 15.

Goy Evelyn, late glass and china dealer, 42, Nelson-street, late 23, Trinity-street, Gainsborough, Lincoln. At the Sessions House, Lincoln, last month, the above debtor attended for his public examination before Mr. Registrar Stephen, the deficiency being stated at some £55 odd. Debtor's wife claimed the furniture as having been bought with money earned by her before marriage. Debtor had not borrowed of money-lenders, though he had borrowed of his brother-in-law. The examination was concluded.

Mills Henry Hunt, 138, 140, and 142, Holland-park-avenue, W., and 75, Gordon-road, Ealing, glass and china dealer, ironmonger, &c. Adj., Oct. 24. The examination was held at the London Bankruptcy Court on Nov. 22. Debtor described himself as a milliner, draper, glass and china dealer, and ironmonger. The statement of affairs showed a total indebtedness of £47,353, of which £7,329 was returned as unsecured, and assets £7,103. The debtor, it was stated, had traded as a draper and milliner for a number of years, and had also been engaged at Southsea as an estate agent, in connection with which business he was concerned in extensive building operations. From 1892 to 1906 he acted as manager and secretary to steamship companies at Southsea, but in March, 1905, he resumed business as a milliner, &c., adding to that business in the following October a china, glass, and ironmongery department. The failure is attributed to bad trade during the past summer, overbuying by managers, want of capital, and inability to realise property at Southsea. Further accounts being required the sitting was adjourned until Jan. 24.

Webster William, 178, Woodcock-street, Kingston-upon-Hull glass and china dealer, &c. The public examination of this debtor was held on Monday, the 28th ult., at the Court House, Townhall, Hull. The gross liabilities were stated at £442, of which £116 was unsecured, and the assets were estimated at £41. Replying to the Official Receiver, the debtor explained that he started business in Dec., 1904, at his present address with £90 capital. He purchased the house and shop for £380, and paid that £90 on account, the result being, as the Official Receiver observed, that he left himself with no working capital. He raised the remainder of the purchase money on mortgage, the first mortgage being £290 held by the Provident Freehold Assurance Co., Ltd., London. They held a policy for £325, which was the policy on his life, and which was effected in Oct., 1904. The second mortgagees were a local firm of solicitors, this mortgage being given about the same time as he bought the property. You do not estimate any surplus to arise from the property for your estate?—Not according to the valuation. In other words, the property is not worth more than the amount due on it?—No. Debtor, continuing, said he was not aware of his position until a writ was issued in October last. He had always looked upon the property and his stock as sufficient to cover his debts. I suppose that was based upon the equity in the property; but, looking at it from a practical point of view, how long did you know you could not pay all your debts as they became due?—I always thought there was sufficient to cover them in the property. The property was locked up, but as a trader you had to go on?—Yes. Further questioned, debtor said he became aware he could not pay debts as they became due in Jan., 1906. He explained the causes of his failure, and said he only kept a rough takings book, so that all his figures were estimates. The case was closed.

Unmanufactured clay to the weight of 58,910 tons, and valued at £63,826, was exported from the United Kingdom during October last. The figures are above those for October, 1906, but below those for October, 1905.

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United States.—Mr. John Davison, 12, Barclay St., New York,
France.—H. Mulotte & Cie, 14, Rue de Paradis, Paris.
Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co. (Mr. A. E. Potts), Sydney & Wellington.
Country Representative.—Mr. C. G. Probert.

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New British Patents.

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Applications for Letters Patent.

ATTACHING BOWLS TO STANDS, No. 24,327.—H. Wilkins. Improvements in the method of and means for securing or attaching bowls of glass or earthenware to metallic stands or holders. Nov. 4, 1907.

BATHS, No. 22,128.—G. Wise. Improvements in or relating to baths, lavatory basins, sinks and so forth. Oct. 17, 1907.

BEDDING CHINA, No. 23,238.—E. Mayer. Improved process of bedding or placing china, porcelain, and the like, and apparatus therefor. Oct. 21, 1907.

BOTTLE CLOSING DEVICES, No. 22,468.—L. R. Caso. Improvements in or relating to closing devices. Oct. 11, 1907.

BOTTLES, No. 22,118.—J. A. Lind. Improvements in bottles to prevent their being fraudulently refilled. Oct. 7, 1907.

BOTTLES, No. 23,402.—D. J. Higginbotham. Improvements in and relating to bottles. Oct. 23, 1907.

COVER FOR POISON BOTTLES, No. 22,590. H. G. Boston. Safety cover for bottles containing poison to prevent accidental poisoning. Oct. 14, 1907.

CUPS AND SAUCERS, No. 23,308.—D. A. Stewart and J. Cameron. Improvements in cups and saucers. Oct. 22, 1907.

DETACHABLE HANDLE FOR JUGS, No. 23,074.—J. Potts, Detachable handle for jugs and other vessels. Oct. 18, 1907.

DEWAR FLASKS, No. 23,558.—J. Plechati. Improvements in and relating to Dewar flasks. Oct. 25, 1907.

DIPPING POTTERY IN LIQUID, No. 23,011.—F. Wibberley. Improvements in apparatus for dipping pottery or other articles in liquid preparations. Oct. 18, 1907.

DOUBLE-CHAMBERED BOTTLES, No. 23,805.—T. Baumann. Improvements in and relating to double chambered bottles for various fluids. Oct 28, 1907.

DRYING EARTHENWARE, No. 22,193.—W. E. Lake (E. D. Blumentopfwerke G.m.b.H., Germany). Improvements in and relating to drying earthenware and the like. Oct. 8, 1907.

FEEDING BOTTLES, No. 22,110.—H. M. Stewart. Improvements in feeding bottles for infants. Oct. 7, 1907.

FIRE-BRICKS, No. 24,577.—S. Payne. Composition for use in the manufacture of fire-bricks, crucibles, retorts, furnace lining and the like. Nov. 6, 1907.

FIRE-GRATES, No. 23,208.—A. Jones and the Trimsaran Co., Ltd. Improvements in fire-grates for use in continuous kilns and for like purposes. Oct. 21, 1907.

GAS-FIRE KILNS, No. 23,989.—V. W. Cox and M. C. Olsson. Improvements in gas-fire kilns or ovens for pottery and the like. Oct. 28, 1907.

GLASS-BLOWING, No. 24,657.—P. Bornkessel. New or improved method of glass-blowing, and apparatus therefor. Nov. 7, 1907.

GLASS CHIMNEYS, No. 23,854.—H. Jordan. Duplicating all designs of glass chimneys, globes for oil, electric or gas or any other illuminating powers. Oct. 29, 1907.

LAMP GLASS CHIMNEYS, No. 24,514.—E. R. S. Larbalestier. Device for preventing the cracking and breaking of glass lamp chimneys and the like. Nov. 5, 1907.

LAVATORIES, No. 22,546.—W. Bartholomew. Improvements in and relating to lavatories, baths, sinks, wash-tubs and the like. Oct. 12, 1907.

MELTING GLASS, No. 22,094.—O. Imray (The Window Glass Machine Co., United States). Improvements in apparatus for melting and drawing glass. Oct. 7, 1907.

PLACING DISHES IN SAGGERS, No. 23,934.—W. H. Grindley. Improved method of placing dishes, plates, saucers and similar articles of earthenware or china in saggers. Oct. 30, 1907.

PRODUCING COLOURED EARTHENWARE, No. 23,063.—K. Fischer. Method for producing highly glazed coloured earthenware. Oct. 18, 1907.

REPAIRING CHINA ARTICLES, No. 22,419.—E. Woodall. Device for repairing articles of china or earthenware. Oct. 11, 1907.

SANITARY EARTHENWARE ARTICLES, No. 23,587.—C. A. James. Improvements in the manufacture and production of sanitary earthenware articles and other articles provided with fittings secured thereto. Oct. 25, 1907.

SOCKETTED PIPES, No. 23,113.—P. Brostowski, R. Siebert, and H. Schlaffer. Improvements in or relating to windows. October 19, 1907.

STEAMING KILNS, No. 23,127.—E. Peters. Improvements in and connected with kilns for steaming, burning or otherwise treating bricks and the like and method of utilising the same. October 19, 1907.

Specifications Published.

1906.

23,350.—George Wooliscroft & Son, Ltd., Blizzard & Todd. Sieves for sifting potters' slip and other materials.

26,005.—Helbig. Separating or sorting process in grinding cement and other materials.

28,176.—Devenport. Corking or stoppering attachment or fitting in connection with bottles, decanters, and for the like purposes.

21,438A.—Kent. Glass tubing for the manufacture of thermometers, and thermometers made therefrom (Date applied for under Rule 5, Patents Rules, 1905, March 27, 1907.)

23,600.—Longden.—Packing crates for earthenware and like articles.

26,732.—Weekes. Kilns and the like.

29,326.—Naylor & Naylor. Stoneware or other pipe joints.

22,911A.—Bastian & Calvert. Method and means for sealing electric conductors in or through glass or like vitreous material. (Date applied for under Rule 5, Patents Rules, 1905, Oct. 16, 1906.)

1907.

11,790.—Beeson & Henning. Apparatus for moulding plastic materials.

9,635.—Brittain. Filters for potters' slip. (Date applied for under International Convention, April 25, 1906.)

11,982.—Dansette. Method of making reinforced or armoured ceramic panels.

13,776.—Blain. Lavatory basins.

14,587.—Menzel. Apparatus for drawing plate glass. (Date applied for under International Convention, April 10, 1907.)

16,754.—Harzer. Sorting apparatus for clay tiles or other ceramic and the like products. (Date applied for under International Convention, July 23, 1906.)

3,769.—Shelley & Forrester. Pottery saggars or the like and the manufacture thereof.

13,007.—Sesselli. Mustary pot or receptacle. (Date applied for under International Convention, Aug. 5, 1906.)

5,255.—Pulfrich. Glass measuring scales.

8,714.—Everest. Bottles.

Designs.

512,195.—Jules Lang & Son, 16, Bury-street, E.C.

512,248.—John Board & Co., Ltd., Dunball, Bridgwater.

512,487.—J. & M. P. Bell & Co., Ltd., Stafford-street, Glasgow.

512,488.—W. T. Copeland & Sons, 3, High-street, Stoke-upon-Trent.

512,498.—George Foster Clark & Co., Maidstone.

512,560.—George Davidson & Co., Gateshead-on-Tyne.

512,561.—John Randell, trading as Edwin Parr, North-road Works, Cobridge.

512,656.—C. W. McKay & Sons, Bridgeness Pottery, Bo'ness, N.B.

512,743-4.—William Potter & Sons, Ltd., 160, Aldersgate-street, E.C.

512,879.—G. J. Chambers, 40, Home Park-road, Wimbledon-park, Surrey; and Fulham Pottery and Cheavin Filter Co., Ltd., Fulham, S.W.

513,028.—Lewis & Towers, Hartwell-street, Dalston Junction, N.E.

513,063.—W. H. Goss, Edward-street, Stoke-on-Trent.

513,236.—Pilkington Bros., Ltd., St. Helens, Lancs.

513,354.—J. Hodgson, 24, Spencer-street, Carlisle.

513,355.—S. Langsdorff & Co., 19, City-road, E.C.

513,540.—R. H. & S. L. Plant, Tuscan Works, Longton.

512,874.—S. Mordan & Co., Ltd., 41, City-road, E.C.

513,013.—O. P. Moller, 72, Maxfield road, East Putney, S.W.

513,163.—Thomas Webb & Corbett, Ltd., Stourbridge.

513,720.—Weiss & Biheller, 70 and 71, Chiswell-street, E.C.

513,721.—H. G. Richardson & Sons, Wordsley, Stourbridge.

513,794.—A. V. Raaschou, Niels Juelsgade 8, Copenhagen, Denmark.

513,969.—R. O. Williams, 18, Bartlett's-buildings, E.C.

514,061.—Batty & Co., Ltd., 99-101, Farringdon-road, E.C.

514,062.—S. Reich & Co., 23, Aldermanbury, E.C

514,077.—G. W. Morrison, 1, Cornwall-terrace, Regent's Park, N.W.

514,133.—James Green & Nephew, 107, Queen Victoria-street, E.C.

514,136-39 and 514,141.—Robinson & Leadbeater, Ltd., Wolfe-street, Stoke-on-Trent.

514,257-60.—Worcester Royal Porcelain Co., Ltd., Worcester.

514,310.—A. Ritchie, 12, Upper Thames-street, E.C.

514,350.—C. H. Temple, Jackfield, Shropshire.

514,351-2.—T. A. Simpson & Co., Ltd., Furlong Tile Works, Burslem.

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The Preparation of Glazes.—Testing the Purity of the Raw Materials—The Preparation of the Glaze Mass—Appliances for Pulverising the Materials—Fusing the Glaze Mass—Furnaces for Refractory Glazes—The Experimental Melting Furnace.

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Engobes and Glazes for Same.—Polychrome Engobes—Glazes Proof against the Influence of Chemicals.

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Ceramic Colours.—Preparation of the Pure Colours—Pure Ferric Oxide—Chromic Oxide—Cobalt Oxide—Manganese Oxide—Nickelous Oxide—Cupric Oxide—Antimony Oxide—Manganese Phosphate—Cobalt Phosphate—Copper Phosphate—Cobalt Chromate—Barium Chromate.

Underglaze Colours.—Yellows—Reds—Pinks—Lilacs—Purples—Greens—Blues—Browns—Greys—Blacks—Flowing Underglaze Colours, or Flux Colours.

Applying the Colours on Earthenware.—Applying Colours with Stencils—Rubber Stamp—Sand Blast—Application of Colours by Transfers—The Original Plates for Transfer Printing—Transfer Printing from Steel or Copper Plates—Printing of Transfer Paper—Transferring the Design—Transfers from Lithographic Plates—Colour Printing—Aluminium Printing (Algraphy)—Decorating Porcelain by Photography (Photo-Ceramics).

Glost Fire Colours.—Glost Fire Colours over Glaze.

Muffle Colours.—Fluxes and their Composition—Ordinary (Grey) Lead Flux—Green Flux—Fluxes for Carmine, Red, Purple, Violet—Preparing the Flux.

Muffle Colours.—Yellow Porcelain Colours—Antimony Oxide—Potassium Antimonate—Naples Yellow—Silver Yellow—Uranium Yellow—Red Porcelain Colours—Coral Red—Gold Purple—Light Purple—Rose Purple—Magnesia Purple—Alumina Purple—Ruby Glass—Green Porcelain Colours—Blue Porcelain Colours—Glost Fire Blue—Cobalt Blue by the Wet Method—Cobaltous Zinc Phosphate—Cobaltous Silicate—Violet Porcelain Colours—Brown Porcelain Colours—Black and Grey Porcelain Colours—Enamel Colours—Preparation of the Muffle Colours.

Decorating Porcelain with Metals.—Making Gold Preparations—Chemically Pure Gold Trichloride and Metallic Gold—Bright Gold—Balsam of Sulphur—Silver Preparations—Silver Powder—Silver Nitrate—Platinum Preparations—Gilding, Silvering and Platinising Porcelain-Burnished Gold—Silvering and Platinising Porcelain.

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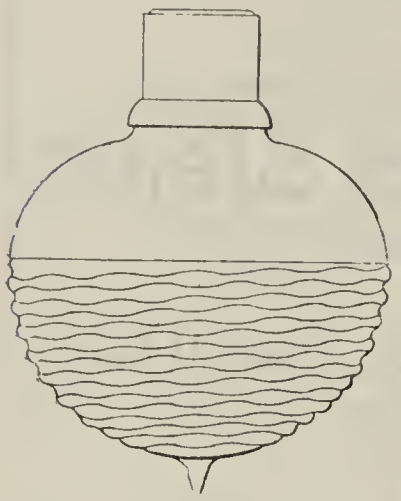
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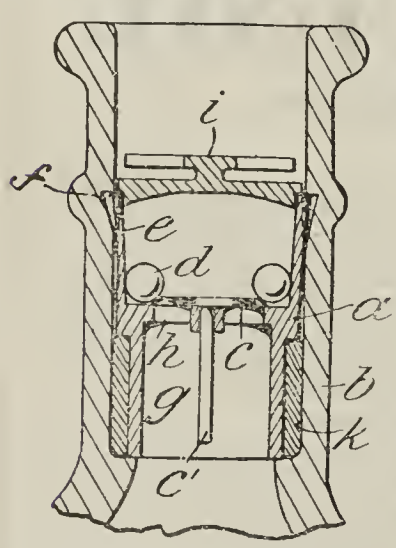
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LATEST COMPLETE SPECIFICATIONS.

Improvements in Globes for Electric Lamps.—E. Bohm, 5, Boxworth-grove, Richmond-road, Barnsbury, N., claims :—(1) In globes or the like for electric lamps or other purposes having a spiral lens as an integral part thereof, forming said lens part of a spirally wound glass rod which has alternate thicker and thinner portions so as to thereby form a plurality of individual lenses in each of the spiral windings. (2) A globe or the like for electric lamps or other purposes wherein a glass rod which has alternate thicker and thinner portions is employed—spirally wound as an integral part thereof—so as to thereby form a plurality of individual lenses in each of the aforesaid spiral windings. (3) A globe or the like for electric lamps or other purposes wherein a glass rod, which has alternate thicker and thinner portions is employed—spirally wound as an integral part thereof—so as to thereby form a plurality of individual lenses in each of the aforesaid spiral windings substantiall as described and illustrated.



Improvements Relating to Bottles.—C. Baker, 79, Victoria-street, Bristol, declares the nature of this invention to be as follows :—This invention relates to bottles and other receptacles, and has for its object to provide means thereon that will effectively prevent the re-filling thereof. I provide a device capable of being readily fitted into the neck and of being automatically locked or fastened therein on insertion, and comprising also a valve adapted always to close except when the bottle is held in position for pouring out the contents thereof. In carrying the invention into effect, I provide a casing advantageously of circular form and of a size corresponding to the bore of the bottle neck into which it is to be fitted. This casing may be variously constructed so long as it provides on the one hand means for holding the valve in position, and in such a manner that the valve is inaccessible, while also retaining any weights, balls, or devices employed for maintaining the valve on its seat ; and on the other hand is so formed as to carry advantageously at its lower extremity a spring device or catch of any convenient form for engagement with a slot or flange by which the casing may be securely locked in position upon insertion. The casing extends downwardly to carry the spring or catch device or devices. These conveniently take the form of pins against which a spiral spring may act to force the pins into an annular groove or under a flange or shoulder or into a hole provided within the bottle neck, upon the casing being inserted into position. The casing is prcferably inserted so far down the neck of the bottle as to leave sufficient space above for the cork or stopper employed. Two catch pins may be provided actuated by one spiral spring, the pins being oppositely disposed while the spiral spring is mounted between them.



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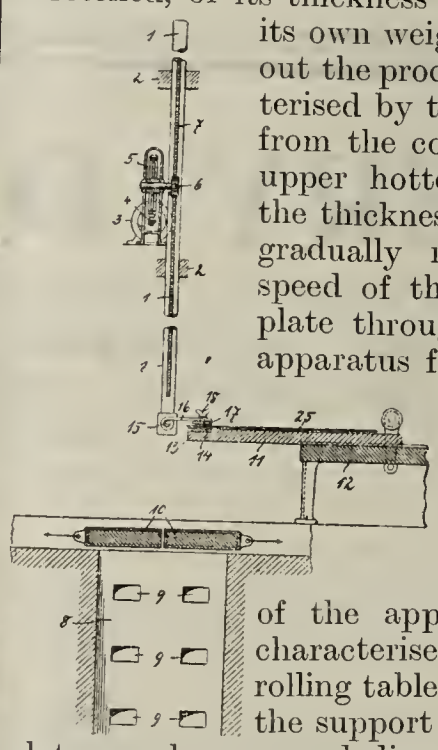
New Foreign Patents

United States Patents.

867,510.—C. J. Jungers, Streator, Ill. Process of making fire-retardant glass.
867,931.—F. L. O. Wadsworth, Morgantwon, W. Va. Manufacture of glass having surface projections.
868,516.—C. B. Wiltse, Mount Kisco, N.Y. Bottle.
868,106.—E. Mayer, Beaver Falls, Pa. Bedding ceramic ware for firing.
868,034.—L. A. Thornburg, Hartford City, Ind. Glass melting and drawing apparatus.
868,577.—W. T. Nicholls, Wellsburg, W. Va. Machine for grinding and finishing tiles and other articles.
869,538.—S. E. Winder, Bridgeton, N.J. Machine for making hollow glass-ware.

LATEST COMPLETE SPECIFICATION.

Apparatus for Fire-Polishing Plate Glass.—P. T. Sievert, 15, Münchenerstrasse, Dresden, Saxony, claims (1) A process for fire-polishing of glass plates, characterised by the said plate suspended along one edge being preferably repeatedly introduced into and withdrawn from a fire chamber capable of accommodating the whole of the plate. (2) A method of carrying out the process set forth in Claim 1, characterised by the introduction and removal of the glass glate into and from a fire chamber in a vertical direction. (3) A method of carrying out the process set forth in Claims 1 or 2, characterised by the stretching of glass plates softened by renewed heating, to such an extent that during the polishing, the glass plate becomes stretched, or its thickness reduced, under the influence of its own weight. (4) A method of carrying out the process set forth in Claim 3, characterised by the glass plate being conveyed from the colder lower layers through the upper hotter layers of the fire chamber, the thickness of the said glass plate being gradually reduced in proportion to the speed of the upward passage of the glass plate through the fire chamber. (5) An apparatus for carrying out the process set forth in Claims 1 to 4, characterised by the arrangement of a vertically adjustable support, carrying the glass plate along one edge and arranged above a fire pit. (6) A construction of the apparatus set forth in Claim 5, characterised by the arrangement of a rolling table which can be pushed under the support in such manner that the glass plate can be removed direct from the rolling table by the said support. (7) An apparatus set forth in Claims 5 and 6, characterised by the rolling table being provided with an interchangeable insertion which constitutes one part of a clamping device for holding the glass plates. (8) An apparatus set forth in Claims 5, 6 or 7, characterised by the clamping device for seizing and holding the glass plates being constituted by one or more electro-magnets secured to the supports and attracting an armature, an iron bar inserted into the rolling table, so that the glass plates are clamped between the poles of the electro-magnets and the iron bar. (9) A construction of the apparatus set forth in Claim 8, characterised by the magnetic system being mounted on the support so as to be rotatable about a horizontal axis, and provided with a balance weight.



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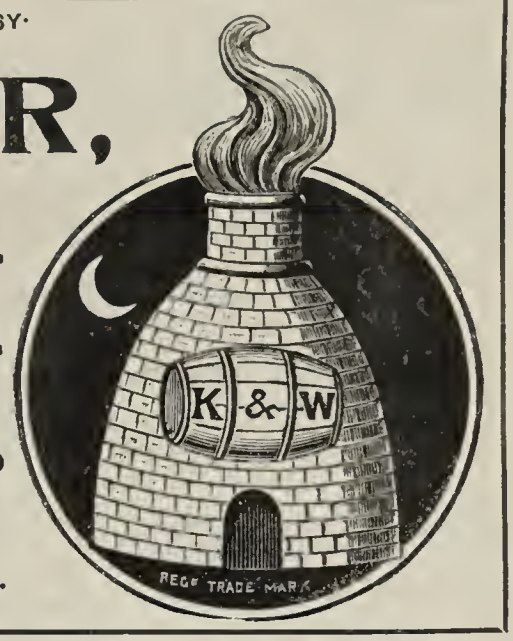
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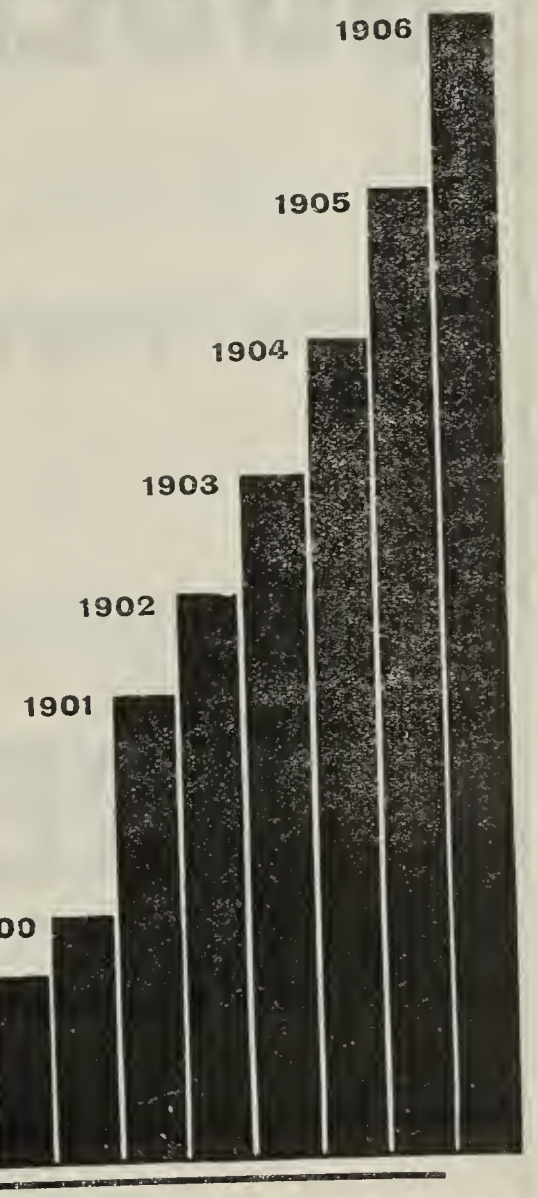
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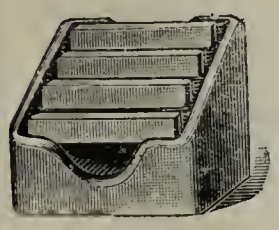
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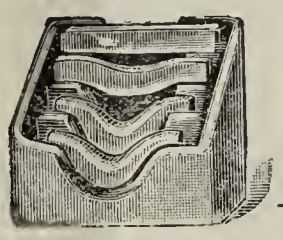
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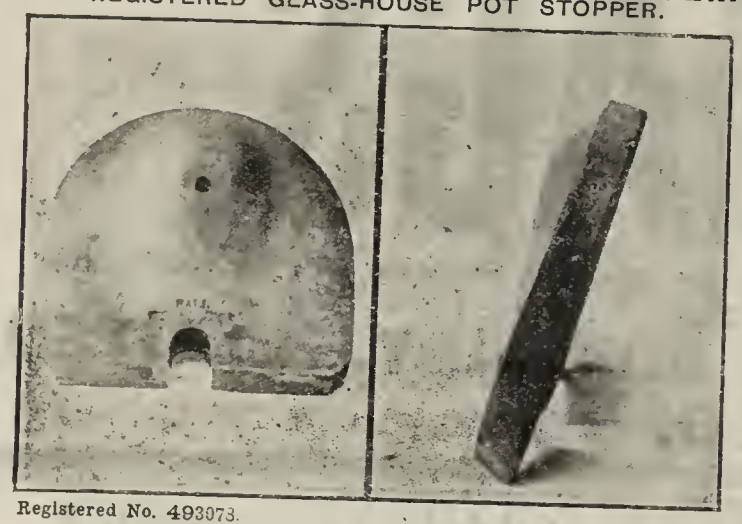
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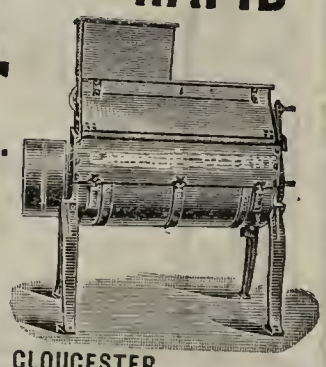
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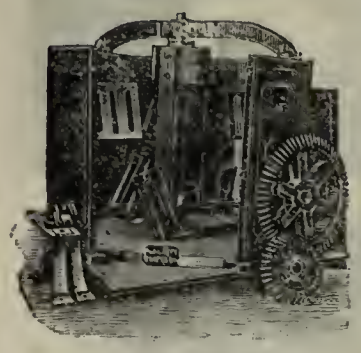
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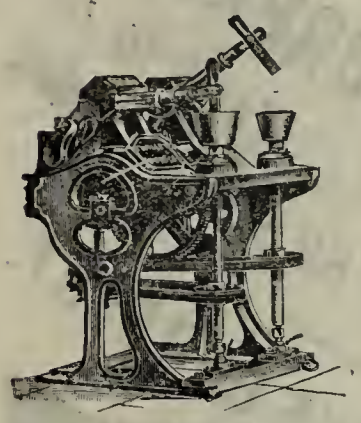
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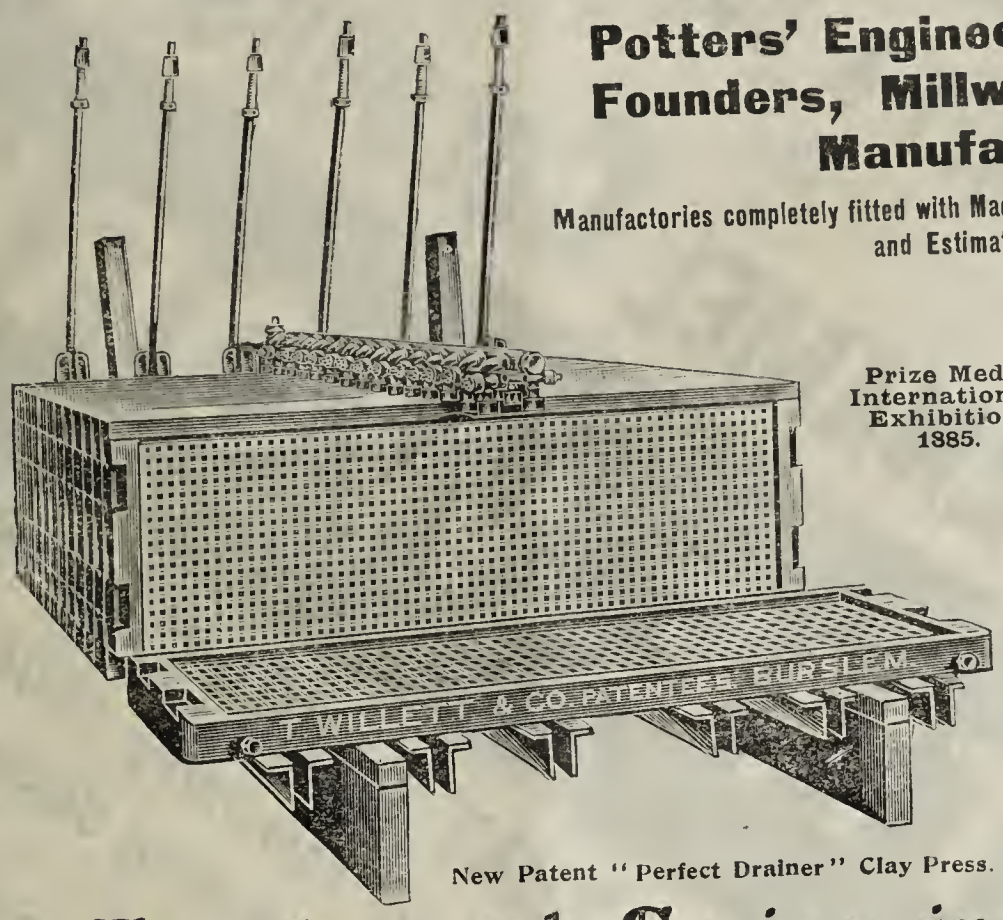
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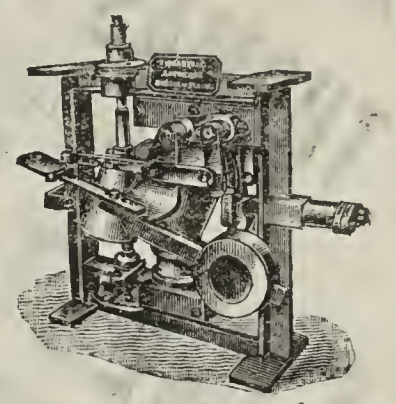


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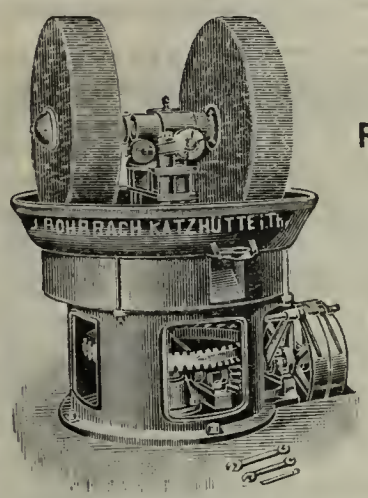
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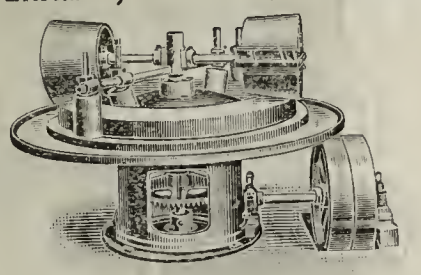
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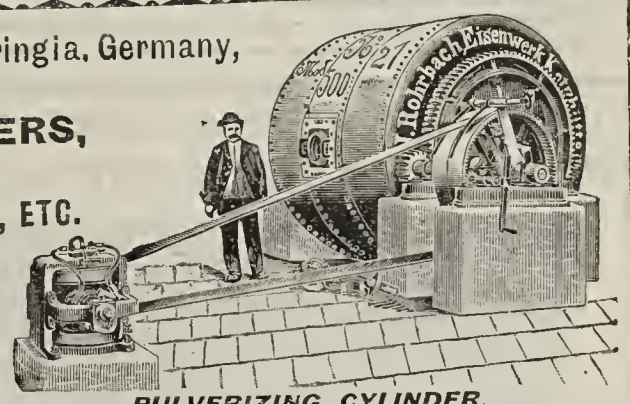
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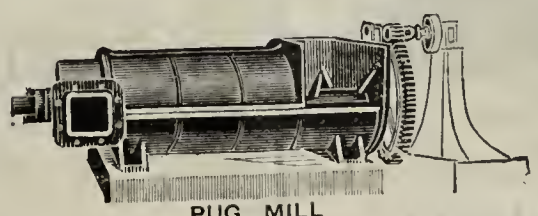


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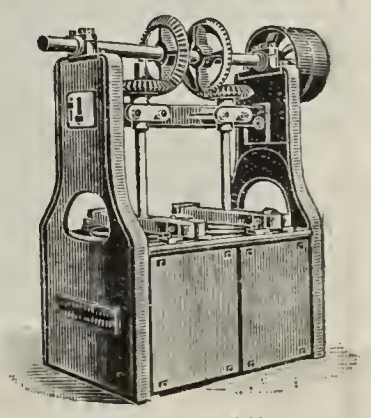
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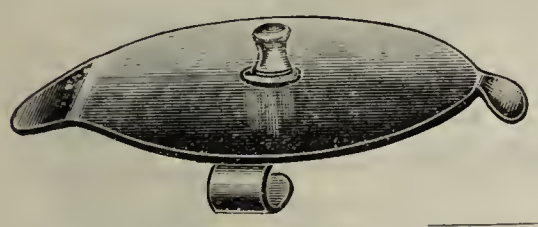
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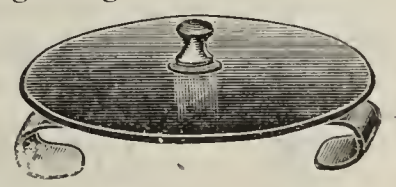
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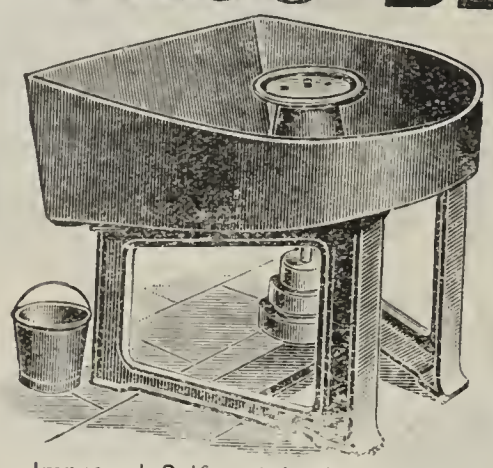
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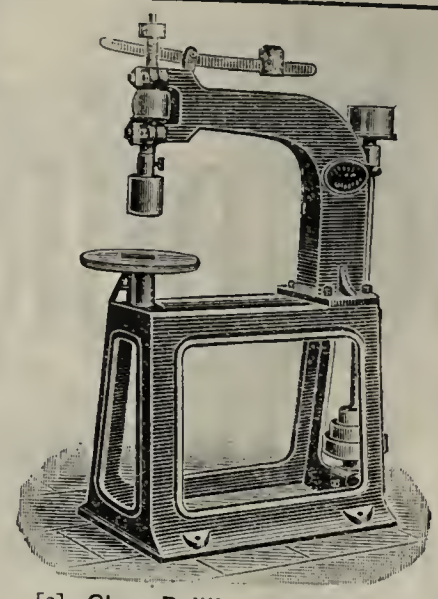
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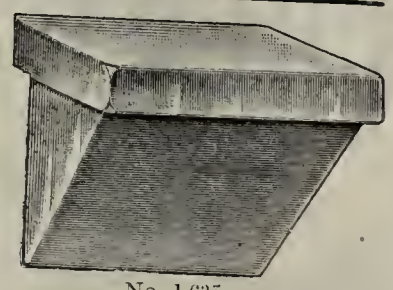
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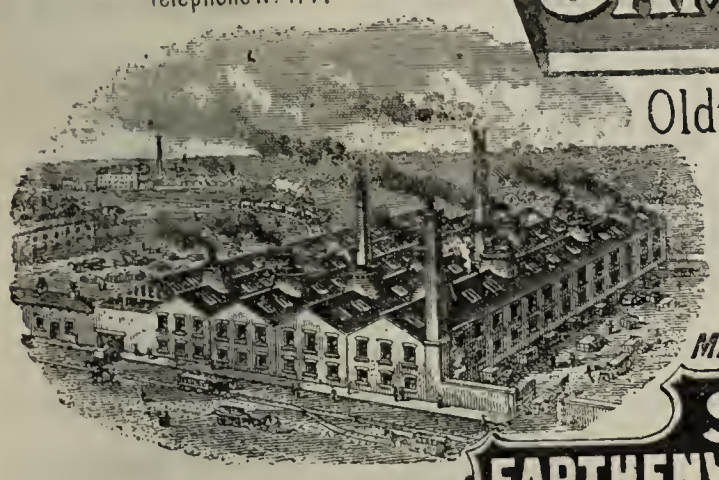
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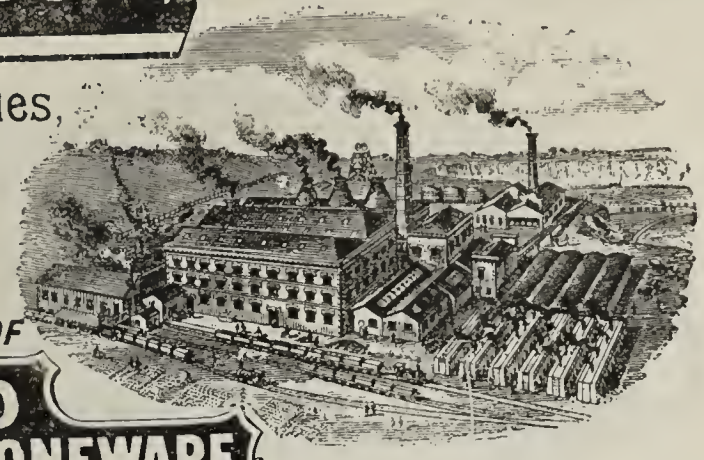
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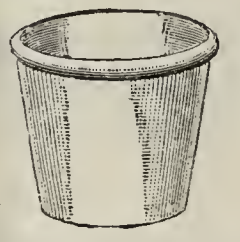
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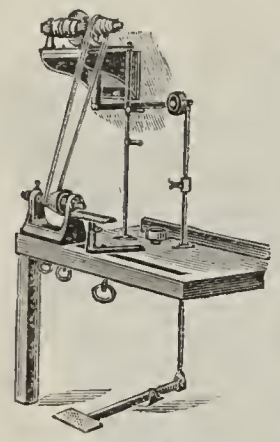
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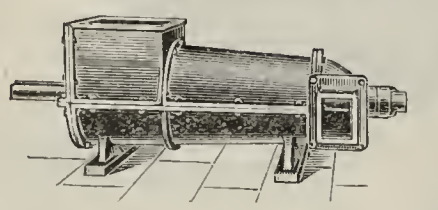


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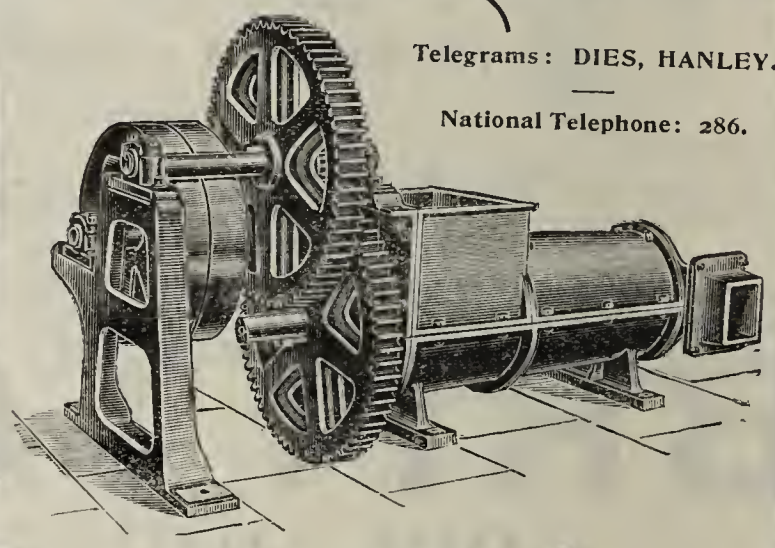
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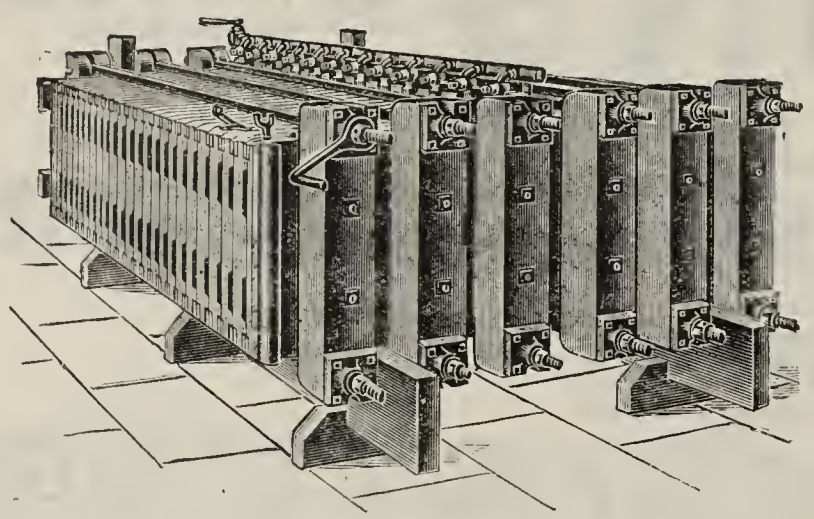
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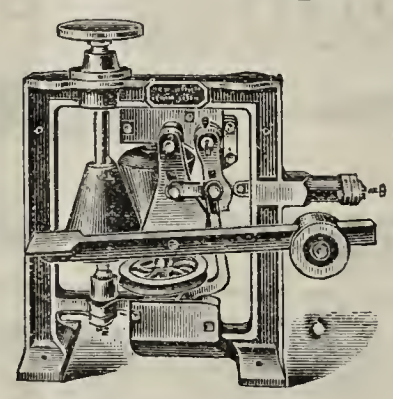


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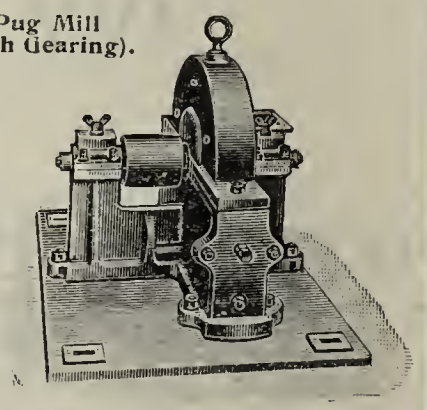


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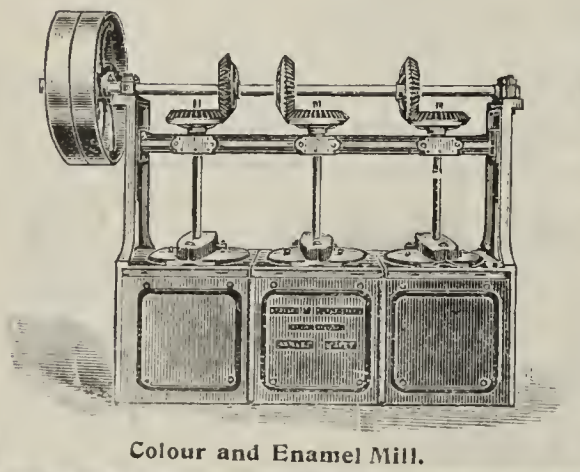


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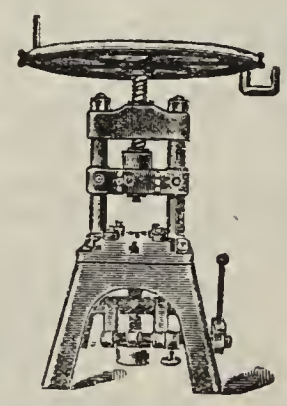
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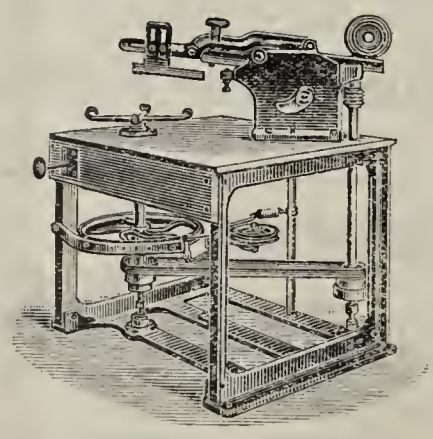
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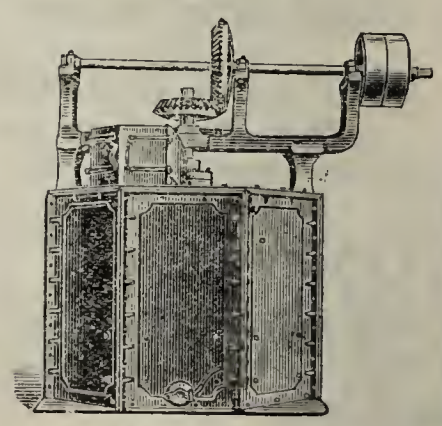
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